

# bsi.

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## In Brief

IBR Fire supplies and maintains products across the entire fire protection spectrum that includes sprinklers, pumps, water tanks, fire detection & suppression, extinguishers, hose reels and hydrants. IBR operates a world class digital platform from survey to quote to job cards, and the final reports proving compliance. IBR Fire is a SANS 1475 mark holder since 1992. Before it was legislated it was the only mark holder that may service fire extinguishers. Rob Cunningham, Jeremy Kellet, Eric Hulley and Ivan Radmore (CEO) in negotiations with Larry Kloppenborg (Department of Labour) were the main protagonists driving for the legislation that now governs the "Portable Fire Equipment" regulations that encompass SANS 1475 parts 1 & 2. Ivan Radmore has served on the SABS working groups, SANAS (South African National Accreditation Scheme), FFETA (Fire Equipment Traders Association), SAQCC (Fire) (South African Qualification and Certification Committee for the Fire Industry) and FDIA (Fire Detection Installers Association) committees.

IBR Fire is listed with the FSIB (Fire Systems Inspection Bureau) and the ASIB (Automatic Sprinkler Inspection Bureau) both of whom are privately owned 3rd Party Inspection bodies.

## The Benefit

IBR Fire has positioned itself within the corporate market where compliance, quality and service take precedence over price. With a large representation of foreign companies as customers, BSI with its global reach has competitive advantages over local market schemes.

There has been a fall in confidence with the SABS over recent years to the extent that there's a swell of descending voices. It was therefore recognised that IBR Fire needed to align itself with an entity that has retained its reputation in both conformity and uniformity and was comfortable in a paperless environment.



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**IBR FIRE**



**IBR Fire is a SANS 1475 mark holder for 28 years and supplies and maintains products across the entire fire protection spectrum.**

## Client challenge

IBR Fire has developed a world class website platform that controls almost every aspect of the company. It was essential to invest in this platform as expansion was limited by the ability to manage the numbers of people it employed because all work is conducted on the premises of others. To understand the complexities, IBR Fire employ +/- 80 people comprising 23 maintenance and installing crews, 9 sales reps, 5 specialists for the purpose of design and project costing with 4 admin personnel. The database exceeds 5,000 customers with over 8,000 sites and over 300,000 items of equipment. Some equipment will only have a single planned activity associated with it whilst others may have many such as a fire extinguisher.

To elaborate on the latter, an extinguisher must be checked monthly, serviced annually and pressure tested every 5 years if a DCP or 10 years if a CO2. In the case of the CO2, because non-compliant cylinders were introduced into the South African market, some CO2 cylinders must be hydrostatically tested within the next 5 years.

Add to this the need to deal with breakdowns, avert the need to visit sites to establish part numbers of engine and pump spares. All defects must be reported to the customer with remedy costed. Visualise the scope of communication and controls required to avert undesirable results.

## BSI solution

The BSI haven't done anything different to the mark schemes run by both the SABS & SACAS at this time, however there is an energy within the BSI not seen at the SABS who have had monopoly on the SANS 1475 Mark Scheme until recently when the Chief Inspector, Department of Employment and Labour created the conditions for competition.

It is hoped that the BSI will make representation to SANAS to apply equal scrutiny to all three mark schemes to bring about desperately needed changes. There are inadequacies within national standards that have long been identified through the inspections & audits conducted by the SABS that have gone unattended for commercial reasons often resulting in injury and worse.

Collusion within the private sector when compiling national standards is rampant with omissions and back doors to frustrate accountability. These have frequently been identified in SABS audits but have been ignored for reasons better understood by the SABS Mark scheme that the BSI will fall upon. It is hoped that the BSI will have the courage to question SANAS who are accrediting all three mark schemes to secure workable solutions.



## Why BSI?

The first time reference to the Kitemark™ was heard at an industry meeting (FDIA). Switching to the BSI provides competition to what has been a state-run institution serving its interests above that of the market.