



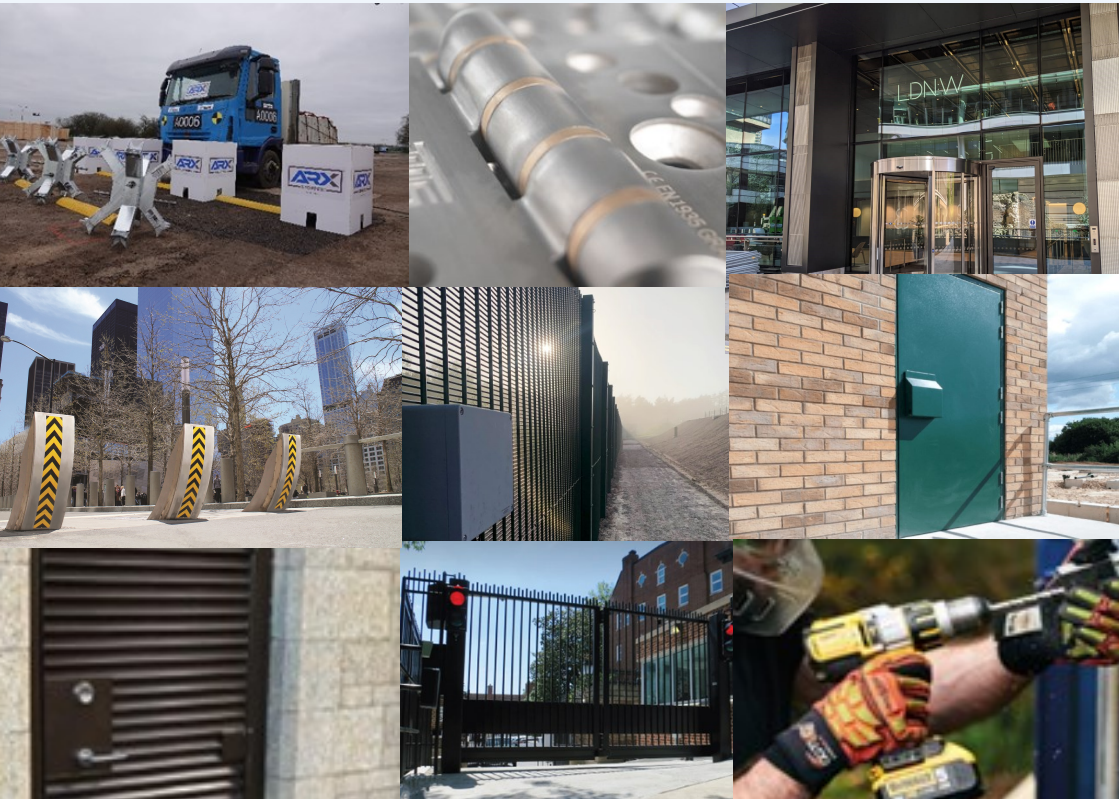
# Palo

## Consulting International

**Seminar Brochure**

**Huone Events Hotel, Clarke Quay, Singapore**

**11th October 2024**



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# Local Information

Singapore, officially the Republic of Singapore, is a sovereign island country and city-state in maritime Southeast Asia. Singapore is among the 20 smallest countries in the world, with a total land area of only 682.7 square kilometers. The United States is about 15,000 times bigger. Their land area includes as many as 64 offshore islands that surround the main island. These include Sentosa—a popular island resort with myriad attractions—and havens for nature lovers like Pulau Ubin, St John’s Island and Sisters’ Islands.

The population of Singapore is diverse, the result of considerable past immigration. Chinese predominate, making up some three-quarters of the total. Malays are the next largest ethnic group, and Indians the third. None of those three major communities is homogeneous.

Because of this ethnic diversity, no fewer than four official languages are recognized—English, Mandarin Chinese, Malay, and Tamil. English remains the main medium for administration, commerce, and industry, and it is the primary language of instruction in schools.

Singapore is a unitary parliamentary democracy based on the Westminster model. The president, Tharman Shanmugaratnam, is the first non-Chinese presidential candidate to win in a contested presidential election in Singapore.

Singapore’s national anthem is in micro-text on the back of their \$1,000 note.

Sang Nila Utama, a prince from Palembang, saw a creature he thought was a lion and named the island “Singapura” which means “Lion City” in Sanskrit. However, there have never been lions outside of captivity in Singapore.

The red of Singapore’s flag represents universal brotherhood and equality of man while the white symbolizes purity and virtue. The crescent moon stands for a young nation on the rise and the five stars signify the ideals of democracy, peace, progress, justice and equality.



# Palo

## Consulting International

Palo Consulting International Ltd is a specialist export and international business development consultancy providing help for businesses to engage with the world market.

We are a consulting company here to help with your international business development from strategic planning to implementation and will undertake as much or as little as needed from simple advice through to full export planning and management.

Palo Consulting can provide detailed research work, assist with the set up of international exhibitions and bespoke seminars, we can work as part of your marketing team, plan and implement projects and can even assist with the broader business development strategy of the business. We develop projects in conjunction with client needs and budget constraints and while Palo can carry out the whole of the development process as a complete out-sourced partner, the most effective approach is for us to work as a member of the clients team.



# Palo

## Consulting International

### Our Experience:


After long careers in the security export industry, we decided that it was time to help others and now we share our passion for export by helping others do the same. Our ramp up process is designed to empower your team and outfit them with the tools they need to succeed. Contact us today to see how we can support your growth, de-limit your turnover, and put you on a solid track to greater success and profitability.

### Why Us?

Business mentors are key to good business development — that's why when it comes to client selection, we're very discerning. We want to give each of you the time and guidance you deserve. Whether you're seeking a strategic alliance with the right partner or a special skillset or tool, contact us today. Together we'll create and refine your plan for success—we didn't get there alone, and neither will you.

For further information please visit: [paloconsulting.co.uk](http://paloconsulting.co.uk) or email them:  
[info@paloconsulting.co.uk](mailto:info@paloconsulting.co.uk)





Originally founded in the UK in 2009 the PSSA is an international specialist security association that focuses on high security perimeter protection. Our members include the significant majority of the premium manufacturers and installers of HVM, Forced entry and other high security perimeter products.

While all of our members already operate at the highest professional level, we have introduced codes of conduct and operational schemes to ensure that the communication and quality provided by our members are clear, consistent commensurate with requirements.

Our main aims are to:

- Ensure professionalism and a strong ethical approach to business within the association
- Raise quality standards in the manufacture and installation of high security perimeter equipment.
- Facilitate and drive interaction between industry / government / academia to improve communication in a fast developing requirement
- Encourage development of high security products to counter evolving threats






To maintain our standards, all applicants are thoroughly vetted before being accepted as members and the association carries out a continuous process of revalidation of this vetting to ensure that all members maintain the strict standards required of association membership.

PSSA membership is already considered the benchmark for professionalism and integrity in the high security perimeter industry and continues to develop its focus with its regional chapter structure.



For further information Email: [admin@pssasecurity.org](mailto:admin@pssasecurity.org) or visit:  
[pssasecurity.org](http://pssasecurity.org)





## About us

# Cova is a leading provider of design-led security gates, barriers & bollards

Our commitment to innovation and quality ensures that our solutions are reliable, effective, and tailored to the highest standards



## Our Expertise

# We specialise in the design, manufacture, and commissioning of high-quality perimeter access control solutions

Our products, including gates, barriers, bollards, and road blockers, are rigorously tested to ensure top performance



PROTECTING  
PEOPLE & PLACES

With over 35 years of experience, our specialist team is ready to support you by understanding your security needs and developing tailored solutions to mitigate risks effectively



# HEALD®



Heald is a global leader in the design, manufacture, and installation of award-winning perimeter security products. For over thirty years, it has secured some of the world's most high-profile locations with advanced protection against hostile vehicle attacks.

Heald creates bespoke and innovative patented security systems that are crash-tested to international standards, including PAS 68, IWA, ASTM, and ISO 22343.

Heald's range of hostile vehicle mitigation products secures some of the world's most high-profile sites, and over 70% of its products are exported overseas.

## Raptor

The Raptor combines the high security of a road blocker with the flexibility of a shallow-mount bollard. The retractable bollard is the most resistant of its type on the market due to its unique design and internal reinforcement, which other bollards simply don't have.

Tested to [PAS68](#) and [ASTM](#) standards, the Raptor halted a 7.5-tonne truck travelling at 80 kph (50 mph). During testing, downforce measurements were taken and found to be extremely low, meaning underlying services and building structures remain protected upon impact. The retractable bollard also continued to function following the impact, maintaining emergency services access and ongoing protection.

Successful crash testing was undertaken on a single unit, meaning the security bollard can operate as a standalone unit or as part of an array to secure an opening of any size.

The Raptor's unique design makes it extremely safe to operate, with no trip or trap hazards. Plus, there are no wear points, meaning extended longevity. Its design also means the retractable bollard only requires a very shallow foundation depth of 500 mm, making it fast and easy to install.

Integrating well with modern architecture while maintaining an imposing presence, the Raptor security bollard is ideal for sites where high security is essential but where a contemporary style and design are also required.

# HEALD®



## Matador

Heald's multi-award-winning sliding bollard system, the Matador, is a patent-protected security system crash-tested to various PAS 68 and IWA standards. The Matador has revolutionised the perimeter security industry and has been recognised by numerous innovation awards.

The Matador's design allows for constant pedestrian access, even when closed. Its sliding bollard feature allows access for permitted vehicles, such as service or emergency vehicles.

The Matador features a completely flat surface, meaning there are no trip or trap hazards, making the system extremely safe. All moving parts are always visible, minimising the chance of accidental damage.

Designed and proven to protect underground utilities during its IWA crash test, during crash testing, not only did the sliding bollard system arrest the test vehicle with a zero penetration rating, but it continued to function following the impact with no repairs.

The HT3-Matador 4 also holds the CPNI Vehicle Attack Delay (VADS) rating from the National Protective Security Authority

The Matador is available in various operations, including manual, hydraulic, and electro-mechanical. It can also be supplied with various covers and an architectural paving system to blend in with any location.

For further information go to: [www.heald.uk.com](http://www.heald.uk.com) or email: [sales@heald.uk.com](mailto:sales@heald.uk.com) or call: 44 (0) 1964 535858



# LPCB®

LPCB (Loss Prevention Certification Board) is a mark of excellence in fire and security protection. Its heritage dates to the 1880s when it was originally set up by the UK insurance industry. Its Loss Prevention Standards (LPS) and certification of security and fire protection products and services to national and international standards is recognised by Governments, Insurers, end users and other stakeholders around the globe.

Loss Prevention Standard LPS 1175 has been adopted by those responsible for the forced entry protection of infrastructure and other critical assets across the UK and in many other countries around the world. The standard defines performance requirements for intruder resistant building components, strongpoints, security enclosures and free-standing barriers. Its matrix style performance classification system supports proportionate specification of layered protection according to an intruder's likely level of intent (tools and number of attackers) and the delay required to detect and respond to their intrusion attempts. It also provides an unrivalled level of versatility – covering every defence layer from the perimeter to the asset itself within a common classification system.

Loss Prevention Standard LPS 1673 was published earlier this year. It focuses on the threat of forced entry attacks by those intent on using bladed and blunt impact weapons, such as hammers and sledgehammers, to do harm to others – whether a targeted attack on an individual, during a marauding attack or during a robbery targeting high value assets. The standard drew on several years of research conducted by the National Protective Security Authority (NPSA), the UK Government's national technical authority for physical and personnel protective security. Others who participated in LPS 1673's development included the National Counter Terrorism Security Office (NACTSO, UK) and the Bureau of Diplomatic Security (US).



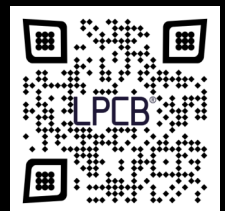
# LPCB®

Both standards define performance classifications that reflect offenders entrepreneurial approaches to target selection and attack planning. By doing so, these Loss Prevention Standards support investment in proven and proportionate levels of forced entry protection. Both standards also support a layered approach to defence and cover an unrivalled range of product types. These include perimeter and façade elements as well as products used to form internal compartmentation within a building as well as protect services beyond the building envelope. It is therefore possible to design the forced entry protection of an entire built asset, whether an individual building or campus, to either standard depending on the nature of the threat(s) faced.

To claim compliance with these standards, the products must first survive the rigorous independent testing and technical assessment that underpin LPCB's certification. Their manufacturers are also subjected to thorough audits prior to receiving certification as well as periodically afterwards. These ensure the 900+ products LPCB certify to LPS 1175 and LPS 1673 continue to deliver the attested levels of protection stated on LPCB's certificates and within the RedBook list of certified products - [www.redbooklive.com](http://www.redbooklive.com).

A member of the LPCB team responsible for these standards' development and the evaluation of products tested and certified to these standards will be available to answer any questions you may have during the seminar.

For further information, please contact Richard Flint at:  
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United Kingdom.  
T: +44 (0)7772 228775 E: [richard.flint@bre.co.uk](mailto:richard.flint@bre.co.uk)  
W: [www.bregroup.com](http://www.bregroup.com)





**UK based manufacturers and suppliers of temporary, surface mount, high security fence and Hostile Vehicle Mitigation (HVM) systems and crowd control fencing product.**

ARX High Security Temporary Fencing.

Designed to offer basic to high security protection for temporary and/or semi-permanent sites for boundary, perimeter and demarcation purposes to reduce any impact from security concerns.

Tested and accredited with the LPS 1175 A1/B3 attack certification, the ARX Security Fencing system is available with varying levels of added security from the basic 2.4m tall system to a 3.6m and even a 4.8m tall fence with panel covers, security toppers and razor wire brackets as well as options for pedestrian and vehicle gate access as well as a **3kN Crowd Loaded version** of the fence, what we believe to be the only one of its kind available on the market today.





**UK based consultant manufacturers and suppliers of temporary, surface mount, high security fence and Hostile Vehicle Mitigation (HVM) systems and crowd control fencing product**

ARX STOPPER!™ Hostile Vehicle Mitigation (HVM) System.

With a design based around the very effective WWII tank traps seen on the Normandy beaches and elsewhere, the ARX STOPPER!™ is a 2-piece, man portable, fast deployment HVM barrier system which when used in arrays of 3 units for UK CPNI accreditation or an array of 7 units in two rows for PAS68/IWA14 accreditation, offers good protection for perimeter control against vehicle borne attacks at speed or probing vehicle attacks at low speed.

The barriers are connected by means of wire ropes and D-shackles with optional cover boxes available to protect pedestrians from the crowns of the unit and which can be printed for marketing purposes.



Call their UK office on +44 (0)1332 814080 or email [info@arxuk.co.uk](mailto:info@arxuk.co.uk) or visit [www.arxuk.co.uk](http://www.arxuk.co.uk)



# ZAUN

Protection Through Innovation



Zaun is the only in-house British Manufacturer of Woven and Welded Mesh Fencing Systems. For 27 years, they have been the trusted manufacturing partner for sports and physical perimeter security. With a wide range of fencing (LPCB tested), gates, and HVM solutions they can offer *Protection Through Innovation* for your next project.

The continued investment in their manufacturing processes and systems has enabled the latest in problem-solving and innovation. At the same time, an approach to *'The Right People in the Right Places'* puts the customer experience at the heart of their business.

Major National and International Projects:

- Major Events including Olympic and Commonwealth Games (Permanent and Temporary Fencing)
- Border Security including a 70km Middle East Border Project
- Prisons (UK and Overseas)
- National and International Airports
- Military Bases and overseas secure projects
- G7 and G8 Conferences (HVM and Temporary Fencing)
- Utilities including Gas, Oil, Water and Electricity major sites



# ZAUN

Protection Through Innovation

The quality of their wide range of systems is assured through ISO 9001 and third-party certification for high-security and HVM solutions including LPS 1175 Secured by Design, Approved for UK Government Use (NPSA), and PAS 68.

Their range of physical perimeter solutions include:

- LPS 1175 A1 (SR1) Fencing and Gates
- LPS 1175 B3 (SR2) Fencing and Gates
- LPS 1175 C5 (SR3) Fencing and Gates
- LPS 1175 D10 (SR4) Fencing
- NPSA Approved for UK Government Use Woven Fencing and Gates
- NPSA Approved for UK Government Use Rigid Mesh Fencing and Gates
- HVM Temporary Multi-Threat Fencing and Gates
- HVM Bollards



The words innovation and Zaun have been a synergy for excellence over the last 27 years. They were the world's first company to design and manufacture a Single Skin LPS 1175 B3 (SR2) fencing system in the form of HiSec Super 10 that has gone on to protect sites and projects around the world.

Zaun will be represented by Stewart Plant, Zaun's Sales and Marketing Director. Stewart is a former member of His Majesties Armed Forces, having worked for the Royal Air Force from 1997 – 2009 in roles including intelligence and SAR. Well regarded in the physical security industry, Stewart has worked on a wealth of major projects around the world supporting security professionals and developing new physical solutions to meet the changing threat landscape.

To find out more about Zaun please contact us at:

W: [www.zaun.co.uk](http://www.zaun.co.uk) T: +44 (0) 1902 796699 E: [info@zaun.co.uk](mailto:info@zaun.co.uk)



# Surelock McGill Group



[ Securing the people  
who secure the country ]

The Surelock McGill Group, a third-generation family-owned organisation, is a globally recognised leader in high level, multi-threat protection solutions for buildings and infrastructure. Specialising in high security locking, hinges and other building hardening solutions, each product is rigorously tested and certified to resist combined high-risk terrorist threats, including forced entry, blast, ballistic and fire containment, all whilst maintaining life safety compliance.

Our journey began in the hostile and rugged environment of developing locks and door furniture for the offshore oil and gas exploration rigs. Over the past 60 years, we have expanded our expertise and now offer security solutions renowned for their quality, longevity, and value. Our innovative design skills, modern manufacturing facilities and use of 316 stainless steel ensure that our products meet the highest industry standards.

- LPS 1175 for UK forced entry testing
- NPSA (CPNI) for UK Government requirements
- FEBR for US forced entry and ballistic testing
- EN 1125/179 for European life safety egress
- UL 305 for US life safety egress
- UL 10C for US fire resistance
- EN 1634-1 for European fire resistance



LPCB® THE SECURITY EVENT  
Live Testing Lab





With manufacturing centres in the UK and North America, and distribution centres across Australasia, our global presence enables us to provide product support wherever our customers are located. Trusted to protect some of the most high-profile sites globally, our security solutions are installed on every continent, even Antarctica.

As a provider of both turnkey and customised solutions, we work directly with OEMs, end users, consultants, architects, specifiers and system integrators to deliver the ideal solution. Our customer-driven focus and commitment to addressing evolving threats and operational requirements are supported by our continuous innovation and product development efforts. Each product undergoes rigorous testing by independent, accredited test houses to ensure compliance with a wide range of international standards for both security and life safety.

Our range of locking solutions cover all requirements of high-risk protection and offer the choice of combined accreditations to meet the most demanding of international physical security standards. Maximising on the choice of operational sequencing, our products are tested to over 1,000,000 cycles and manufactured in stainless steel for performance and longevity.

From design and development of products, to bespoke modifications and installation, the Surelock McGill Group is proud to be a physical security solution provider for today and tomorrow.



Surelock McGill Group  
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Wokingham, Berkshire RG41 2QY  
+44 (0) 118 977 2525  
<https://www.surelockmcgill.com/export/>



[ Securing the people  
who secure the country ]

The logo for Premier Security Ballistic & Blast Ltd features the word "Premier" in a white, bold, sans-serif font, set against a dark blue background. A white swoosh underline is positioned beneath the text. To the right of the swoosh is a small white registered trademark symbol (®).

**Premier**

**Security Ballistic & Blast Ltd**

Premier Security Ballistic & Blast Ltd is the UK's leading supplier of Secured by Design community entrance steel doors, screens, windows and gates including thermally broken LPS1175 B3 (SR2); LPS1175 C5 (SR3); LPS1175 D10 (SR4); LPS1175 E10 (SR5) 'LPS2081 SRB and LPS1056 dual-certified security and fire options.

Premier has tested ballistic and blast-resistant doors, windows and screens to FB2; FB4; FB6 and FB7 level providing performance in accordance with: BS EN 1063; EN 1522; ISO 16935 and BS1523: 1999.

The explosive blast-testing of doors, framing, hinges and locking system was assessed under EXV15; EXV19 and EXV25 blast loading (ISO16933:2007).

Premier has also successfully tested its products with the BRE (Building Research Establishment) for air and water resistance

Premier is meeting the challenge of global warming with a ground-breaking range of high-security doors, windows and curtain walling systems armed with 'green credentials' matching the standards achieved by Passivhaus certification and in line with ISO 13790 (EN), the energy performance of buildings.

Premier's use of certificated, thermally-broken profiles creating U-Values, insulation, air & water tightness results puts in the front line of combining security and safety with energy saving technology.

# Premier

Security Ballistic & Blast Ltd

## LPCB Tested Products

### Curtain-Walling-System

#### *Security Levels*

LPS1175 SR5 (E10)

LPS1175 SR4 (D10)

LPS1175 SR3 (C5)

LPS1175 SR2 (B3)

LPS2081 SRB

#### *Accessibility*

Access Control compatible

Automation

Power-assisted opening

### Windows

#### *Security Levels*

LPS1175 SR5 (E10)

LPS1175 SR4 (D10)

LPS1175 SR3 (C5)

LPS1056 (Duel Cert Fire/Security)

LPS1175 SR2 (B3)

LPS1175 SRB

### **BALLISTIC STANDARDS**

FB4; FB6; FB7; BR4; BR6

### Doors (Solid/Glass/Louvres)

#### *Security Levels*

LPS1175 SR4 (D10)

LPS1175 SR3 (C5)

LPS1056 (Duel Cert Fire/Security)

LPS1175 SR2 (B3)

LPS1175 SRB

#### *Accessibility*

Access Control compatible

Automaton

Power-assisted opening

### **SECURITY GATES**

LPS1175 SR5 (E10)

LPS1175 SR4 (D10)

LPS1175 SR3 (C5)

LPS1175 SR2 (B3)

LPS1175 SRB

### **BLAST STANDARDS**

1: EXV 10: ULTIMATE CURTAIN WALLING

2: EXV 15 Fixed screen & Blast Louvres

3: EXV 25 Titan & Goliath





**morgan  
marine ltd**

Building Solutions in GRP and Steel



**Morgan Marine Ltd is a Market leader in the design, manufacture and installation of non-security and LPCB security enclosures.**

**Engineering GRP (Glass Reinforced Plastic) and Steel products since 1965, Morgan Marine Ltd operates from a prestigious 17acre site which contains of over 167,000sq. ft of manufacturing floorspace in South Wales, United Kingdom**



**LPCB & Non-security options available: -**

- Enclosures (up to 2hr fire rating)
- Steel door-sets (up to 1hr fire rating)
- Steel bases & skid plates
- Extension legs & skirting (flood protection)
- Caging systems
- Structural steel framework
- Window bar-sets
- Access covers



**morgan  
marine ltd**

Building Solutions in GRP and Steel



Where our products are used: -

- **Critical National Infrastructure**
  - Water treatment
  - Electric distribution
  - Gas network
- **Construction**
  - Roof top HVAC housing
  - Ground level plant protection
- **National Healthcare**
  - Backup power protection
- **Rail**
  - Integral track side infrastructure
- **Renewables**
  - Solar storage and transformer housing
  - Wind turbine electrical protection
  - Hydro turbine electrical protection



For more information, please contact Robert at:

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W: [www.morgan-marine.com](http://www.morgan-marine.com)



Check out  
our website!

# CERTIFIED STEEL DOORS FOR SECURITY & FIRE



## SECURITY DOORS

Certified to Loss Prevention Standard (LPS) 1175 up to SR4.

*Efectis*

## FIRE PROTECTION

Up to 240 minutes certified fire integrity for internal & external applications



## INTERNATIONAL SERVICES

We can support with all aspects of your order, from door design & specification, to transportation & shipping, documentation and customs handling.

## ABOUT

# BRADBURY GROUP

Bradbury Group is a UK-based leader of physical security solutions, specialising in the design and manufacture of high-quality steel doors. With over 30 years of expertise, we are renowned for our dedication to quality, innovation, and customer satisfaction, delivering customised security solutions that meet the strictest industry standards.



[View our brochure](#)





PUSH TO OPEN

# PROTECTING PEOPLE & INFRASTRUCTURE

## ABOUT OUR DOORS

We supply a range of security doors tailored to safeguard people, property, and assets across multiple sectors, from military and defence, to critical infrastructure, data centres and even architectural projects.

Our security doors are certified by the Loss Prevention Certification Board (LPCB) to LPS 1175, from SR2 up to SR4, protecting from various threats.

Additionally, our doors come with optional certified internal and external fire rating, up to 240 minutes.

## WHY CHOOSE US?



Our products undergo rigorous testing to internationally recognised independent standards.



We have supplied various international flagship projects, including the 2022 Qatar World Cup.

Find out more and  
view our products  
on our website:





**Palo**  
**Consulting International**