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- 24 Channels
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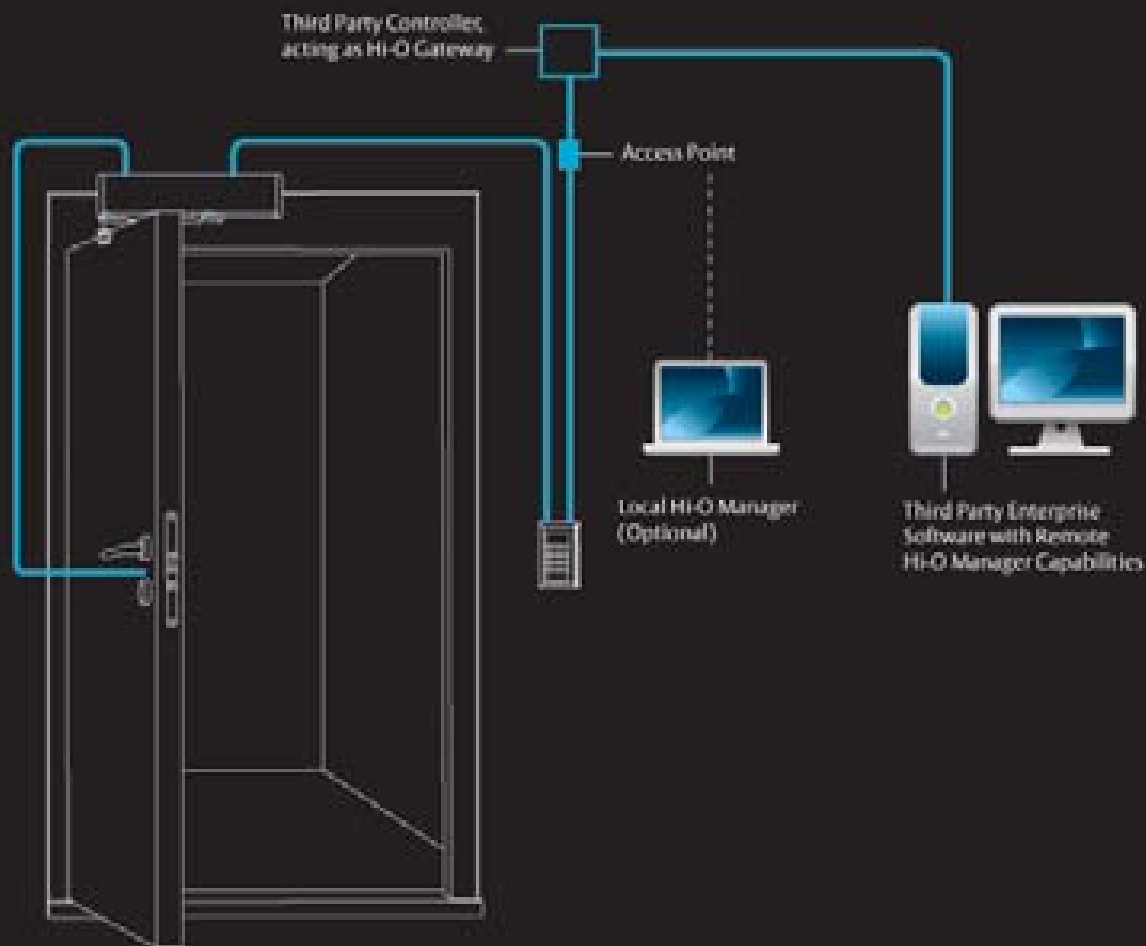
Solus works with most popular brands of IP cameras in standard and high definition as well as Megapixel cameras in both 4:3 and 16:9 aspect ratios. It also works with single and multi channel encoders (used to connect analogue cameras) making conversion simpler. It caters for H.264, MPEG-4 as well as MJPEG codecs, making it easy for you to use in a plug and play system that is installed and ready to be programmed. Solus gives you all the tools you need to view, capture, record, analyse and store high quality video and audio – Anywhere. Anytime.

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HI-O TECHNOLOGY™



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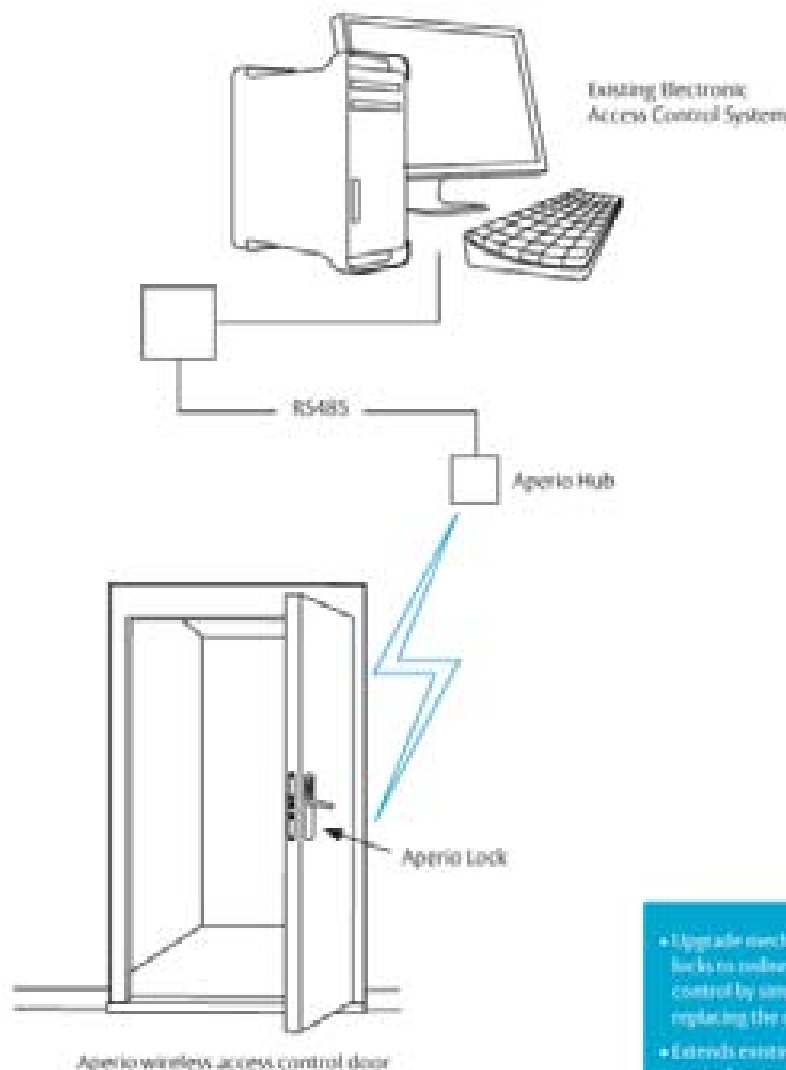
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Aperio Hub



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The global leader in
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NZSecurity

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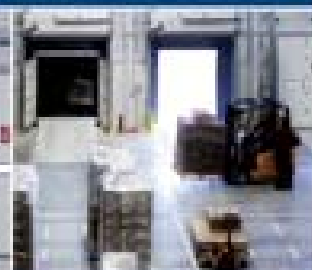
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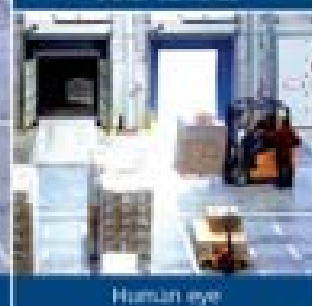
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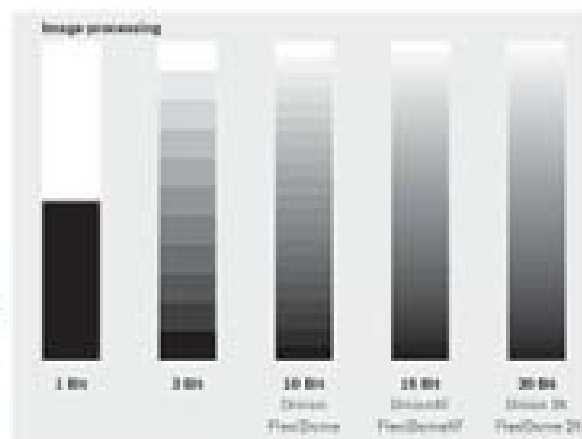
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EXPANDS

Auckland based EOS New Zealand is now the authorised master distributor of Samsung Techwin's CCTV products for Australasia. The decision is a huge vote of confidence in EOS says New Zealand Director, Brian Cheon.

Brian comments, "EOS Australia and New Zealand were selected for their long-term commitment to customers and Samsung's objective of removing confusion in the market among contractors and end users."

"Samsung was distributing its products via numerous outlets in New Zealand and Australia, and that was leading to confusion," says former computer programmer Brian. "Samsung wanted a single point of contact for its CCTV products and, after a very competitive process, EOS won the distribution contract for the whole Oceania region. It is a huge vote of confidence in us and our people."

Andrew Cho is the company's Sales Account Manager and says EOS clearly demonstrated to Samsung that the firm is dedicated to working with its customers and is not a 'here today, gone tomorrow,' box shifting firm.

"It was a tough contract to get as there was strong competition from more established industry players," he says.



Andrew Cho is the Sales Account Manager for EOS New Zealand

EOS has a Core Ideology which it uses to give peace of mind to millions

Our business is based on the following fundamental values and beliefs:

Integrity

We conduct all our activities to the highest standard of honesty, ethics and fairness.

Endeavour

We undertake to do our best on every single task.

Advance

We believe in continuous self-initiated change, improvement, learning and the advancement of standards for their own sake.

Enjoyment

We believe work should be enjoyable and satisfying. Satisfied staffs generate happy customers.

We call it IDEA.

"We haven't been operating in New Zealand for that long however we are a young, passionate company whose goal is to become a major force in the New Zealand security industry."

The local arm of the company first opened up in 2004 under the name EOS Pacific, but in 2008 new management came in and renamed the firm. However, the company is part of a larger enterprise that has four offices across Australia and is about to open up offices in the US.

In all, EOS employs more than 40 industry professionals and shares technical information via its dedicated intranet service that is updated daily with technical and anecdotal news from technicians and customers. And now they have access to Samsung's technical database.

It is this collaborative network within EOS, says Andrew, which helped the company win the Samsung contract.

"Samsung saw the potential in us as a company and understood we are dedicated to supporting our customers with professional service – we are a solution provider," he says.

"There were lots of synergies between us and Samsung Techwin. We think the same in many ways. Our business ethics match and they saw the opportunity for us to grow together."

However, Andrew admits it will be sometime before the company will be the single point of contact for Samsung's CCTV products as competitors may still have old stock on their shelves.

And he's keen to clear up the issue of historic warranties on equipment already in the market.

"As a supplier we will stand by any products we supply, but businesses should call their original supplier before contacting us for servicing or repairs of Samsung equipment," says Andrew.

However, if they have a receipt showing the equipment falls within Samsung's three-year warranty then we will be pleased to help them. The good thing about Samsung is that less than 0.1 percent of its equipment ever needs to be returned to base."

Andrew says EOS's guiding principle is to build relationships with customers and be available with support and advice when needed.

"We are committed to the security industry," he says. "We don't buy people's business with big discounts. We prefer to build relationships, get to know our customers, understand what they want and deliver solutions that meet their needs."

And if we don't know the answer, we can draw on the industry knowledge of our people abroad. There is a huge knowledge base available to us and we can bring in technical help from colleagues quite easily as they are just a phone call or a three hour flight away."

Brian says the next 10 years will be a period of strong growth for the security industry, particularly as smaller firms look to install cameras and as homeowners start to take security more seriously.

"Having an alarm at home or on a small commercial property is fine," he says. "It's a good start. But once the alarm has been tripped the burglar could have grabbed your possessions and left."

People are now starting to understand that giving the police, insurance company or private investigator a photo or video of an intruder is their best chance of identifying them and getting stolen property returned."



SANYO's aim is to deliver products that suit the lifestyle of all Australians and New Zealanders. Whether for the home, office or even the beach, there's a SANYO product to make life more enjoyable.

SANYO has been operating in the Oceania Region since 1973. The advent of colour television helped SANYO establish a major presence, gradually building its product base to include audio equipment and VCRs. At one point in time half of the VCRs in Australian homes were made by SANYO.

Today, SANYO has grown to be a household name in both Australia and New Zealand. Over the past ten years SANYO has moved from being a strictly Consumer Electronics company to a diversified supplier of Environmental, Consumer, Digital and Commercial products. SANYO's commercial product range is sold through premium resellers and distributors.



Samsung Digital CCTV Systems

The frontier in digital image security!

Based on 30 years of experience in optical and imaging technologies Samsung Techwin has developed and released a wide range of advanced surveillance equipment including surveillance cameras and DVR.

Samsung Techwin is committed to acquiring the world's best technology and expanding its product portfolio. Engaged in a government R&D project - "The Development of Intelligent Surveillance and Guard Robots."

Samsung Techwin has actively participated in industry-wide innovation and unmanned projects.

The company plans to become a world leader in surveillance equipment and imaging applications by pioneering various potential imaging applications derived from both its fundamental and applied technologies in high-performance cameras and robots.

Andrew agrees saying many homeowners are feeling increasingly insecure.

"Having a good quality CCTV system will provide evidential footage and photos, this is where we see strong growth for the domestic market," he says.

"More cameras will start to be put up in busy streets, and later on in vehicles such as taxis, buses, trucks and trains. People counting technology and number plate readers will also be used more as smart video analytics becomes more affordable.

The good thing is that EOS is a major supplier and while Samsung is a top brand we do provide a full range of equipment from a range of providers such as Sanyo and Digifort. We are not just a Samsung distributor, but more of a solution provider that can go from A to Z for anyone's security needs.

It's really key that customers know we are not just a supplier, we want to be their security partner. Because unlike some firms, we will be here in 10 years' time."

Andrew says he is worried that firms that come and go are ruining the reputation of the industry.

"That's not the type of firm we are," he says. "And we have a nationwide reach thanks to strategic partnerships



Digifort®

IP Surveillance System

Digifort is an open architecture IP software, with its head office in Brazil.

Currently enjoying a 70% market share in Brazil, Digifort is now recognised as one of the world's leading IP Camera manufacturer's along with their recommend software.

Digifort was introduced into the Oceania market in 2008, it is fast becoming one of the most highly recommended IP solutions.

Here are a few of the many advantages in the Digifort system:

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- Flexible remote access (supports multicast)
- High Image Quality
- Simplicity of Usage (Easy GUI)
- Scalable and Flexible
- Event Management
- Dependable, robust and stable
- Built in web-server with same GUI as software
- Video Analytic (LPR, Trip Wire and more)
- High Level Access control integration

with carefully chosen industry professionals. If the customer need is there then that's where we will be."

Brian says getting the right people on board is not easy as the firm demands a lot from staff and associates.

"We do have very high business ethics, so we are very cautious about who we take on or work with," he says. "We want people with commitment and up to date industry expertise – we can't just take anybody off the street as our reputation is important to us."

Brian says while the New Zealand arm of EOS has just three members of staff, the firm's aim is to double this within the next five years and have branches in the country's major cities as soon as possible.

"We are just three in New Zealand," says Brian. "But customers must remember the expertise and people we can draw on from our colleagues across Australia. Some are in Sydney, but they could just as well be in Christchurch."

As a company we share our knowledge and that openness offers our customers peace of mind."

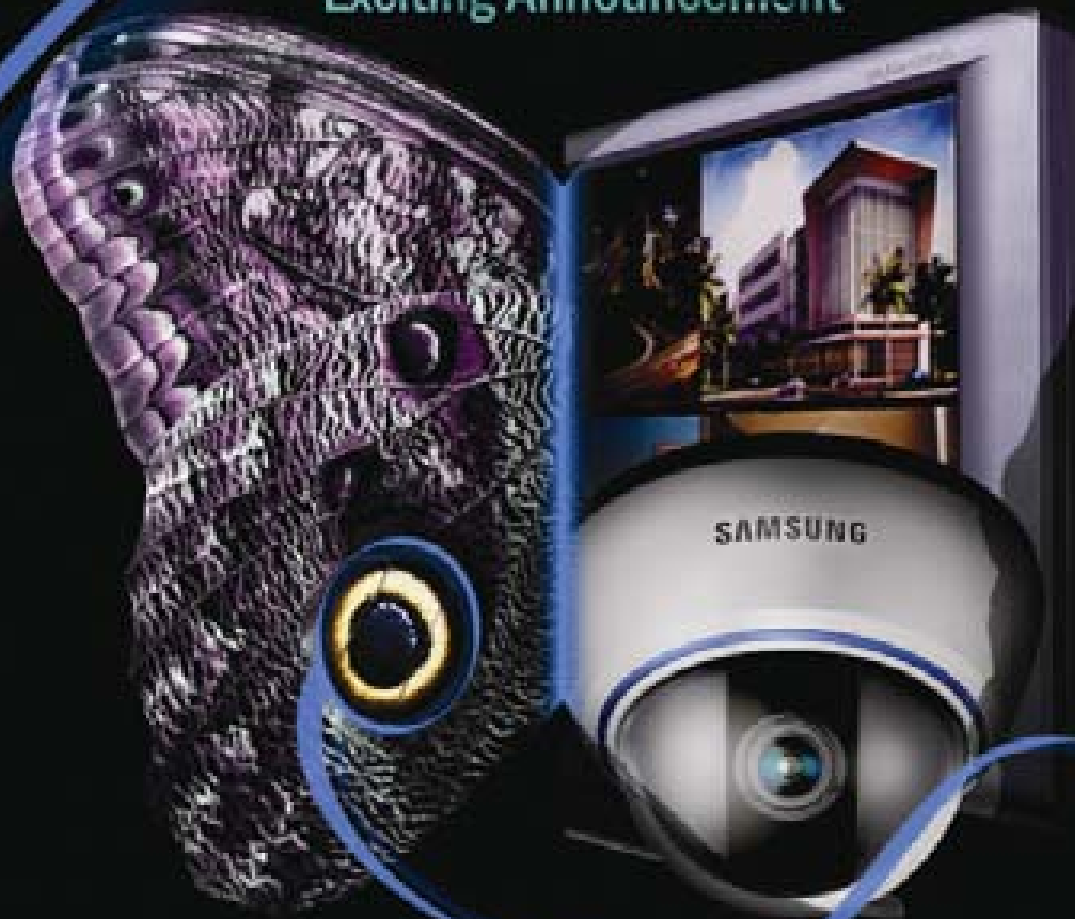
For more information please contact

Andrew Cho on
Phone: 09 448 2040
Mobile: 027 493 0102 or
Email: nz@eos.com.au

SAMSUNG

SAMSUNG TECHWIN

Exciting Announcement



EOS and Samsung Techwin (formerly Samsung Aerospace) have been working in close partnership since 1997. No other company in Australasia has supported Samsung Techwin longer than us.

Samsung Techwin takes over Samsung Electronics' CCTV business

From 1st January 2010 there will only be one Samsung CCTV brand, that is Samsung Techwin, and the EOS New Zealand will be the exclusive distributor of current Samsung Techwin CCTV products.

EOS New Zealand is proud to announce that it has been chosen as a partner of the new bigger and better Samsung Techwin to spearhead the digital revolution together.



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Orphan Analogue Systems Urged to Adopt IP Security

Many security equipment suppliers and installers may be doing their clients a disservice by clinging to orphaned analogue technology instead of gearing up to help smart businesses map their way into the digital future.

The integration of voice and data over IP (Internet Protocol) networks has already delivered tangible benefits to businesses who are now asking if similar efficiencies can be achieved by bringing security to the mix.

IP is the key to migrating to digital networks, whether they're copper, cellular, wireless, fibre, or a mix and match of media. A properly configured network assigns each device with an IP address, so they can be identified

and managed remotely from a central console, opening up a raft of possibilities for the security industry.

An IP network, for example can be configured to provide a high degree of redundancy, if one device or part of the network is damaged, it automatically reroutes the traffic to its destination via the next shortest route.

While there is a clear demand for more flexible hi-tech digital security systems, integrating surveillance, access control and alarm systems into wider network raises some challenges.

Currently the majority of alarm systems in New Zealand operate either on dedicated copper lines or, like fax machines, use an analogue stream of the digital subscriber line (DSL) network. And while most of the IT world has already moved to digital, many manufacturers of customer premises equipment (CPE), including control panels for security systems, remain analogue-based and have given their clients little indication of a migration path.

There's significant investment in analogue technology for alarms and security cameras but like CRT TV sets, and for that matter CRT security monitors and VCR cameras, analogue systems are rapidly approaching their use-by date.

Advanced Security Group General Manager, Mike Marr says it's getting harder to justify older analogue security and CCTV systems. "If we're looking out for the client's interests

then IP helps future-proof them, giving more flexibility around access control systems and the like, especially with nationwide and multinational companies."

While getting their head around IP is one challenge, getting past the traditional culture chasm between IT and security specialists may be another. The IT department may not want security applications on its structured cabling network and security managers may be opposed to the IT manager tweaking their systems.

"If the IT department shuts down its network for maintenance, for example, the security team won't want to be impacted so there's still a case for separate networks. A lot depends on the client, how they want to run their business and their risk profile," says Marr.

Clark Meister, Director of Online Communications says the key to moving the security industry into the IP world is raising awareness, getting beyond traditional thinking and ensuring there are enough skilled people to do the work.

"It's a whole different game than just running cable, plugging it into a box and hoping it works. You have to set up the software and servers, configure the network and set up the ports on a switch so it works optimally over copper, wireless and fibre. Once that's done it's far more capable than a traditional cable network."

Meister, who's responsible for



*Advanced Security Group
General Manager, Mike Marr*

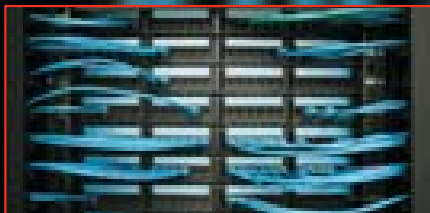
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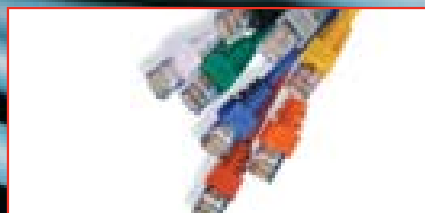
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moving the 22-year-old cabling company forward, says IP should be seen as a business driver, for example realising an IP camera delivers higher resolution than analogue at the same or lower cost.

“We still come up against analogue cameras and some clients really want to go that way but that’s not us. IP cameras and the software that goes with them are a lot more sophisticated.”

Instead of the old ‘fast forward, stop, rewind’ process of VCR-based CCTV systems, IP-based security systems allow you to search based on time and date and to rapidly isolate footage of an incident that might, for example, have occurred in a company car park.

His suggestion for organisations wanting to migrate to IP is to add video servers on a separate network and gradually replace analogue cameras at key locations with higher resolution IP cameras. While that might be costly,

at least it preserves the investment in legacy technology during the transition.

Page Data Business Development Manager, Arryn Grant says the use of devices with IP addresses in a security network gives much greater versatility and flexibility not only in centrally monitoring from a single console but in managing ‘moves, adds and changes.’

That might mean anything from remotely upgrading software to adding new access permissions as staff members change or move around or adding and managing new devices on the network.

He says IP can also make a huge difference for maintenance. He recalls a site an hour away from his office needing to urgently check the settings on its digital video recorder. Instead of having to jump in a car he was able to log on, update the firmware and report that everything was now fine. He says that kind of capability saves contractors

in particular a lot of time and effort and gives clients a greater sense of confidence.



Clark Meister, RCDD Director
Online Communications



High Fibre Diet Favoured as Security Goes Hi-res

The security industry needs to protect its perimeter by improving digital networking skills and recognising that lightspeed fibre optic communications is changing the way their clients will want to do business in the future.

Leading carriers have fibre loops in all the main centres and are rapidly taking fibre to the 'last mile' now with the government focussing on fibre to the premises, optics will emerge as a mainstream communications conduit over the next 5-10 years.

Fibre is increasingly used in network backbones, for connecting buildings and long run communications links while the copper or wireless links linked to connected devices are getting shorter and shorter.

Much of the nation's copper phone cable is ancient in technology terms; some of it around 50-years old and continuing to deteriorate, and no-one's laying copper any more, largely because fibre is now far cheaper.

This raises performance and reliability issues for dedicated lines and digital subscriber line (DSL) services; now moving into second generation, and very fast (VDSL/VDSL2) offerings claiming to deliver 50Mbit/sec and beyond over specified distances. Alcatel-Lucent researchers at Bell Labs recently announced VDSL2 capacity using bonded copper pairs could achieve 300Mbit/s over 400 metres but its still specialised and under development.

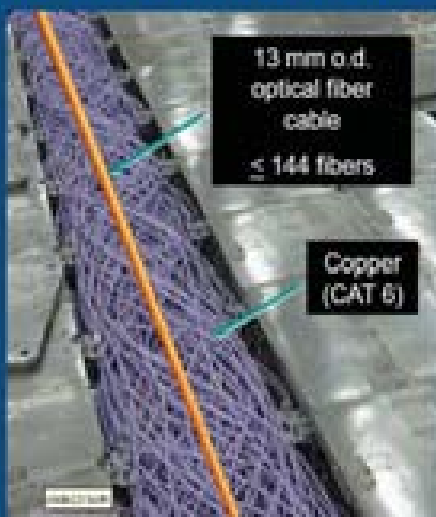
While there have been major advances in compression, enabling CCTV cameras to squeeze more content over copper or wireless, this also provides temporary relief and is not ideal for networked cameras, again making fibre the favourite going forward.

No interference

Fibre is ideally positioned for security industry use; it's impervious to electrical and electro-magnetic interference and crosstalk, and different grades are flexible and robust enough to be rated for outdoor plant, indoor or aerial use. It can be buried or hauled through a pipe like copper or 'blown'

There are Many Benefits of Fiber vs. Copper

- Premier transmission performance
 - Higher data rates and longer link lengths
 - Flexible, reliable networks with low latency
 - Unparalleled network security
 - Immune to EMI, RFI and cross-talk
 - Longer cable life cycle
- Pathway and space utilization
 - Small lightweight cables
 - Minimizes cable fuel load
- Electronics port density, power and cooling efficiencies = GREEN
- Cost (installed first costs and operational costs)
 - TIA Fiber Optic LAN Cost Model
- Ease of installation, termination and testing



Bicsi

Why go with fibre?

- ◆ Higher bandwidth over longer distances than copper
- ◆ For building or campus backbone networks
- ◆ Can be used all the way to the device
- ◆ Can link with UTP copper or wireless to perimeter devices
- ◆ Coaxial UTP cable limitation is 90 metres
- ◆ Lower cost than copper
- ◆ Immune to interference and cross talk
- ◆ Robust and flexible
- ◆ Better quality transmission
- ◆ No signal degradation
- ◆ Lightweight
- ◆ Stable within a wide temperature range
- ◆ Long service life
- ◆ Not easily tapped into or interfered with
- ◆ Futureproofing the business

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SNC-CH140
Network HD Fixed Camera

Types of fibre

OM1	Old multi-mode fibre installations. Considered legacy (10Gbit/sec to 33 metres).
OM2	More recent multi-mode with higher throughput for in-building or campus cabling (up to 5km). Lower cost.(10Gbit/sec to 82 metres).
OM3	Current laser enhanced fibre, optimised for gigabit over Ethernet. Higher bandwidth over longer distances. Most cost effective. (10Gb/sec to 300metres).
OM4	Next generation bend-insensitive fibre with 10 x higher performance. (40-100Gb at 550 metres).
Single mode	Telco capacity or campus grade fibre to futureproof networks giving unlimited capacity, for example 40Gbit/sec over 70km.

into a duct using a compressor, for example 2km of fibre can be run in around 20 minutes.

It is flexible enough to work in different geographies and is ideal for what Advanced Security Group General Manager, Mike Marr describes as 'hostile environments', for example a power station as the glass composite is not conductive and remains impervious to interference from voltage or even lightning.

The usual discussion around fibre optics centres on capacity or bandwidth, measured in hundreds of megabytes or even tens of gigabytes per second. The specifications for IP traffic over copper networks is a maximum of 90 metres while fibre loves distance and can run many kilometres before its laser generated signal needs boosting.

There's also a compelling case to be made around the ability to create multiple networks from separate fibre strands in each cable. Despite the convincing arguments, many in the industry are still watching from the sideline.

Network designer Jim Donachie of Expert Communications, New Zealand agent for Optimal Cables Australia, says while security has become a boom industry, there's still a reluctance to commit to fibre.

Fibre now a commodity

In the past, he says, people were put off because fibre attracted a premium price, the splicing techniques were difficult and test equipment was cumbersome to use. Now fibre is a commodity item and even the cost of lasers for multimode and single mode fibre are rapidly dropping in price. "The instruments used to splice fibre or melt the glass together and test it are virtually

automated. Its ultra simple to work with," says Donachie.

While cat 5e and cat6 cabling is still used extensively in LANS and WANs, and there's growing interest in cat 7 unshielded twisted pair (UTP), he says they're very 'craft sensitive'. In other words installers have to "maintain each twist and punch it down onto the jacks correctly or you lose all the benefits of having higher grade cable."

Regardless Donachie says there's still strong demand for copper security cable. "I've been asked to quote on container loads of it, largely because people in the security industry haven't yet understood fibre."

Part of the problem he says is a lack of training which means installers stick with copper cable because that's what they know. "Because the skill base is not there and they're not aware of the benefits, people have been given little reason to move into fibre security cable."

He says installers and technical people in the security industry need to start asking their suppliers the right questions. "There's still a mystique around fibre."

There are many examples of fibre as the dominant media for security. Lion Breweries new centre at Ormiston Rd, Manukau City makes good use of fibre not only for its main data backbone but to for its CCTV security cameras and access control.

The New Zealand Transport Authority uses fibre to link the traffic cameras on the Harbour Bridge because of the long cable runs. The Corrections Department typically uses fibre to link surveillance cameras at its prisons; universities use it to help secure campuses. Increasingly access and control monitoring is added to the mix as more devices become IP-enabled.

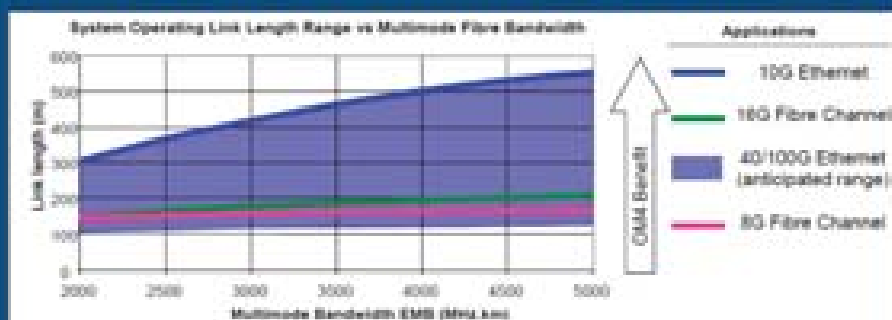
Pan, tilt and zoom

Arryn Grant, Business Development Manager with Page Data, a division of Ideal Electrical, specialising in cable design and layout, says fibre is gaining momentum, particularly for remote monitoring in the traffic system, on campuses and in central business districts.

In Wellington CBD and in parts of its traffic system and along the Auckland motorway high resolution IP cameras can be remote controlled with pan, tilt and zoom (PTZ) enabled through a real time control signal.

One of the challenges for security applications is whether they remain stand-alone or become integrated into the corporate data network. Integrating

Value Prop for OM4 Limited to Specific Applications



- Little value for OM4 at 8G regardless of EMB value
 - Dispersion limited because of broad spectral width
- Some value for OM4 at 16G
- Significant value for OM4 at 10G
 - Although 40G/100G is based on 10G arrays, looser specifications for 40G/100G transceiver arrays significantly reduce the value

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Super Dynamic 5
Vandal Resistant
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WV-CW500 Series



Super Dynamic 5
Day/Night Camera
WV-CP500 Series

Super Dynamic 5 Cameras
with **ABS** (Adaptive Black Stretch)
and **i-VMD** (Intelligent-Video Motion Detection)
and **ABF** (Auto Back Focus)

SD5
Super Dynamic

bandwidth hungry high definition CCTV cameras, motion detectors, intrusion detection and alarm systems onto a separate fibre strand can deliver performance and management efficiencies but requires careful planning.

With properly configured servers and switches and the use of quality of service (QoS) software, such systems can prioritise video and other security traffic without impacting other 'mission critical' data.

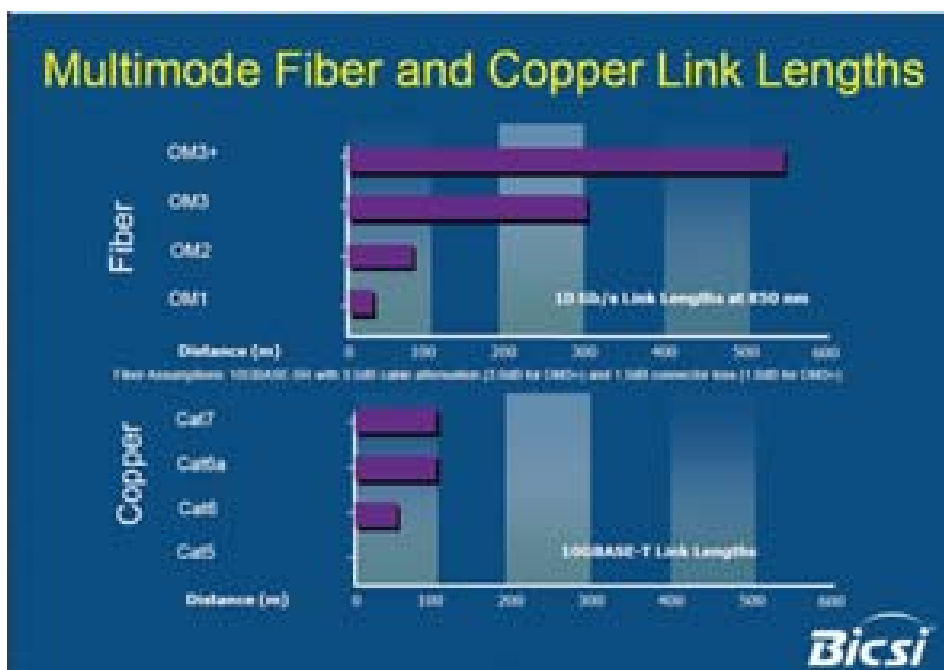
US security provider Infinova, in a white paper released in March 2010, says from an organisational and budgetary perspective, closer collaboration and sharing between security and IT is beneficial and generally encouraged.

The fact that security can have its own strands in the shared fibre bundle while remaining part of the overall enterprise infrastructure is seen as a plus. The paper claims UTP cabling seriously inhibits the placement of cameras further than 305 metres from the head end as information loss can be as high as 37 percent without signal amplification.

Infinova suggests the idea of a separate data network for security, particularly analogue networks, is fast becoming outdated. The report says fibre opens the door wide for a range of security applications, with the return on investment case enhanced when inexpensive devices enable images to be moved up to 3.2km on multimode fibre or 97km on fibre single-mode fiber before signal regeneration is needed.

IT and security conflicts

There are however challenges that arise from integrating security with IT standards and how to cope with new generation high definition appliances that require greater skills to install and manage.



Hamish McKenzie, Director and Camera Specialist with Channel Ten Security Imports says installers need to better understand the design and topography of security networks as they bring security applications such as IP cameras into the branch data network.

He says smart security companies are becoming cross-over businesses. "They're hiring network and computer engineers to help businesses integrate security and architect new networks based around IP technology whether that's in a copper, fibre or wireless environment." You'd be hard pressed to find specifications for any new building with different systems for data and security, says McKenzie.

Having analogue and digital devices either co-existing on separate networks can maintain value in legacy security products but it's still costly and a short term measure.

Jim Donachie of Expert Communications says one option might be to take fibre to each floor on a new building and then hook up to a media converter to create an electrical signal

for feeding into copper on the floor. "However most modern interfaces will handle direct fibre input, so you have to ask why not take fibre all the way?"

Meanwhile, a number of players spoken to by NZ Security magazine remain concerned at the lack of skilled people to support the predicted fibre frenzy. Cable contractors and installers haven't been training apprentices for fear they'll be poached as soon as they qualify and short term contractors are soon off to the next higher paying job.

Skill crisis looming

Anyone with cable laying, jointing, installation and network configuration skills is already in high demand in Australia and the UK where fibre deployment is escalating and wages are significantly higher.

While the security industry hovers between the past and the future, the speed of catch-up depends largely on clearer industry standards, the move to IP networking, next generation product from suppliers and determined upskilling from installers and providers.

The national fibre to the premises roll out will make a big difference to the security industry, particularly as demand grows for remote viewing and central monitoring of networked CCTV surveillance systems and interconnectivity with other security appliances.

If the traditional security industry players don't get with the new digital game, those in the crossover business, who are already sourcing and installing IP cameras, smart perimeter and access and control devices, will end up eating their lunch.

Fibre checklist

- ◆ Ask advice from several suppliers, installers and users.
- ◆ What's the five year plan for your network?
- ◆ Does security have to be separate from data?
- ◆ Will you need to swap things around in the future?
- ◆ Determine the type and quality of fibre you need.
- ◆ Clearly define the standards your equipment needs to comply with.
- ◆ Determine which connectors you need on each side.
- ◆ Patch panels give flexibility for moves, adds and changes.
- ◆ Is it for in-premises, outside plant use, building or campus?
- ◆ What length of cable do you need to run?
- ◆ How much data determines how many fibre strands you will need (between 2-48).



Where Do You Find An Electronic Security Consultant

Who Is Independent And Impartial?

Shandon Associates Ltd was founded in 1991 and are an independent and impartial electronic security consultancy. Their founder and Managing Director, Noel Manning has been in the security industry in New Zealand since 1974 where they have been active within the electronic security industry at all levels and are a recognised authority in the following technical fields:

- Intruder Alarm Systems
- Access Control Systems
- CCTV Systems
- Intercom Systems
- Automatic Gate Controls and Electrical Security Fencing
- Identification Systems
- Fire Alarm and Evacuation Systems
- Security Lighting Systems

Shandon Associates have 3 main areas of its business:

- Site Inspections
- Documentation
- Project Management



As an Electronic Security Level 3, NZQA Registered Assessor Noel sees the unacceptable and messy installation (left) of an intruder alarm system as well as the acceptable installation (right).

Site Inspections are undertaken on behalf of a building owner or occupier, consultant company or installation company.

The main purpose is to identify any areas of poor workmanship that may affect installation. This could result in costing the installation company and their client time and money with expensive repeat callbacks. It identifies any areas of

concern that may lead to the customer being left dissatisfied and payments being withheld.

Documentation involves setting up systems for installation companies to ensure that a record of accurate site documentation is kept both at the site and at the installation company. Documentation also involves setting up policies and

procedures, and implementing a health and safety policy.

Shandon Associates Ltd have found from experience that a lack of accurate documentation for technician visits cost the installation company and the end user both time and money. 'More importantly is the risk of losing your clients confidence'.

Project Management can include tender evaluation and site management for other consultants and end users on an electronic security installation project.

A project management service is also offered to installation companies where the company does not have sufficient resources to successfully manage large electronic security installation project.

Shandon Associates Ltd can provide the following services to both clients or contractors:

- ◆ Risk Reviews
- ◆ Specification Preparation
- ◆ Contract and Security System Audit
- ◆ Project Management
- ◆ Independent Security Installation Inspections

For more information please contact Noel Manning

Tel: 09 238 7507

Mob: 021 237 2063

Email:

shandonassociatesltd@iconz.co.nz

All enquiries treated with the utmost confidentiality.



Noel Manning, Managing Director of Shandon Associates Ltd

Noel Manning has worked in the security industry overseas and his specialist electronic security qualifications include Electronic Security Level 3, NZQA Registered Assessor for the Electronic Security Industry, ETITO Registered Workplace Assessor. He is the only inspector for the former NSCSS (National Security Council for Security Systems).

Noel has been a member of the technical sub-committee of the Security Industry Advisory Board (SIAB) instrumental in negotiating an electrical qualification for security technicians. He has also been Chief Judge in New Zealand for the electronic security section of Youth Skills NZ who administer the program for the Vocational Training and International Youth Skills Olympics.

The Storage Doctor: Getting to grips with hard drives

Martin Jefferson of Western Digital looks at the important factors to consider when selecting a hard drive...



Martin Jefferson

Q: What are the most important factors to be considered in selecting a hard drive?

A: The construction of a hard drive bears a passing resemblance to a traditional jukebox.

The disks in the drive are made of glass or aluminium – hence the name ‘hard’ - and are coated with magnetic media that is used to store data.

Data is read and written by a series of heads mounted on actuators, somewhat like the tone arm on the jukebox. The important difference is that hard drive manufacturers need to avoid

mechanical contact between the head and disk as that always leads to damage.

Over the past ten years the capacity of hard drives has increased by leaps and bounds, thanks to the work of Albert Fert and Peter Grunberg.

In 2007 they won the physics Nobel Prize for their work on GMR (giant magneto resistance) that dates back to 1988. GMR technology has allowed hard drive manufacturers to pack 500GB of data onto a standard desktop/enterprise 3.5 inch double sided disk and 320GB onto a 2.5 inch laptop disk.

PMR for reliability

Western Digital uses PMR (Perpendicular Magnetic Recording) in all its drives to increase areal density and reliability. In essence PMR means the magnetic particles stand on end so more can be crammed into a given space, a bit like commuters on a crowded train.

Increasing areal density is important as it allows the manufacturer to offer more storage at the high end, or they can reduce the number of components in a mid-range drive which reduces costs. Another benefit is that heads have to move, on average, a shorter distance from one sector to another, which increases performance.

To achieve a capacity of 2TB (2000GB) a hard drive manufacturer will typically use four disks and eight heads

while a 1TB drive will employ two disks and four heads.

Serious engineering

When you consider that the disks and head stack assembly are packed into a height of a mere 25mm and that the disks rotate up to 7,200rpm you can appreciate that some serious engineering is required to avoid having the whole lot collide.

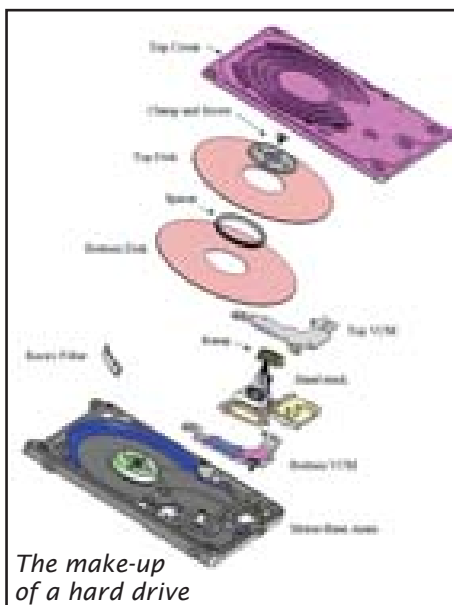
More engineering is involved to correctly position the heads over the exact spot on the disks to find the file that you want in a time measured in milliseconds.

The WD RE4 drive mentioned above uses dual actuator technology to improve positional accuracy over the data track.

The primary actuator provides coarse displacement using conventional electromagnetic actuator principles while the secondary actuator uses piezoelectric motion to fine tune the head positioning.

With AV drives the emphasis is on low power consumption, quiet operation and extended reliability.

In an AV drive you can expect to see technologies such as Ramp Load, which parks the recording heads off the disk surface during spin up, spin down and when the drive is off. This ensures the recording head never touches the disk surface which results in improved long term reliability due to less head wear.





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environments**

24x7 reliability

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Supports up to five HD streams

WD AV-25 2.5-inch SATA hard drives are specially engineered to offer cool quiet operation while providing maximum reliability in 24x7 always-on environments. With support for up to five simultaneous HD video streams, these drives are perfect for DVRs, set-top boxes and digital video surveillance.



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Is Litigation the Answer?

In May 2010 three companies were fined over the death last year of seven year old Shaelian Ross. Shaelian died after a steel pipe and mesh framed gate came off its hinges at Amcor Packaging where her mother was employed by Jiffy Cleaning.

Upon arrival to her mothers work Shaelian and her older sister Rickylee Peita were opening the gates when the gate crashed off its hinges and fell after which Shaelian was found unconscious. The driveway at the premises is shared by Ryco Dies and Dominion Bookbinders in Kerrs Rd.

Amcor who trades as Ryco Dies, Dominion Bookbinders and Jiffy Cleaning were fined more than \$120,000 which did not include any legal fees.

There had been earlier problems with the gate and the gate had been repaired after being struck by a truck some four months before the incident.

In June 2007 while playing with friends at the Hoani Waititi Marea kohanga reo in Auckland, Louis Schmidt-Peke aged 3 was killed by a falling gate. The gate was a sliding gate that did not have gate stops. A dispute with the contract installer and a newly appointed contract installer meant that numerous people could have been responsible, all denying liability.

There were three children running to the gate, touching it and running away again. The gate collapsed inwards with disastrous consequences falling on top of Louis. There is some discrepancy as to whether the gate was open or closed.

Once again the gate had previously fallen and been temporarily repaired. In both of these cases the repairs had been made by unqualified people however well intentioned. These prior mishaps raised warning signs that should never have been ignored.



A risk assessed cantilever gate properly maintained is not only possible in terms of saving lives but essential

An article in August 2008 entitled 'Gates that Fall' in the New Zealand Security Magazine was a response to the tragic death at the Hoani Waititi Marea. It became apparent that this was not an isolated case. Research from around the world shows a number of cases of sliding gates coming off their rails and falling resulting in a fatality. A contributing factor was the lack of basic maintenance and periodic checks for wear and tear on the equipment.

In April 2008 New Zealand Security Magazine also ran an article on the safety issues surrounding gates and school fencing. In particular the arrowhead topped fences and the high risk of impalement. It was concluded that gates and fences round school premises were a great deterrent against vandalism and graffiti and made students, teachers and parents feel the school was safer with a more secure atmosphere.

However concerns were also raised regarding the rising risk of impalement on some school fences and an even more horrific outcome, a fatality.

The Ministry of Education advises schools that a dangerous fence could be in breach of the Health & Safety in Employment Act and its own Health &

Safety Code & Crimes Act – but are these type of fences still being installed?

When we contacted Steve Evans, General Manager from Leaweld Manufacturing Ltd in Auckland, the manufacturers of the only risk assessed gate in New Zealand, we asked if there were regular maintenance procedures in place for damage and wear and tear after installation. He explained, "we offer service and maintenance agreements but very few take them up and this is irresponsible for the safety, let alone, the preventive maintenance issues."

We also asked Steve if arrowhead topped fences were still being installed, he commented. "Yes, they are, there is a variety of arrow head that are reasonably safe but some others are down right dangerous, especially the weld on type."

So the question still needs to be asked. "How many people have to be injured or killed by hazardous fences and gates? How many companies will continue to pay fines before there is a set of safety standards in New Zealand to which fence and gate manufacturers and installers have to comply and to which a regular maintenance program must be applied?"

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IP – Emerging Technology

IP and Network Video surveillance has been an emerging technology for sometime now. Thanks to new breakthroughs in technology, IP and Network Video surveillance are being widely applied in the security industry with technology that is more effective than ever before. IP and video surveillance systems are now far more cost-effective, flexible and simple to operate and is widely regarded as being the way of the future. The Hills IP networking product range is one of the most comprehensive and advanced in the industry. The world-class brands represented include DVTel, Axis Communications, Arecont Vision, Sony and Pelco, to name a few. "It's very exciting to have so many exceptional products and brands in this ever-growing category. The evolving technology that is IP is an exciting one and at this stage we cannot see where it's going to end. No doubt as the category and technology continues to develop, as will our product depth and breadth," commented Christchurch Branch Manager, Mike Clark.

DVTel's Latitude Network Video Management System (NVMS)

One of the most exciting things about IP video surveillance is there's really no limit to the potential of the technology. DVTel's award winning, Latitude NVMS, is a testament to this.

"It's very exciting to have so many exceptional products and brands in this ever-growing category."

Not only is it the most advanced IP end-to-end solution in the industry, but the Latitude NVMS is a fully Scalable enterprise-class media management system that is also easy to manage, control, maintain and install. DVTel's



Eden Park will feature DVTel's ISOC system when it hosts the upcoming Rugby World Cup 2011

Latitude V6 offers high definition quality combined with real time, multi compression standard support of H.264 and MPEG4. According to DVTel, iSOC is the only open standards, IP-based security management system that combines video, audio, data, sensors, trend analysis and alarm management functionality in a single enterprise physical security centre. The key to DVTel iSOC V6 is the system's dynamic

workstation which combines a range of modules allowing for flexible and powerful operations. Latitude NVMS can be found in installations around the world, ranging from enterprise level systems to smaller office solutions.

Recently, DVTel was awarded with Project Of The Year at the IFSEC show 2010. DVTel's winning project came from their recent implementation of the intelligent Security Operations Center (iSOC) management platform at Johannesburg, Capetown, Durban and other airports in the Republic of South Africa. Renovations and upgrades were also made in preparation for the June 2010 World Cup. Closer to home, DVTel has been installed in popular transport infrastructure projects in Australia, such as Melbourne's Metro Trains and Brisbane's Metropolitan Transport Management Centre (BMTMC). In the Metro Trains project there were around 4000 cameras installed with the NVMS software platform, whilst the BMTMC project DVTel was able to integrate 3 entirely separate and fully operational CCTV systems, in a single control room.

Meanwhile, "in NZ we have the DVTel system in various applications including; Lincoln University, Transit NZ, Wellington City Council, Te Papa Museum and soon to be completed home of the Rugby World Cup 2011, Eden Park, by the systems integration company, Advanced Security Group Limited."

For the smaller end applications, DVTel's Entry Level Single Server Software Solution, Solus Video Management System (VMS) is the best option. Robust and feature-rich, Solus supports multiple video compressions including H.264, MPEG4 and MJPEG. The system is pre-installed and is a programmed pre-configured hardware platform and integrates with existing legacy CCTV equipment and various third party IP cameras and encoders. The Solus VMS includes 8, 16, 24 and 32 channel configurations, providing customers with use of a plug-and-play system. "Solus appeals to a very popular market of small to mid-sized users, who require the quality of such a developed system," comments Mike Clark.

The Latitude NVMS and Solus VMS have been designed to amalgamate with existing access control and CCTV equipment including cameras, encoders and decoders. These access control systems include; Forcefield, Cardax, Andover, Lenel, SiPass, eMerge, Pacom Systems, whilst Inner Range is currently being developed. Meanwhile, Axis Communications, Pelco, Arecont Vision, Io Image and Sony are just some of the reputable brands of cameras that integrate with DVTel. Recently, DVTel and Fluidmesh Networks (also available from Hills), the

leader in wireless video surveillance systems based on mesh networking technology, announced their affiliation. The flexibility of DVTel's iSOC V6 platform and the variety of their product offerings are a great complement to the Fluidmesh 'on-demand' philosophy.

Hills latest Partnership

Recently, Axis Communications, the global leading provider of network video announced its partnership with Hills for the distribution of the full range of Axis network video products. This allows Hills to distribute the entire range of Axis IP cameras and video products to customers throughout New Zealand. Robert Meachem, General Manager of Hills Electronic Security - NZ and Pacific Communications in Australia, commented. "The addition of Axis network video products to our stable in New Zealand is significant as it will give our customers access to the extensive range of the highest quality products from Axis Communications." Meanwhile Wai King Wong, Country Manager for Australia and New Zealand at Axis Communications, commented that, "Hills Electronic Security has a proven track record for being at the front of the technological curve and with their clear market leadership position in New Zealand, are a great fit for Axis Communications. The combination of Axis expertise as a security provider and Hills Electronic Security's organisational strength and reach will mean customers the length and breadth of the country will have access to the most advanced security solutions on the market."

Exciting new products

Hills has some very exciting IP products on the horizon. The Axis Q1910, is an outdoor-ready thermal network camera. The camera uses thermal imaging, which allows users to detect people, objects and incidents in complete darkness and difficult conditions such as smoke, haze, dust and light fog. Since thermal cameras are immune to problems with light conditions and normal shadows, they can achieve higher accuracy than conventional cameras in most intelligent video applications. AXIS Q1910-E Thermal Network Camera



Arecont Vision's Dual Mode camera, the world's first H.264 Dual Mode 10MP/1080p camera

offers motion detection, audio detection and detection of tampering attempts. The camera also provides capacity for third-party analytics modules, including support for Axis Camera Application Platform.

Meanwhile, the latest technology to come out of Arecont Vision is the world's first H.264 Dual Mode 10MP/1080p camera. The Dual Mode camera combines the resolution of a 10-megapixel camera and a full HD 1080p at 30fps camera into one camera system. "This is an exciting camera as it provides our customers with the ability to use a single camera to resolve various difficult situations," noted Penrose Branch Manager, Graeme Cullen. The AV10005 Series, will be available in colour, day/night and colour auto-iris versions.

Hills is the leading distributor in New Zealand of CCTV, IP and fiber optics solutions and equipment. With the constantly evolving IP technology, Hills is keeping up the technology's exciting development, through its introduction of world-class products from world-class suppliers. "Our specialized sales and engineering staff, provide our customers with extensive service and design solutions and the ability to assist in product engineering for simple or complex systems. We are very fortunate to receive extensive technical support from Australia's market leader Pacific Communications," comments Josh Reynolds, Hills IT Engineer. The Hills sales branches carry a vast inventory of IP cameras and surveillance equipment suitable for installations of every size and scope.

For more information on the latest in IP products, visit your local branch today.



DVTel's iSOC V6 offers high definition quality combined with real time, multi compression standard support of H.264 and MPEG4



A Progressive Approach to Security at Waikato Hospital

By Richard Allardice

Waikato Hospital has recently undertaken an overhaul of its approach to how it manages and administers security staff. In the previous issue of New Zealand Security Magazine it was reported that new security developments were in the process of being finalised. New Zealand Security Magazine is now able to provide a more detailed account of the latest developments in Waikato Hospital's progressive approach to security.

Waikato Hospital's holistic approach to hospital security was designed by Waikato District Health Board Security Manager, Dean Ria. The new model of delivery involves a collaboration between Waikato Hospital internal security staff and security contractor Allied Security. The hospital will provide four team leaders and the security



contractor will provide 24 full time guards. Six of these guards will work under each team leader.

General Manager of Allied Security, Damian Black said the goal of this new model was for the Waikato Hospital to have some client supervision of a large security team, but to still "retain the knowledge and technical ability of their security services." Black elaborates that "this protects the client and allows the client to retain the ability to manage their own operations and/or re-tender or contract those operations at a future date as their needs change and develop."

Black says that this system "allows a greater level of supervision and management of the security staff, which then ensures the security role is performed to the highest expectations." Some generic security tasks were similar to other District Health Boards or large security sites, but at Waikato Hospital there were

specialist security areas staff would need training for, such as patient watch, mental health security roles, and emergency response procedures. Blake adds that so far the structure has "been successful in attracting the kind of staff required, and if proven successful this is a model we wish to adapt, export, and introduce to clients throughout the security industry."

Waikato Hospital will have some control over the contractual conditions of these guards. They requested a \$35,000 salary minimum for the guards, and that they will need to be provided with basic equipment such as duty belts, safety shoes, radio earpieces and slash proof gloves. These are in line with their basic needs as hospital security guards, although there is room for the security contractors to come to a fair and reasonable agreement with the guards over what specific items might need to be purchased by the guard.



Waikato District Health Board's Security Manager, Dean Ria



The roster will be administered by Waikato Hospital, according to what will work most effectively for their campus. This will be a four days on, four off roster, which will include two days and two nights. Waikato Hospital insists that guards don't work on other sites on their days off, on the basis that they want their employees to have a healthy work-life balance. Dean Ria emphasises that they are providing a reasonable salary so sourcing extra work during down-time shouldn't be necessary.

The Waikato Hospital security division is interested in ushering security guards into a professional career, and providing empowerment through training and knowledge. Prior to employment new guards will be trained for two weeks, in consultation with Allied Security and Wintec (Waikato Institute of Technology). The training will cover self-defence, calm and restraint, negotiation and de-escalation and body language. It will also cover items that may not typically be 'first call' on a security training schedule, such as campus orientation and customer service skills, so that "they can direct the poor old dear to MRI." Ria adds that, "We are looking for a unique skill set which is confident and articulate and produces very empathic communicators."

On top of this they are offering an internal career path from security officer to senior team leader (who is essentially the second-in-command in a house team), and even onward to the team leader, who is employed by the District Health Board. At the top is a single security supervisor. There will be a security qualification and a performance element involved with these career opportunities.

Applicants are expected to have drive towards a long-term career in hospital security. Ria states that a security officer who might say, 'I don't think that I'll ever be security manager', isn't the kind of employee that they want. They are after security guards with an eye on the future and who are committed to bettering their careers. In return, they will be well looked after: "People who come to us and say, 'We would like to get a job in the fire service, or the police, or as a medic, corrections, or with the top crew here,' then we will actually encourage those people to do that, support and connect them with our networks, and assist them with any career or tutorial stuff they need."

The drive to provide promotional chances within the security division, or even upwards into another division, is part of an effort to retain guards who are, "really focussed and committed to this campus, right up to their last minute of duty." Previously there has been an 'extraordinarily high' turnover of security staff, an issue that these measures are intended to address. Additional measures are a balanced working schedule and a significant remuneration package.

The renewed emphasis on training is in part a response to a Waikato Hospital statistic that only 30% of crime and security incidents are reported. Ria is determined to remedy that with the changes to how security is managed and administered.

Overall, the package is designed to be attractive and beneficial to prospective guards, which would raise the calibre of security staff working at Waikato Hospital. Dean Ria reflects that,

"if we pay half-decent wage, but then have a rubbish roster, we are going to lose people anyway... or if we have a poor wage, but a great roster, we are never going to attract people in the first place." Ideally this holistic approach to security management will benefit everyone involved.

Ria says it's important their staff are content in their work. Waikato Hospital wants their guards to be "happy, committed, focussed... we want them to have time with their families: wives, girlfriends, fiances, mums and dads (if they're still are home). But if they are on the morning shift, we want them to come to work ready to roll, batteries recharged, and really on top of their game." As far as employers go, the Waikato Hospital security division is taking great lengths to ensure a healthy combination of productivity and employee satisfaction. Ria adds, "This is how we consider we would want to be treated if we were in these guys' position."

Security Manager Ria has a background in police, retail and casino security. As a relative newcomer to hospital security management, he has communicated extensively with other regional security managers to refine this new security model. These include Bill Sageman, head of security at North Shore Hospital, Mick Hubbard, head of security for Middlemore, as well as security managers from Central Midlands Hospital in Palmerston North, and Hawkes Bay hospital. "I'm very lucky as a new guy to be able to contact these people and say, 'Hey what do you think of this idea?' and brainstorm stuff, especially when we are doing something that is pretty new."



Dialock DFT Furniture Locking System

Dialock DFT is used by leading retailers and department stores as well as the world's leading luxury brands to protect valuable store display stock, as it is an electronic furniture locking system that meets the highest requirements of store security, functionality and aesthetic appeal. With its cleverly concealed locking components, Dialock DFT lets you lock and unlock cupboards, drawers and even glass sliding doors, quickly and easily with just a swipe of an electronic key in front of either a visible or concealed reader. Lost keys can be quickly and easily replaced at low cost and without compromising security.

The Product

Dialock DFT is a touch-free identification and locking system. It replaces the combination of mechanical keys and locks completely and offers a significantly greater range of functions. Dialock is very flexible and can be extended at any time, from one to multiple users. The DFT identification and locking system is made up of three basic components with one of three Locking Device options:

- Electronic keys +
- Dialock Furniture Terminal – DFT +
- 12VAC Power Supply +
- Locking Device – FLC for all hinged doors and drawers or
- Locking Device – SDL for sliding doors or
- Locking Device – EFL3 for all applications including doors and drawers with soft-close.

Dialock DFT can be used on:

- Drawers
- Cabinet doors
- Glass doors
- Sliding doors
- Display cabinets
- Vitrif cabinets
- Shutters
- and many more

The Features

- Simple planning of locking schedules
- Easy to install thanks to plug-in connections – no knowledge of electronics required
- Easy to program
- Easy to use
- No wear and tear – Wireless data transfer from key to antenna
- Forgery-proof through unique coding
- Locks are concealed
- Re-programmable keys – as often as required
- Access authority for multiple users
- If a key is lost, the access authorisation can be withdrawn without having to replace the locks
- Up to 11 locks with one DFT terminal in the basic version
- Different locking functions, i.e. toggle, lock cycle
- If a door is open too long an alarm can be set to remind staff
- If door is forced open an alarm can be triggered

Where to install Dialock DFT

The Dialock DFT locking system is a secure and convenient way to protect property of any kind. It can be installed in many applications such as:

- Jewellery Stores
- Optometrists
- Retail Outlets
- Hospitals
- Chemists / Pharmacists
- Doctor and Dental Surgeries
- Offices
- Reception
- Law Firms
- R & D departments
- and many more

Application Examples

1. Shops

Sophisticated shop-fitting for high-quality jewellery or watch displays, which require uncompromising design solutions with a high degree of functionality and security.

2. Offices

Protect your documents from unauthorised access. Dialock DFT allows you to open and lock your office furniture doors in an instant. Just one programmed key for all furniture locks.

3. Hospitals and Doctor's Surgery

If the doctor has to leave the room for a moment, medicines and records are kept safe in treatment rooms, consulting rooms and receptions. One key for all furniture locks.

This example shows you a possible configuration and what the Dialock furniture locking system looks like behind the scenes. All components feature simple 'plug and play' connections.



For more information about Dialock DFT, or to request an information pack visit www.hafele.com or email dialock@hafele.co.nz



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Dialock DFT Furniture Locking System

The key to Customer Comfort and Store Security



Dialock DFT is used by leading retailers and department stores as well as the world's leading luxury brands to protect valuable store display stock, as it is an electronic furniture locking system that meets the highest requirements of store security, functionality and aesthetic appeal.

With its cleverly concealed locking components, Dialock DFT lets you lock and unlock cupboards, drawers and even glass sliding doors, quickly and easily with just a swipe of an electronic key in front of either a visible or concealed reader.

If a door or drawer is left open too long an alarm can be set to remind staff. Lost keys can be quickly and easily replaced at low cost and without compromising security.

To request your copy of the Dialock DFT Furniture Locking System brochure email dialock@hafele.co.nz or phone (09) 274 2533. The brochure can also be viewed at www.hafele.com



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Zone Technology – Over 100

Recently Zone Technology was appointed as the exclusive distributor for Bosch CCTV product for New Zealand and now boasts one of the most experienced team of CCTV professionals in the country.

Bruce Young, Managing Director, Zone Technology Limited says, “with the appointment of our new South Island Branch Manager, I believe that we now have the strongest experience base and greatest CCTV product knowledge in the country. Our customers can be confident that they will receive accurate and timely advice together with the superior service that Zone Technology has built its reputation on.”

Zone Technology is a specialist in Closed Circuit Television (CCTV) and other security products, with offices in Auckland, Wellington and is now established in Christchurch to serve South Island clientele.

Bruce has 20 years experience in the security and fire industry, having held a number of management and

technical positions with security equipment providers and installation companies over that time. He also holds New Zealand Certificate Engineering – Electronics & Computer Technology.

Edgar Moore, Sales Manager, is responsible for sales in the Auckland/Waikato regions. Edgar has had nearly 15 years experience in internet development, national sales, marketing and account management roles and prior to joining Zone Technology, he ran his own sales and account management consultancy. Edgar’s broad understanding of technology and communications platforms is now particularly relevant with the move towards IP in security. Edgar holds an Advanced Certificate in Computer Programming & Software Analysis.

“Having owned and operated a technology based business myself, I understand how vital key relationships are to success and I strive to deliver to Zone Technology’s clients the same level of responsiveness that I myself would expect,” says Edgar.

Gavin Hampson-Tindale, CCTV Specialist, is responsible for sales in the Northern/Auckland/Bay of Plenty regions. Gavin started in the security industry in 1986, running the monitoring station for Seekers Communications who eventually merged with Securitas. Over time Gavin has owned an alarm installation business and has sold and marketed a range of product and services including; monitoring, guard response, alarm systems installation and cash in transit to end users. Gavin has 15 years experience of CCTV wholesale, representing some of the industry’s leading brands including the last 5 years working with Bosch CCTV product.

“I am pleased about my recent move to Zone Technology, as the company portfolio allows me to provide a broader scope of solutions to meet my customer’s needs & expectations,” says Gavin.

Conan Hunt, Wellington Branch Manager, has 15 years experience providing security solutions to



*Bruce Young, Managing Director,
Zone Technology Limited*



*Edgar Moore, Sales Manager,
responsible for Auckland, Waikato*



*Gavin Hampson-Tindale, CCTV
Specialist, Northern, Auckland, BoP*

Years of Security Experience

customers in both Europe and New Zealand. Conan has sailed for the Swedish and German teams in the last two America's Cup regattas, during which time he consulted to them on electronic security and security procedures both on and off the water. Conan joined Zone Technology in March 2008 and moved to Wellington, in July 09 to manage Zone Technology's branch office.

Prior to this Conan spent several years in sales roles for security integration companies within NZ. He is responsible for Zone Technology service and support throughout the lower North Island, including Hawke's Bay, the Wairarapa, Manawatu and Taranaki.

"At Zone Technology, it is our goal to provide a value for money product line up, with the right mix of brands and performance." says Conan.

Richard Went, South Island Branch Manager, has over 29 years experience as an electronics engineer, specialising in the field of electronic

security, particularly CCTV. Over time Richard has sat on industry advisory groups in the UK and often acted as an expert witness. Richard holds a City and Guilds Licentiate ship and is a professional member of the Institution of Engineering and Technology (MIET). Richard has spent the last 12 years in a technical sales role with Panasonic. Prior to that Richard worked for a major UK security systems house where his role included technical sales support, which allowed him to evaluate all new products coming onto the market.

Richard says, "this role provided me with an excellent opportunity to test different manufacturer's equipment and in turn find the best technical solution for each customer's requirements. This is something that I strive to provide in every situation."

Oliver May (Olly), National Technical Support, has 20 years technical experience in the security industry. Oliver's early years were spent working with alarm monitoring companies &

security alarm systems, which involved the development of two monitoring stations. Over the last five years Oliver has worked in a technical support role at Bosch Security Systems based at their Penrose branch. This role involved providing customers with technical support & product training for the Bosch product range – specialising in Security Alarm & CCTV products.

"Over time I've had many & varied roles with some of the leading service companies in the business and have seen a great deal of change. I look forward to supporting Zone Technology's product solutions line up," says Oliver.

For more information about Zone Technology Limited and Bosch CCTV products please contact:

Phone: Auckland (09) 415 1500
 Wellington (04) 803 3110
 Christchurch (03) 365 1050
E-mail: sales@zonetechnology.co.nz
Web: www.zonetechnology.co.nz



*Conan Hunt,
Wellington Branch Manager*



*Richard Went,
South Island Branch Manager*



*Oliver May (Olly),
National Technical Support*



New Zealand visit by Irish Security Industry Association

During a visit to this country last month, the Irish Security Industry Association (ISIA) urged the New Zealand Security Association (NZSA) to take a role on the international scene.

They want New Zealand to play a part in a new International Discussion Forum established in December last year by the Confederation of European Security Services (CoESS).

The forum is aimed to build and promote closer cooperation by exchanging information and best practice between the security organisations of Asia, Australia, Brazil, Russia, South-Africa and the United States.

The forum focuses on a different theme each month, exchanging information in a structured way.

Greg Watts, CEO of NZSA says his organisation is keen on the idea.

To participate the NZSA will join the World Security Federation, which has helped drive the scheme.

Billy Goodburn, Head of Training and Support at the Irish Security Industry Association, led the visit. Before moving to Ireland he was a policeman in South Africa for 20 years, and says with a grin that he gave it up as a bad career choice.

"I'd studied security management while in the police and went across to Ireland ten years ago to head up a multi-national security business in Ireland. While involved in the business, I got heavily involved in the Trade Association setting standards and on various working groups before an opportunity came up where I could work directly for the Trade Association."

"I've been fairly lucky in that I hold membership of a number of organisations and I sit on a number of European and international committees," he says.



Kim Hoskins (SITAB), Ross Clarke (ETITO), Steward O'Reilly (TSSL), Jeremy Tunks (ETITO), Billy Goodburn (ISIA), John Cleary (SITAB), Sean Griffin (Seek Academy), Amy O'Rourke (ETITO), Ngaire Byrne (SITAB)

Goodburn explains that part of his reason for coming to this country was to act as an ambassador for CoESS, and ask New Zealand to join the International Discussion Forum.

The first topic on the forum's agenda was training, followed by quality, with a survey questionnaire circulated to each participating association.

The results are collated into an overview. "It is shared back out amongst all the people that responded and that's how the learning takes place," says Goodburn. "You've got security sectors all over the world all facing similar issues and similar changes. Because we're sharing information, we are learning from each other and that's what this is about."

The results so far reveal issues familiar to New Zealand in areas like public perception of the security industry, competency standards, training and consistency across the industry. Goodburn also points out that legislation and licensing regimes around the world are moving more or less in the same direction.

"In certain countries legislation has been in place for 20 years and in other countries, it is only five to ten years. They're learning from the mistakes that other guys have made, and vice versa. No one solution fits everything, so you have to take the bits and pieces that are relevant."

He points to Ireland as an example. "It was difficult. It took 30 years to get government to finally agree to the legislation. Once the legislation was agreed, then there was a period of implementation, or establishing specific regulations. New Zealand's going to go through all that as well."

Accessing other countries experience will be useful as the Private Security Personnel and Private Investigators Bill wends its way through the final stages of the New Zealand parliamentary process. The bill was reported back to parliament by the Justice and Electoral Select Committee on 29 March this year.

Rachael Crawley, senior advisor in the policy team at the Ministry of Justice, says the bill was reported back

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Whilst details regarding minimum competency and / or training standards and the exact timeline for implementation remain unclear, it's apparent that security companies will need to take action if they're to meet the licensing requirements of the new Act, and remain operational beyond 1 June 2011.

Despite the uncertainty, there are a few things that we do know.

- The new Private Security Personnel and Private Investigators Act 2010 will provide for the establishment of a security industry licensing authority.
- All security personnel, including guards, crowd controllers, doormen and security technicians will have to hold licences and certificates of approval.
- The licensing authority will liaise with industry to develop and implement statutory regulations. This in turn will see the establishment of an industry code of conduct

and minimum competency and training standards for each licence classification under the new Act.

Auckland-based security firm Matrix Security is actively preparing to meet the as-yet unknown competency and / or training requirements. Having run a national qualifications training programme for many years, they've recently embarked on an association with Wintec, enrolling a further 30 of their security guards to undertake the National Certificate in Security [Level 2].

National qualifications training is nothing new to Matrix Security, with many of their staff already achieving national qualifications across the contact centre, electronic security and security sectors. "We've always trained our people to the national standard," says Training and Safety Officer, Wayne Black. "The practical implications of national qualifications training at work complements what we already do, so for us it's always been the best way to go."

He's pleased that there will be a prerequisite level of knowledge and training for those entering and already operating in the security industry, and it's all the incentive the company needs. "Ideally we want everyone trained - but first off, Matrix will be focusing on meeting the regulatory requirements, something I'm confident we can achieve."

Wayne also knows that by working with Wintec, Matrix is getting a quality product that's aligned with the national training system. "Training with Wintec gives us a greater ability to train our guards in a practical and cost-effective manner, but it's also a comfort to know that we're retaining support and expertise from ETITO. We get the best of both worlds."

If you would like to find out more about national qualifications training provision and getting regulation-ready, please visit www.etito.co.nz or contact your ETITO training manager.

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ETITO

without major amendments but did have changes to make the bill work as intended.

"It is difficult to say when the bill will go through," she says. "It all depends on parliament's priorities but we are hoping for this year."

Once the bill is passed, detailed regulations – the nuts and bolts of the regime that governs how the statue will be implemented – will be gazetted.

But Crawley says the regulations are still in the very early stages because they can't be drawn up until the bill is enacted. She – perhaps optimistically – estimates the regulations could take several months to formulate and finalise.

She says there will be liaison with industry bodies. "The detail hasn't been decided but that is certainly the intention, it depends when the bill is enacted. At that stage we will work out what how much time we have got and who should be consulted," she says.

Crawley met with Goodburn's delegation and says overseas experience is very useful in policy development.

Goodburn echoes the sentiment, noting that Ireland with a population of 4.4 million is a similar size to New Zealand.

"Within Ireland, the legislation was enacted as the Private Security Services Bill of 2004. The regulators had a good relationship with the industry and liaised with the industry in terms of the implementation phase. When we were looking at the licensing of the individuals, we started with – in New Zealand terms – property guards and crowd controllers.

"They're still in the process of looking at consultants, locksmiths, electrical engineers and alarm installers. Frameworks have to be set for each category of the sector within the industry."

"So it's not always simple, especially when you're linking training and education to it."

Goodburn says things get difficult if you have a lot of bodies talking to the regulator and advising the best way forward.

"They have to make a decision at some stage, so generally what they tend to do is go for the minimum standard requirement based on national standards and educational standards that are already in existence."

He says the Ministry of Justice were interested in the Irish experience.

"We were able to say that whoever had looked at the legislation obviously have done their homework."

But Goodburn says in Ireland the full effect of the last few years' changes on public perception of the security industry have yet to be felt.

"I think it's still early days. The public are very conscious of the fact that you need to be licensed and that the companies you employ need to be regulated and that the license is not as simple as just paying a fee."

Under the mandatory, minimum standard licensing regime for Irish security companies the ISA has begun looking for ways member companies can differentiate themselves.

"Within our industry the standard for guarding is Irish Standard IS999, which is that all companies need to meet in order to get a license. Our association is saying we've got a three tiered quality assurance scheme called QUALSEC, and that is at a Silver, Gold, and Platinum level."

Even the Silver level exceeds the minimum mandatory standard. A Silver award is required for membership of the association, while a Gold award is based on an additional fifteen audit criteria, and Platinum additional criteria again.

"It's up to the individual companies as to how far do they want to progress their business to differentiate them from the market and that's what they do. We have found a lot of the procurement requirements from end users are stipulating a particular standard. 'Are you a member of the ISIA?' Because it differentiates us, and that rules out the guy that's just going to the lowest common denominator, the minimum standards required.

"Under the Irish model for tendering, if you're tendering for contracts, either government contracts or contracts with an international company, the more of a quality stamp you have on your training, the more it puts a value on your staff."

He says this approach works, "they basically bump themselves up in the pecking order for contracts."

"We have a few companies at the silver level, the majority of companies would fit within the gold level, and then there's a few companies at the top levels. And they're not the big multi-nationals. They're medium sized businesses, there's a small business with 20 guys, they achieve the Platinum standard," says Goodburn.

But here in New Zealand Watts believes the NZSA's membership and accreditation process is more suited to the New Zealand industry.

"I think it is more important to have codes of practice or compliance across many areas of the industry as possible and those codes should be put together by the industry on the basis of professional conduct and professional services. Being an accredited member of the NZSA is more important than having levels," he says.

"We want to entice people to become members to increase professionalism of the industry as a whole. Of course you want them to be accredited where possible."

Underpinning industry professionalism is training and another member of the Irish delegation was Sean Griffin, a Strategic Partner of SEEK Academy, an E-learning ISIA training provider.

"A lot of the training is day to day industry led training and whether it's regulated or not, it needs to be implemented. And SEEK is the centre of excellence for security training," he says.

"I'll give you an example from the SEEK perspective. Within Ireland there was an upshoot in tiger kidnappings. [Where a person of importance to the victim is held hostage until the victim meets the perpetrators demands]. So there was an identified need for tiger kidnap awareness training. SEEK Academy developed a course specific to that trend, and answered the industry's need for that trend. Because it is owned by industry and delivered to industry, we understand where the need areas are, and then develop the training to fit that need."

As a result of the visit, SEEK Academy has announced a partnership with New Zealand's Training Systems and Solutions Limited (TSSL).

TSSL says their core business is the design, development, management and delivery of high quality learning programmes in areas like security, personal safety, first-line management and supervision, occupational safety and health, conflict resolution, calming and restraint and critical incident management.

TSSL has entered into the agreement with SEEK Academy to enable international access to SEEK's programmes via E-learning and aims to promote the SEEK Academy courses as additional professional development options for the New Zealand Security Industry, particularly for individuals who want to travel and work in UK and Ireland.

Gallagher Security and Joosee Partnership means Success



The Joosee team with our Asia Pacific Business Development Manager, Karl Philbin.
(L-R) Ralph (Sales Manager), Miss Leaf Hong (Managing Director), Karl Philbin,
Lin (Technical Manager).

Gallagher Security is celebrating another global success with the installation of its first Trophy FT PowerFence™ system in China securing the Governments Research and Development Centre for Fighter Aircraft.

As Gallagher's exclusive distributor in China, Joosee Smart Technologies will be responsible for the installation of five Trophy FT controllers protecting a site of 1.2 kilometres in Anhui Province, Hefei City.

Gallagher Security Business Development Manager, Karl Philbin, says Joosee engineers have worked hard to fully understand Gallagher control equipment and have sanctioned this with over 200 Trophy and Medal system installations in a wide range of vertical markets.

"They are extremely proficient in Gallagher perimeter security systems having completed installations in over 150 electrical substations and installations for the Chinese Military, Hydro Power Stations, Water Plants, Manufacturing and Residential zones."

Joosee has continued to strengthen its nine month partnership with Gallagher Security by recently completing extensive training on the Trophy FT system. Managing Director, Leaf Hong says this was necessary to facilitate further opportunities in the security market.

"The biggest problem we have had historically was finding quality reliable security energisers in China." Miss Hong says, "the reliability of Gallagher perimeter security systems is excellent and the technology is better than any other in China."

The decision to move in a new direction has resulted in business growth resulting in a need for expansion. The company recently opened a new office in Xinjiang Province comprising of a branch manager, two engineers, two administration staff and a team of five sales personnel. Adding to this team is the addition of two new technical staff with IT skills. To accommodate Joosee's rapid expansion the company will move to larger new premises on the first of June 2010.

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The Basics Pay Off

Over at Glenfield College on Auckland's North Shore, implementation of one of the most basic security measures – a security perimeter fence – has seen the school become a textbook example of how to reduce vandalism and associated costs.

The Ministry of Education guide for school property management says boundary security is an important way of not only establishing the boundary but signalling that someone owns and cares about the property and improving the initial impression of schools.

The Ministry says boundary design and treatment communicate messages of accessibility or inaccessibility to the public but admits maintaining a balance between having a user-friendly, welcoming boundary and a secure school is difficult but important.

According to the guide a good quality security fence will discourage many potential intruders. It names Glenfield College fencing project as a

success story, saying installing a perimeter security fence reduced vandalism and associated costs by around 75 percent. Glenfield College is not the only school in New Zealand and Australia to have seen this effect.

Glenfield College chose Leaweld Manufacturing's Handifence security fence and gates for the job. The fencing is made in modular panels to keep the cost down, an important factor with over a kilometre of fencing to go in. It comes as a flat top style, a loop top style or in various spear top styles. Glenfield College chose a spear top design.

The fencing panels are manufactured from 16mm galvanised steel tubing and powder coated in a choice of colours.

The Ministry has stern words about cut price fencing. "This specification is for a robust and long-lasting rod, tube or palisade-style fence. Be warned that suppliers will offer lower prices by leaving out mowing strips, using smaller posts and using a galvanised

finish. These options will cost you more in maintenance and lead to shorter replacement times."

It also warns against hazardous fencing that might injure or impale children who try to climb them, saying that fences with cast-iron, cast-aluminium arrow-heads or bishop head tops are just as effective in reducing vandalism and are not hazardous.

Chair of the College's board of trustees, Steven Duxfield says the fence is not just about keeping intruders out after hours, it has also proved effective in day to day access control.

"It wasn't just vandalism, the school was quite open because it is bounded on two full sides by road and a field, so students could come and go pretty much anywhere they liked – there was no control over it."

"With the fence there are three or four gates around the premises and they are opened at times you'd expect students to be coming and going. But other than that, during the day they are shut so students have to enter and leave through the main entrance. It means that absenteeism has been significantly reduced. Students could disappear and do what they wanted to do, but now they are around school when they are meant to be."

"Only people that are supposed to be at school are there, and those that are coming in to do things, come in by the front gate where people can keep an eye on them."

He says the fence has helped create a positive atmosphere around the school.

"The school property is open and exposed and because it's on a corner section people would cut the corner, walking through the grounds. If they see a fence they won't bother trying to get in – it's about reducing the opportunities for someone to do damage."





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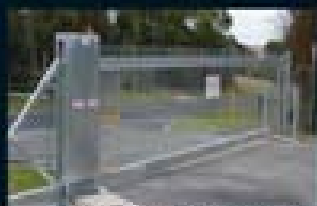


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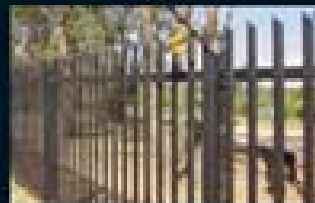
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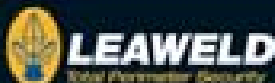
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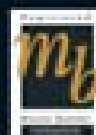
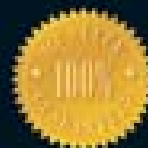
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Want to see in the dark?

Optical cameras can only take you so far. Even the latest CCTV cameras can't see in the dark.

Conventional video surveillance cameras also have difficulties capturing useful images under other conditions like fog or smoke, or when vehicles and subjects are obscured in bush or by a complex background. Yet the most effective surveillance depends on detecting subjects or incidents as they happen so that immediate action can be taken.

This is where thermal surveillance cameras come in – they are designed to plug the gap left when optical cameras can't deal with the conditions, creating complete surveillance coverage irrespective of the amount of available light.

Axis Communications, a Swedish based company recognised for its array of network video cameras, now offers the AXIS Q1910 thermal network cameras in New Zealand through

nationwide distributor, Hills Electronic Security. The new cameras were recently launched by Hills with a programme of seminars in Christchurch, Wellington and Auckland that featured visiting experts from Axis. Mike Clark, Hills' Product Manager for Axis network cameras says using thermal cameras is now a practical design option and the seminars updated consultants, integrators and end users about the newly available technology.

Thermal imaging technology itself is not new, but for the first time the technology is spreading from high end military use to affordable civilian use.

"Up until recently they have been very expensive but now the restrictions on export of the technology have eased it has made them more available and more affordable. It makes it a realistic option," says Clark.

The cameras are designed to overcome the natural limitations suffered by even the best optical



*Mike Clark
Hills' Product Manager for Axis*

cameras. There are two models; the AXIS Q1910 thermal camera is for indoor use while an AXIS Q1910-E version has a rugged housing for outdoor use in the harshest weather conditions, including a built-in heater to prevent the housing window fogging over in sub-zero temperatures.

Thermal cameras operate differently from day/night cameras that use the near infra red light spectrum and require some natural light or a dedicated IR lamp to operate.

True thermal cameras require no light source because they detect the thermal radiation that every object emits – even cold objects like ice.

However, hotter objects emit more thermal radiation, effectively 'lighting' the object. More important than overall temperature is the temperature difference within the field of view. The greater the temperature difference in the scene the clearer the image will be.



Protect what you value most. The Axis thermal network cameras' ability to detect thermal radiation makes it difficult for individuals to conceal themselves within a wide perimeter of a sensitive area or building.

VoiceNav

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We took all the great things from our Hills Reliance platform, years of industry leading experience, and most importantly your feedback with extensive market research, to design the Hills Reliance VoiceNav and its functionalities - setting the new global design benchmark in security.

See It - the sleek design illuminates to suit any décor

Touch It - the responsive interface reflects your every touch

Hear It - the voice guide navigates you through its functionality



Mr Oh Tee Lee, Regional Director of Axis South Asia Pacific in Auckland

This is why thermal cameras are immune from light problems that limit the effectiveness of optical cameras. Nor can thermal cameras be blinded by laser pointers or strong lights, making them a robust tool for the first line of a surveillance system.

Mr Wai King Wong, Country Manager (Australia and New Zealand), explains that the cameras are very effective at detecting incidents within their field of view and this makes them effective where ever detection is the key.

"We feel that thermal cameras are best suited for perimeter surveillance, especially in very dark areas where even the most light sensitive camera cannot detect," he says.

"It is complimentary to our normal optical network cameras. You can mount a thermal camera and an optical camera together on a pan tilt head and keep panning and scanning."



Q1910 thermal network camera



No place to hide, thermal cameras detect thermal radiation from people, even when they are obscured by complex backgrounds, or trying to hide in shadows.

Wong says this gives comprehensive coverage making it idea for facilities like correction centres, airport perimeters or other sites like tunnels, utilities and railway tracks.

Because thermal cameras require no light they can be used discreetly, where lighting is restricted, or where continuously lighting a large scale perimeter would consume prohibitive amounts of power.

Thermal cameras reliably detect movement, but do not deliver images suitable for identification – one reason they are used in conjunction with optical cameras. Nevertheless, the thermal cameras provide images and detect intruders when the optical cameras have been defeated by the conditions. Wong is quick to demonstrate footage from a laptop showing an intruder unsuccessfully attempting to hide in bushes near a road - a situation where optical cameras are useless.

"It can detect a person at 200m and a vehicle at 500m," he says. "You cannot escape even in total darkness or in bushes."

He says while it is designed for detection rather than recognition, the quality of the images eliminates the risk mistaking dogs or other animals as humans.



Q1910e thermal network camera

INTERNATIONAL News



Axis says because the cameras do not rely on visible light problems they are ideal for video analytics, achieving a higher accuracy than conventional cameras. This makes them more suited for intelligent video applications.

Support for AXIS Camera Application Platform, VAPIX industry standard open interface, and ONVIF network interoperability, enables installations of additional custom applications and integration into a broad range of video management systems.

The Axis thermal cameras are IP network cameras, and Power over Ethernet (PoE) function draws power from the network cable, eliminating separate power supply cables for quick and simple installation – although ordinary power supplies are an option if preferred.

The thermal image is converted by the camera into an optical image and H.264 compression using the AXIS ARTPEC-3 video compression chip within the camera reducing bandwidth requirements up to 80% compared with Motion JPEG. The camera provides multiple individually configurable video streams each with its own colour palette setting making it easy to interpret the images.

In addition the camera offers motion detection, audio detection, tampering detection, together with two way audio support for communications with visitors and intruders.





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fire door holding electromagnets

FDH40S

unbreakable universal mounting

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One product suits floor and wall mounting • Universal
armature • affects to 35° in full doors opening past
90° • Additional flexible mounting in both planes to
speed alignment • Wall mount extensions available •
Wall mounted, overall 425mm, is also available finished
with end cap, and can be cut to any length • 12VDC
models and 24VDC models • Pull off button • no need for
magnets • Overload armature for easy alignment
• Emergency release button • Electronic hidden coded
armature and electromagnet • Stainless fastenings •
Backset stainless screws • Full local support and back up
• **PLUS NEW 10 YEAR GUARANTEE***
Designed, tested and produced in
New Zealand to AS4178



Standard, floor mounted, wall to door distance 114mm

Wall mounted, 128mm
extn. tube (overall 262mm)

Wall mounted, 156mm
extn. tube (overall 232mm)

Wall mounted, 355mm
extn. tube (overall 431mm)

Flush mounted, wall to door distance from 50mm

Surface mounted, wall to door distance 70mm

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stainless steel surface and flush mounting

This device enhances an outstanding range of
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fire doors. When a smoke or fire alarm is activated,
the magnet instantly releases the door to the closed
position to prevent the spread of smoke and fire.
These units feature satin finished stainless steel
covers for optimum aesthetic appeal and durability.
To allow maximum flexibility the electromagnet is
pre-assembled onto a plated steel mounting plate.
The installer can now utilise one device for surface
mounting, which is ideal for solid walls of concrete,
stone and the like, or for flush mounting into plaster
board lined walls, because both options are packaged
in the same box. **PLUS NEW 10 YEAR GUARANTEE***
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10001



Security Systems - the Good, the Bad and the Ugly

By Lucy Mullinger

Office break ins, store thefts, employee theft and fraud can literally ruin a business and with the economy still reeling from the recession, now is as good a time as any to get an efficient security system installed at an affordable price.

There are many different types of security systems available including, (CCTV) video recording systems, sensor-tag anti theft systems and burglary alarms and clients also need to decide whether to employ security guards so it makes sense to do a lot of research before reaching a decision

The Installer

Surfing the net to find the best installer is probably the easiest way to start. A directory of security installers can be found by checking out <http://www.finda.co.nz/business/c/security-systems/> but it is not just a case of choosing any old installer.

Once the customer has whittled down the installers in their area, it is important to check how experienced each company is and whether they are prepared to help install a system that will suit the businesses needs.

It makes sense to get some quotes from different installers first and not allow the experts to decide upon what the customer wants. According to Steve Davis from Davis Security most salespeople are more interested in making money than solving the company's loss issues.

"I've had many instances where I've asked, 'why did you select this type of system?' and the answer is all too often, 'well, we asked the installer what he thought and we just went along with his ideas'. In other words, they didn't take the time or trouble to do any homework, and just let the supplier 'do his thing'." says Davis.

An alarm system should be reliable, functional and provide adequate coverage to all the high risk areas in the business. "A system is 'good' if it reliably and cost-effectively performs the functions and purposes for which it is designed and intended, to the satisfaction of the user." says Davis.

Business owners should ensure that they know exactly what sort of alarm system will suit their business and it is easy to use. One of the most important things to check is that there is sufficient battery backup, a security system needs a backup in case of power outages.



Inside and outside sirens are important parts of a good security system and the alarms need to be installed in particularly high-risk areas (for example where money or valuables are held).

It is important that the installer is trained to ensure they meet the minimum requirement. The industry standards include the NZQA Level 3 Security Technicians Certificate under ETITO. "Someone who has completed this will understand the product they are installing and the code it is to be installed to," Davis says.

If an installer doesn't have the correct qualifications they will not have been trained up on industry standards and this could result in excessive false alarms, poor coverage, equipment that doesn't function correctly and security vulnerabilities that would otherwise not exist.

Wellington Regional Manager for ADT/Armourguard Security, Alistair Mitchell says poor installation doesn't just jeopardise company security, there is also the potential for an electrical fire if alarms are not wired correctly, "an ineffective system can detect and prevent nothing," he says.

One of the key components of a good alarm system is its ability to notify a monitoring station that an event has occurred. "If it can't do this then it's virtually worthless," says Mitchell.

A new business should get a security system installed that provides the right kind of protection for the premises and the value of the products stored in the building.

The system should also have the ability to be extended in the future if the business grows. For example, many businesses might choose to add CCTV cameras once they have



enough money but some systems won't allow for extras. The main panel should be 'expandable' which means that room should be made for additional sensors that can be added in the future if the company wants more alarm coverage.

Some systems also don't allow for additional building changes such as new light fittings, door entry and management systems to be added. It is important to ensure that the building can be improved on in the future without the added expense of removing and reinstalling new alarm systems.

Once an installer has been employed, it is important to find out how long they will guarantee the system for, Mitchell says that an installer should "match the manufacturer's warranty period on equipment and provide a 12 month guarantee covering installation workmanship."

Finally, if the installation company are offering a system that sounds too good to be true, chance are it probably is. According to Mitchell, when installing a new system it is important to remember that "cheap doesn't always mean effective."

The customer should always look into the reputability of the company, whether they are members of the New Zealand Security Association (NZSA) and how much experience they have in installing the product a company wants. Cutting corners can mean the difference between a secure business and a business that is constantly being aimed at by criminals.

The New Zealand Security Association (NZSA) is an organization that represents industry members.

Companies can choose to become a member of the NZSA and will therefore be audited by the organisation which shows they meet the requirements of membership and comply with codes of practice.

Alarm Types

There are two types of alarm systems; one is the indoor system and one for outdoor alarms. Each alarm is very different due to the environment they are expected to work in.

Below is a summary of some alarms you may come across and how they work:

Inside:

Microwave detectors

This device emits microwaves from a transmitter and detects any reflected microwaves or reduction in beam intensity using a receiver. To reduce false alarms this type of detector is usually combined with a passive infrared detector.

Passive Infrared detectors

The passive infrared detector (PIR) is affordable and reliable therefore it is one of the most popular types of alarm systems. PIRs detect the temperature of the room they monitor and if an object comes into the room that emits a different temperature, it will go off.

Ultrasonic detectors

These detectors use high frequency sound waves that are inaudible for a human to detect. These sound waves can sense motion when a moving object changes the frequency of sound waves around it.

This system is not really used by alarm professionals anymore as it is not



as reliable as other options on the market.

Photo-electric beams

Photoelectric beam systems are similar to what you might find on an Indiana Jones movie. The system transmits visible infra red light beams across an area. If the beams are obstructed by a figure the alarm system will go off. This system can be used both indoors and outside.

Glass break detectors

Glass break detectors are mounted close to windows and detect sound frequencies associated with glass breaking. Seismic glass break detectors can feel shock frequencies and in turn set off an alarm.

Outdoor

Shaker sensors

These devices are put on a structure. When movement of the structure occurs, the circuit moves and breaks the current flow, which produces an alarm.

This can be a very reliable sensor however it is very expensive.

Microwave barriers

This type of device produces an electromagnetic beam using high frequency waves that go from the transmitter to the receiver. When the receiver detects a difference of condition within the beam it provides an alarm signal.

Microphonic systems

Usually the microphonic detection systems are sensor cables attached to fences, however some can also be installed as underground systems. The system can be sensitive to different levels of noise or vibration and is

designed to detect incoming electronic signals received from the sensor cable. This system is very cheap but some systems are too sensitive and can cause false alarms.

Taut wire fence systems

This is a tripwires system which is usually attached to a fence or wall. These systems are designed to detect any physical attempt at climbing over the barrier. This alarm is less likely to emit a false alarm however it is expensive and complicated to install.

There are many other types of alarm systems that will suit every business requirement but it is important to do the relevant research.

Extras

Some companies may need the alarm system to be 'partitioned' which means that part of the system can be armed whilst other regions can be disarmed, this might be over weekends when the warehouse is in use and the office isn't.

Control features are very important for businesses of any size, this includes battery backup, secure mains and phone connections and for bigger businesses.

Some companies may want secondary communications like radio-data monitoring. If the phone lines are down or have been deliberately cut, the alarm will still go through to the monitoring system.

Finally when installing anything that controls the alarm system, it is important to ensure that the main panel is not located in the entry/exit zone and the panel should be directly covered by a sensor on 'instant' intrusion-detection activation. If a savvy criminal can see the main panel they can discern how easy it is for them to bypass it.

Security Guards

Security companies and guards should hold a Security Guards License (this license is not just for 'uniformed guards', but covers anybody working in the security industry - guards, installers, consultants, locksmiths, investigators, document destruction, event security, etc).

If it is not clear whether the security company holds this license a list of authorised security guards can be found on the ministry of justice website at: <http://www.justice.govt.nz/services/private-investigators-and-security-guards-licensing>.

ADT Armourguard Has Made A New Senior Appointment



ADT Armourguard has appointed Mathew Williams to the position of Nelson Senior Supervisor. Prior to his appointment, Mathew worked as an Armourguard Patrolman and Guard during which time he gained in-depth knowledge of the organisation's business practices and operations within the Nelson area. In his new role, he will be responsible for the guards and patrols business throughout Nelson.

If a good security company is employed, they can be invaluable and will only be a few minutes away from a break-in, however not every business can afford to employ security guards so there are other options for the smaller business.

Instead of calling a security company, alarms can be programmed with certain telephone numbers which will ring in succession until someone answers the phone. The alarm can be set to a mobile phone number, which means that staff members can be given the phones on an on-call basis.

Some security systems are set to notify the security company when the telephone lines are cut; the criminal will carry on with the break-in only to find they have been caught red-handed when a security guard turns up minutes later.

In fact there are so many different options to deal with any devious acts by a criminal; however the customer needs to know exactly what they want and ask plenty of questions.

A good alarm system should last its guaranteed lifetime and make a marked improvement on the rate of break-ins that a company suffers. It is definitely worthwhile fitting a good alarm system into every company, however it depends on how much research goes into the planning of a new system as to whether it will work or not.



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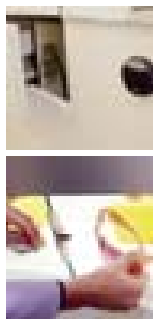
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These digital recorders provide real time recording at CIF and have 4 CIF recording capabilities, offering high performance features that make them ideal for advanced digital surveillance applications.

The ClearView ISP1000 has a number of features specific to the security industry, such as integration of multiplexer, multi channel audio codec, multi-resolution compression, motion detection, blind detection, de-blocking filters, to name a few.

The PDRH-8-RT (\$76408) and the PDRH-16-RT (\$76409) features include:

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- Multi channel data export with audio
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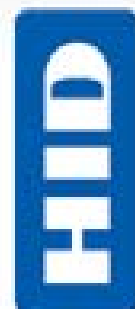
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