

## 4<sup>th</sup> European Conference on private security services (Madrid 14-15 October 2004)

by Göran LARSSON

I have been active in the private security industry since 1978 and I think I have had most of the jobs that exists in the sector. For the last few years I have been working with the union fulltime and have taken part in the interesting developments that have started in Sweden.

In Sweden there is no regulation of the CIT sector. However, the other parts of the security sector are fully regulated in an excellent way. This may give the impression that the CIT sector is not so well developed. This is not the case.

The traditions are that the security companies in Sweden have always carried out CIT activities within their own operations. This has automatically led to that sector being fully regulated by the same conditions that apply for the rest of the security industry.

But we have never allowed, and will never allow our cash transporters to be armed. One of the main reasons for this is that we are completely convinced that a pistol or shotgun will never stop a robbery, or attempted robbery. We are totally convinced that robbers would arm themselves with all the more heavier weapons and would no doubt shoot, since they would simply be afraid of being targets themselves.

Another aspect is that we feel that there must be a clear line between “the monopoly of violence” and the security industry. It is our strong conviction that only the police forces will have the right to be armed and that we, first of all, shall provide a service, which is safe and secure. Here we work with ISBN and other technologies that, together with our security philosophy can guarantee our quality.

Another key problem that we have in our industry, is how we can expect the customer to pay acceptably for our services ?

It is the tradition that our customers have trusted to our services because we can provide a cheaper service than it would have been to use their own in-house staff. This is one of the reasons why our average earnings are lower than those in other sectors.

If a company has a problem with its information technology, then they bring in an IT specialist for whom they are willing to pay well for.

If we look around in the world and see that increased globalisation has brought with it that terrorism, industrial espionage and other things have become increasingly advanced. This means for us that we must refine and improve our industry more and more.

In Sweden, we are proud to say that our own development has begun, through our collective agreements, so that security officers receive a much more solid education and training, which is also ongoing and in constant expansion. In the long term, this means that we will increasingly become experts in our own field, and able to provide a service that our costumers are prepared to pay for. And when we are paid better, we can become even more skilled.

This should lead to the vision that myself and many others have for the industry. Lifelong education and training development combined with a lifelong wage development.

Göran Larsson