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Features

December/January 2013

Retailers

The largest retails in the country by number of employees

February/March

Building and Construction

Electricians and Installers

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COMMUNICATIONS

Panasonic – the complete team

When it comes to brand awareness, few can argue the fact Panasonic is front of mind when it comes to consumer electronics. This awareness is built from reputation of excellence which has ensured the brand to be a market leader.

“What we were also achieving,” says Jason Walsh of Panasonic NZ Ltd, “is instilling this same awareness in our range of Panasonic professional products. We have built up a reputation in New Zealand over the last 25 years as a complete solutions provider over many vertical markets.”

This was highlighted during July’s Panasonic Business Expo held at Eden Park, where the full range of Panasonic Business solutions were displayed.

“Clients having a great experience with Panasonic consumer product, definitely helps put our commercial product front-of-mind.”

Boasting a commercial team focusing on vertical markets, Panasonic can tailor a complete solution based on Panasonic products – both consumer and business products.

“Our Panasonic commercial team can provide a complete end-to-end solution for any corporate client based on a product range that includes CCTV, Communications, HD Video Conferencing, Professional Display Panels, Broadcast, Solar, Aircon, POS Hardware and Toughbook Computers.”

“Unlike many of our competitors, Panasonic can draw upon its own diverse product range to provide a total solution.”

With an impressive client list that includes government departments, banks and many corporates, its easy to understand why.

“There are many benefits to choosing a single source supplier – product integration, single point of contact, pricing advantage and knowing that today’s purchasing decisions can be supported for many years to come, as we also boast factory trained engineers. It’s comforting for the customer to know they are dealing with the manufacturer, not just a distributor, help is just a phone call away.”

As well as highlighting new product throughout the wider business products team, there have been many exciting new innovations within the Security & Industrial division.

The recent acquisition of Sanyo Corporation has expanded Panasonic’s product portfolio, the most diverse is the solar panel technology. “We can now apply solar technology to many of our systems solutions; one example is a solar powered wireless Pan Tilt Zoom camera for street surveillance, commercial sites and remote monitoring applications, resulting in a totally stand-alone camera solution where no infrastructure is available.”

The Panasonic FIT solar panel, via the charge circuit and battery pack can power the PTZ and wireless link for several days before requiring a recharge. “Many people don’t realize the FIT solar panels do not require direct sunlight to output voltage, all it requires is daylight – even in foggy NZ winter conditions.”

Walsh believes this product will become more popular with eco friendly companies and local bodies looking to provide cost effective ‘stand alone’ solutions.



On 10th Oct, Panasonic 110m2 LED displays at Eden Park



Panasonic professional LCD Video Wall

Also new to the Panasonic security lineup is the Genetec VMS platform.

Although Panasonic are well known for their reliable hardware based recording platforms, there are plenty of applications for software based CCTV solutions.

“Our philosophy is to provide the customer with the best solution to fit their needs; we are in a strong position to offer either platform based on the requirement and budget of the client.”

Although new to the NZ market, Genetec is a world leader in video management systems, license plate recognition and access control. Hailing from Canada, Genetec has huge market share in the policing, airport and transportation industries.

“By integrating VMS, LPR and access control into one easy-to-use GUI, it offers huge possibilities and advantages to

airports, city municipalities and government departments.” Most impressive is the Genetec AutoVu. This LPR system differs from most as all processing is done ‘on the fly’ within the AutoVu camera hardware. This means much lower bandwidth and processor power is required at the business end.

AutoVu cameras can reliably capture and process number plates at a staggering 300+ Kph!

Being an open platform system, the Genetec Security Center VMS is compatible with most edge devices rather than a proprietary platform.

Worldwide Genetec and Panasonic are ‘Gold partners’ meaning the VMS and Panasonic I-pro cameras are compatible and all the camera features are available via the software. “Our team is very excited

to have the Genetec product on board to enhance the already impressive product lineup we can offer.”

PNZ is the New Zealand distributor for Genetec VMS & LPR and is already establishing an impressive national client base as reference.

As the Panasonic product mix increases, so does the requirement to remain cutting edge and to deliver these technologies effectively. PNZ has employed Simon Wordsworth as a Solutions Architect to the Business Products team.

“To enhance the hardware and software based products we offer, from designing CCTV based apps to specifying and building complete turn key server solutions, Simon adds that extra dimension to our solutions and provides the client with a one-stop-shop experience.”



Panasonic New Zealand's Chris Ward puts the Genetec Security Center through its paces



Panasonic's solar/wireless PTZ camera

Gaining Admittance to the Hospital Market

Within the course of any given day, a hospital or health-care CSO faces the task of not only protecting multiple points of access, but doing so in a way that enables movement and activity, is convenient for staff and patients, and does not impede the facility's primary function: saving lives. Health-care facilities exist in a wide variety of medical focus, administrative complexity and size, yet all demand appropriate access control coverage.

This article strives to provide some introductory concepts that should guide your analysis of your health-care client's security needs. As an integrator, an excellent starting point is reviewing your client's security audit, then properly researching governing regulations, specific concerns and actual conditions of the facility.





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WV-SW152



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i-PRD
SmartHD

ONVIF

Design and Regulatory Issues

From the moment you enter the property of a major hospital or health-care facility, it is likely that you are being monitored before you have even gotten out of your car. Regardless of if you pulled the ticket to access the parking garage, presented your employee ID to the parking entry reader or walked through the triage area of the ER, some form of access control and security has already come into play, getting more robust the further you get into the facility.

State and federal laws are regulating higher levels of security, as well as requiring immediate reporting of “misdirected events” at health-care related facilities. These incidents, such as breaches of physical security and unauthorized access to confidential patient files, are addressed by putting deliberate procedures in place to audit, track and report their occurrence.

Misdirected events are business drivers that keep health-care CSOs awake at night. By implementing the appropriate security measures, procedures and precautions, CSOs aim to keep these events to a minimum, thereby reducing exposure to state and national regulatory fines. These fines cost healthcare organizations \$100 per failure to comply for civil incidents up to \$25,000/year for multiple violations of the Health Insurance Portability and Accountability Act of 1996 (HIPAA) under the Privacy Rule provision. As an integrator, you can add value by being aware of this “pain point” for your customer, and designing your solution to minimize misdirected events.

Unique Access Control Needs

Health-care facilities and hospitals present unique challenges when it comes to security. The sheer volume of traffic and staffing at a major health-care facility rivals any campus environment. Whether the need is to restrict access to authorized personnel-only areas or protect personal and private patient information in either electronic or paper formats, security within the confines of a health care-related setting is multifaceted.

This requires knowledge of current and future physical and logical access needs, coupled with an understanding of the standards and regulations facing today’s health-care practitioners.

For years, health-care facilities have used a variety of methods to provide individuals with convenient yet secure access to facilities, the PC and the network.

Because building access and IT systems have traditionally been separate purchasing decisions for many organizations, health-care employees are familiar with being forced to carry multiple cards or tokens, using multiple PINs or passwords to access various systems.

These practices have resulted in systems that are cumbersome for the employee to use and difficult and costly for the organization to manage and maintain, not to mention deadly within an emergency setting. Utilizing both contact and contactless smart chip technologies, the use of a single card for identification, secure access and payments, can provide a unique solution for health-care settings.

Hospitals and health-care facilities, for example, would be able to offer doctors, nurses and support staff secure access to the emergency room and pharmacy, while also using the same card for visual ID verification and for making purchases in the hospital cafeteria. Using a single card also provides an opportunity for the medical center to combine workplace IDs and security access cards with payment cards, enabling employees to carry fewer cards.

One excellent example of how a contactless smart card-based application can benefit a health-care organization can be seen in the use of biometrics within a pharmacy setting.

Contactless smart cards minimize overhead when dealing with biometric template management and distribution. Rather than storing biometrics on a server and distributing them over a wired network, a contactless smart card-based system allows biometric templates to be carried by the card holder, offering a stronger level of authentication and security commonly referred to as “Match on Card.”

Contactless smart cards can enhance security and address privacy concerns, as the biometric template is stored on the secure card, rather than passed over a hackable network. Also, using a smart card for logical access applications can advance security, improve convenience for the end user and minimize help-desk calls for forgotten passwords for single sign-on cases.

The availability of cost-effective, multi-technology authentication devices is making it possible for hospital campuses and facilities to leverage their existing infrastructure, while adding new functionality at a reasonable cost.

The convenience afforded by using a single smart card has many organizations re-examining the value of converging currently independent systems to achieve solutions that are robust, easily managed and cost effective.

Smart card-based IP access solutions can make it easier to meet the unique and demanding needs of health-care applications, such as medication dispensing within a hospital setting.

For example, one organization has integrated a medication dispensary system into its access control solution, thereby reducing medication administration errors.

This integrated system provides the added benefit of allowing the medical center to track and audit access to medications, dosing amounts and medication administration schedules, helping staff and practitioners remain in compliance with hospital and regulatory policies and patient rights.



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- Dual-streaming functionality allows different settings for recording and streaming video
- Email notification upon alarm with images attached

Just like any other highly trafficked business, hospitals and health centers find value in IP video surveillance, either manned (immediate security) or unmanned (audit and forensics). Many companies use this technology today and hospitals have also found value in this security-enabling application.

Protecting Patient Information

While there are numerous standards and regulations facing the health-care market, it is also important to evaluate how your installation will impact the organization's ability to address overarching industry-specific rules.

In addition to better physical security systems, hospitals and health-care facilities are required by law to restrict access to private and personal patient information as outlined in HIPAA. This aims to protect patients' privacy through the use of more rigorous administrative processes.

At the forefront of this act is the call for stronger information security guidelines, as noted by the Privacy Rule. This requires compliance by health-care organizations - including health plans, providers, clearinghouses, business associates and contractors, billing agents and other related services - to protect a patient's personal data and confidential health information.

Facing growing pressure and scrutiny from various regulatory bodies, health-care CSOs are looking to implement stronger forms of authentication in an effort to restrict access to private patient data.

Throughout the course of a day, usernames and passwords are used to access everything from computers to online Web portals to network resources. But are these passwords secure?



As the amount of confidential data becomes increasingly accessible, health-care facilities are evaluating stronger security and searching for a replacement for traditional passwords. Unfortunately, many forms of stronger network security have been linked to poor user experiences and adoption. This does not need to be the case.

One way this can be accomplished is with logical access solutions, which encompass a number of PC and network-related applications, including secure authentication and/or login to the PC or network, secure E-mail, data encryption, file/folder encryption, single sign-on and remote VPN access.

Gaining access to the network, whether for ordering medication from the pharmacy or for accessing films or private patient information, can be mission critical for health-care facilities. With doctors and nurses using shared terminals or mobile workstations (such as the ubiquitous COW - "cart-on-wheels") ensuring that patient information is secure and accessible is a major issue, especially when it occurs within a life-saving situation.

If a medical professional loses or forgets his/her password and cannot gain prompt access to patient records, it could cost a life. Using either a contact or contactless smart card to authenticate to the mobile terminal or workstation can alleviate many of these issues. From a convenience perspective, having one card that does it all - a photo ID, an access control card, a cafeteria card and an additional authentication factor for network login - can provide a striking value proposition for organizations in the health-care market.

Leveraging the smart card across a wide range of applications beyond just opening the door can provide high value to hospitals and health-care facilities that are charged with maintaining the highest levels of security, and do so with a cost structure that saves time and money, as well as patients' lives.

HITECH Act Targets Security Disclosures

In early 2009, the Health Information Technology for Economic and Clinical Health Act, or HITECH Act, was signed into law as part of the American Recovery and Reinvestment Act of 2009 (ARRA). The HITECH Act adds notification requirements for health information security breaches and implements new data security standards and procedures for electronic health records (EHR).

One of the key provisions of this new Act requires health-care organizations and their service providers to disclose all security breaches that could compromise a patient's personal and protected health information (PHI).

While the Health Insurance Portability and Accountability Act of 1996 (HIPAA) addresses health information security and privacy issues, the HITECH Act extends the HIPAA Security and Privacy Rules to non- HIPAA covered entities - holding them to the same privacy and security standards as covered entities.

The HITECH Act's Health Breach Notification Rule is designed to protect electronic health information by calling for complete disclosure of breaches, including a description of the breach, when it occurred and was discovered, what types of information were involved, and a description of what was done to investigate and prevent future incidents.

Key provisions under this act, along with the certification process and standardization criteria have not yet been determined. However, the Federal Trade Commission has released a notice of proposed rule making regarding rules requiring vendors of personal health records and related entities to notify individuals when the security of their individually identifiable health information is breached.

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Medical staff, facilities management personnel and security guards working in Hospitals are exposed to possible risk both inside and outside of the facility environment.

They need communications devices that can stand up to the extreme nature of those jobs - devices that provide enough battery power to cover back-to-back shifts, send immediate alerts if they need assistance or are in trouble, and provide continuous GPS tracking. Their lives may just depend on their mobile device, and must be rugged and reliable enough to keep them connected and safe at all times.

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Security Window Solutions

For a security system to be effective, it must deter, detect and delay, which is why even the best electronic systems are not always enough. A great CCTV or intrusion detection system can deter and detect, but in order to delay, one requires strong physical security, which often begins with properly fortified doors and windows.

Security Window Solutions Ltd offer sleek European based steel joinery systems backed by the expertise and knowledge that only comes from years of experience making security doors and windows. The company is wholly New Zealand owned and operated with all their products being fabricated locally. Many of the products are installed here in New Zealand, but many items have gone to offshore locations.

Products from Security Window Solutions offer a number of clearly visible benefits of other similar products – literally! Their fully glazed doors are not only more attractive than traditional solid security doors, they also provide a clear field of view through the door providing added security through increased vision.



New Zealand's first steel framed curtain wall system at Mount Eden Prison



LHS:- Secure door tested to AS/NZ 3555 shown with optional serrvy batch. RHS:- 'Management' style security door

Furthermore, their glazed doors are less obtrusive, but no less secure and more welcoming, making the doors ideal for use at a wider variety of secure entry points, such as in reception areas, as internal doors within offices and even as entry doors. The doors also feature hollow profiles which lend themselves to the subtle addition of electronic door hardware, dual rubbers and drop seals for added noise reduction.

From 'management doors' that afford a few minutes protection against rigorous attack, to 'secure doors' generally tested to AS/NZS 3555, level 2, to withstand 30 minutes of physical attack - the level of strength afforded by the simplicity of steel will always exceed that offered by aluminum and composite systems.

Recent glass developments mean that the new glass types within steel framed windows and doors enable a range of protection possibilities including combinations of Intruder, Fire and Ballistic resistance, or even glass capable of providing all three types of protection.

Over the past year Security Window Solutions has re-focused and set about various design and testing regimes to meet today's market needs. They have developed a range of ballistic rated products, from windows, doors and 'pass through trays'. The products were tested to the US standard NIJ 0108.1 due to its wider international acceptance than AS/NZS 2343, and the fact that it is a more comprehensive test. In addition to the ballistic rated items Security Window Solutions can also assist with design solutions for blast situations.

Security Window Solutions was formed in 2008 and spent the first three years totally immersed in the design, supply, installation and glazing of 2,800 items for the Mt Eden Prison Redevelopment Project with Fletcher Construction Ltd. The project was New Zealand's largest steel joinery project. Successfully delivering \$10m worth of security doors and windows, on time and to the client's satisfaction, was quite a victory for the company.

With an established track record and an interesting and varied job portfolio they are willing to undertake any project however big or small. Some of the current projects include clients such as the Zoo, Health board, NZ Police and Foreign embassies.

To ease the workload placed on today's project designer's, Security Window Solutions have also established a network of complimentary companies who offer a range of compatible products such as ballistic rated wall paneling systems which enables them to offer a complete design, supply, installation, glazing and service package.

To find out more about Security Window Solutions and the products and services they can offer visit their website: www.securitywindowsolutions.com or phone and speak to them on 09 415 6994.

Alternatively email your enquiry to sales@securitywindowsolutions.com.

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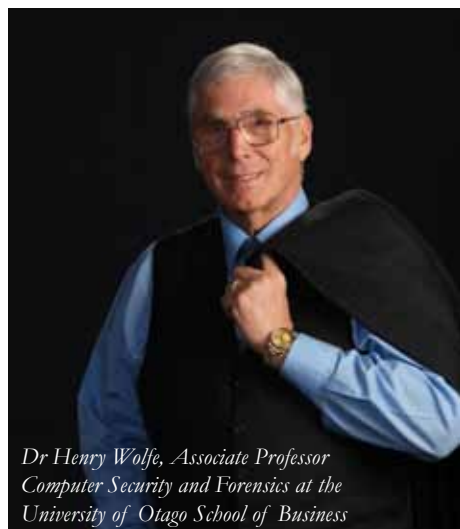
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Your information is your most valuable asset

Every other week there is a report of a company or organisation that has put potentially sensitive data at risk. It may be the ACC emailing confidential details of clients out in error, or a private company such as Hell Pizza having its customer database hacked.

Whatever the cause, sensitive client data or mission critical documents have found their way into the wrong hands. The consequences could be court action, a case before the Privacy Commissioner, or in extreme cases, the cessation of the business.

"Your information is your most valuable asset," says Dr Henry (Hank) Wolfe, Associate Professor Computer Security and Forensics at the University of Otago School of Business. "Should it fall into the wrong hands, it could compromise your market position."



*Dr Henry Wolfe, Associate Professor
Computer Security and Forensics at the
University of Otago School of Business*

Attacks, says Wolfe, can come from both outside and inside the organisation. From the outside the big risks are malware, spam and unauthorised attempts to penetrate the system. The internal threats come from staff members who may be disgruntled or wish to start an opposing business.

Half of all organisations fail to take security threats seriously enough according to security company Kaspersky Lab, which surveyed IT professionals in 22 countries earlier this year. Just under half of the respondents believe their company isn't really secure.

The most serious issues, Kaspersky said, were software vulnerabilities and problems linked to the use of mobile devices to access the corporate network.

Those threats are real. Nearly 50% of employees believed that it was okay to remove confidential documents from the office according to another survey by US-based FileTrek, a content management and tracking solutions vendor.

The online poll conducted by Harris Interactive found that the simple USB drive was the device of choice for plundering documents from the office. Often employees have their own devices which they can plug into a USB port to simply drag and drop the information they want. Then they forget to wipe these devices when they have finished with the files.

The FileTrek survey found a generational gap in attitudes towards handling confidential files. Sixty eight percent of 18-34 year olds found it acceptable to remove confidential files from the office. Only fifty percent of over 55s felt the same way.



Bring your own devices

With the growing use of private portable storage devices (PSDs) such as USB sticks, smartphones and iPods, organisations are at risk of leaking like a sieve. Without software or policy controls employees can and do copy data onto their own unsecured personal devices.

The Kaspersky research found that one third of companies surveyed allowed their employees to use them with full access to the corporate network and its resources. By doing so, they are creating a gaping hole in their security, the report's author said.

There is, however, a balance to be struck between the productivity that comes from allowing employees to bring their own devices to work on one hand and security on the other.

None-the-less, the 'bring your own devices to work trend' is an issue that vexes Privacy Commissioner Marie Shroff, especially in the case of government organisations. When surveying



Privacy Commissioner, Marie Shroff

government agencies she found that 120 PSDs which could have contained unencrypted personal data about clients or employees had been stolen in the year before her survey.

Even devices owned by an organisation can go walkabout. In recent months the Glasgow City Council in the United Kingdom admitted it had lost more than 700 PCs, laptops, smartphones and other electronic devices in the last five years. Among those devices were 260 laptops, containing data that was not encrypted.

Levels of risk

Whilst all organisations need to protect data, there are differing levels of need. A wide range of government organisations in New Zealand such as Work & Income New Zealand, and district health boards hold very sensitive data about individuals, which if they're not careful, could lead to breaches of the Privacy Act. They may have greater needs for confidentiality than a business selling widgets.

It's not just government organisations that ought to be concerned about privacy breaches, however. Many private and public companies in New Zealand are custodians of very sensitive data.

Privacy

One of many reasons that an organisation needs to consider document security and destruction is the issue of privacy. The Privacy Act in New Zealand is concerned with information collected, held, used or disclosed about people by "agencies". Among other things the Privacy Act requires organisations to keep sensitive information safe from loss or misuse.

A good example, Wolfe points out is that all employers need to keep good payroll records, which means that they all have some data that could compromise their employee's privacy if they're not careful.

How to secure data

There is no one way to secure data to ensure confidentiality, integrity and availability. The answer is a combination of clearly defined policies, robust document management and security systems.

The first step for any organisation is to define a policy to protect the business' information. Such policies need to identify the hardware and data to be protected, highlight the vulnerabilities and threats, and include measures to protect those assets. Every organisation has different needs. A good starting point is to read the official New Zealand Government Information Security Manual, which can be found online at: <http://tinyurl.com/coas2ur>. It is publicly available to increase awareness, and to share good practice.

It goes unsaid that every organisation in New Zealand should have up-to-date anti-virus and anti-malware software in place and operate firewalls. A surprising number of smaller businesses in particular don't pay enough attention to this.

Robust document management

The next step is to have robust document management systems, which should be a deterrent to confidential information leaving organisational servers.

Phil North of Ferret Software says the idea of document management is to store all documents, whether they be scanned hard copies, Word, Excel, PDF and other files, and emails, in one place. They are indexed fully and include version histories and audit trails to ensure integrity of the data.

"From a security respect you don't have three separate filing systems. It is (also) protected and backed up," says North.

"Who is allowed to view the files is controlled and no-one can change the actual documents." In the case of Ferret, authorised users can access a document to take a copy of it, but not edit it in the document management system.

North says all too often employee A has a bunch of emails and files relating to one client while employee B has a different set. One doesn't know that the other set exists, and vital information that could lead to a insurance claim being declined or a patient receiving the correct treatment, for example, is missed. Or they know each other is working on the same client, but

Remote working

Thanks to technological advances many organisations have staff members who work remotely from home in New Zealand or even overseas. Logging into the company servers remotely brings with it security problems. Far flung devices are harder to protect and control. As a result it's essential to ensure that these remote devices have the most up-to-date security software possible. That includes security apps for smartphones and tablets. Employees who work remotely also need to be educated about the need for current security software and strong passwords.

employee A doesn't know that employee B has edited a document and they both have different versions on their PCs. Should there be a legal problem involving that client, the lack of single source of storage could be a problem.

With no document management system in place the problem may be simply tracking multiple copies of the same document. An audit trail provides the goods if proof is needed that a particular version of a document was sent from A to B on XYZ date. "You want to be able to know the documents you have are legitimate and the originals," says North. "If Joe has changed the indexing or accessed the file you will know the date and time this was done."

Depending on the system chosen by an organisation some document management systems have the ability to enforce users to save documents into the system. Others require users to load the documents into the system if they feel it is appropriate.

In the case of Ferret, the user has a toolbar on the desktop or within the software such as Outlook. When clicked, it is relatively quick for the user to tag the document so it is saved against the correct record. In an insurance company that might be against a client's file. In an HR department, it might be the employee's records.

As well as connecting the dots together, document management systems also reduce the possibility of security breaches. That's because only authorised people can access documents. Not just any member of staff.

Not all document management systems are the same and not all organisations need the same level of document security. A company that deals with sensitive information about individuals' health, for example, might want to monitor employee access to information. In such a case documents can be tagged with security



options which control who they can be seen by. Unauthorised access might trigger an alert. Or, the system administrator can check who has accessed, copied, altered or saved certain documents.

Some organisations choose to use standalone security products over and above document management. There are many different products on the market. They might trigger a central alarm on the server if accessed. Or the security software might pop up on the desktop to warn users when they have a classified document open. If they want to email it to someone inside or outside the organisation who doesn't have authorisation to see the document the system will automatically alert the user.

This type of system could have prevented the much publicised ACC

The cloud

More and more organisations are finding it cost efficient to store data and/or operate systems in the cloud. That can be anything from sharing or filing documents on Google Drive, to running customer relationship management using Salesforce.com.

The pricing of cloud applications can be very seductive for organisations. Some can, quite understandably, get cold feet over the security concerns. The fears commonly are that they don't have control over where the information is stored and whether it will be encrypted in transit and storage. Yet with remote employees it can be more secure to use cloud-based applications and data storage than allowing them to store work on their own PCs and laptops, which could otherwise represent a security risk.



information leak says Chris O'Shea, Country Manager for ITB Distributors, which sells Titus SharePoint Security products in New Zealand. He adds that the vast majority of "inadvertent" data leaks happen via email at user level. As a result perimeter controls are important.

Another level of security worth considering is cryptography, says Wolfe. Encrypted data is effectively scrambled, needing a key to unscramble it. Only authorised staff members are given the key. Wolfe points out that even small business can buy cryptography products, such as PGP (Pretty Good Privacy) software, which would make proprietary or sensitive data much more difficult for unauthorised staff as well as hackers to access.

Whatever approach organisations take to security policies and platforms, they need to be good. Wolfe points out that your average hacker or corporate criminal has a far greater intellect than someone who takes a knife, goes to the local dairy and steals money.

If the criminals are located in-house they may have very high levels of motivation if they are annoyed with the organisation for any reason, says Wolfe.

Document destruction

As well as keeping information securely, organisations also need to destroy information once it's finished with. That may be paper documents or digital storage devices such as hard drives, CD-ROMS and even printers, which store information in their memories.

The best known form of destruction is paper shredding. This can be done anywhere with in-house shredding machines. It is becoming more common, however, to contract third party organisations to do the shredding.

Mobile operations such as ProShred and Mastagard can shred commercially sensitive materials on-site. There are also document destruction companies such as Onslow Document Services that collect paper in secure bins in offices and destroy it offsite. Onslow also offers secure document storage for companies that don't have the room to store documents in their premises.

When it comes to disposing of hard drives and other storage media, reformatting isn't enough, says Wolfe. The data can be reconstructed from imprints left behind after formatting. Wolfe's department recently bought 100 old hard drives from sources such as Trade Me for a research programme being carried out by a PhD student. In many cases those hard drives had both company and personal information still accessible.

Any media that carries an organisation's data ought to be put through the shredder, says Neil Rees sales and marketing manager at F.V. Evans & Sons, which manufactures Evashred-brand shredders. The shredders can process 15 hard drives a minute. Some shredders will even turn them into a confetti-like substance.

Rees says that the Evashred Piranha shredder can process memory sticks, CD, DVDs, VHS tapes, portable hard drives, data cards, mobile phones, credit cards, uniforms, and even printers. "It is anything that can fit into the hopper of the shredder," says Rees.

Finally, Wolfe says that although companies providing document security products have a vested interest in highlighting the risks: "from a neutral point of view as a security professional, this is vital. While they are pushing their products a lot of their arguments are sound."

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Security conference takes international perspective

A wide range of topics and a packed exhibition were hallmarks of the 2012 New Zealand Security Conference and Exhibition held in Auckland during August.

Auckland Mayor, Len Brown opened the conference proper, telling delegates that a South Auckland project to coordinate security activities resulted in a 50 percent reduction in petty crime, a feat he would like to duplicate in wider Auckland with the assistance of the private security industry.

He also referred to 120 public entity CCTV cameras within one kilometre of the central city as an example of security and safety potential that has yet to be fully realised, because of incomplete monitoring.



Auckland Mayor, Len Brown opening the conference



Graham McGregor, marketing guru

Both themes were to be revisited in detail later during the two day conference.

A well attended breakfast session by ASB economist Jane Turner had already set the scene for the mayor, and he was followed by marketing guru Graham McGregor who showed delegates simple marketing techniques that could help get you ahead of your competition.

New Zealand Security Association (NZSA) Executive Officer, Greg Watts says there was excellent feedback about the quality and diversity of speakers.

"We try to set a good balance between security industry topics and sessions that are going to help you improve and grow your business," he says.

Second day opening speaker, Professor Grant Schofield is consultant

in neuroscience of leadership, offered insights into how to apply his findings, to building a resilient organisation with a healthy and engaged staff.

Soon after Australian-based social media expert, Tony Ridley had jaws dropping when he demonstrated just how much information is collected about your online presence and how quickly your brand could be ruined by nothing more than a kid using their mother's internet connection.

Thankfully, he also showed not only how to manage and respond to that risk, but also how to use online analytical tools - most of them free - to get your results at the top of search lists, something he has learned to be pretty adept at thanks to sharing his name with a famous film director.



Tony Ridley, Australian-based social media expert

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Bill Butler, the Chief Executive of the U.K. regulatory body, the Security Industry Authority was the keynote speaker

Vital

Understanding and engaging with social media is something that Greg Watts says is going to be vital for the industry in the future.

"There's been a slow uptake, and a lot of speakers speak about it in a fluffy way, but Tony Ridley went into detail and showed on screen, and I think people got a lot from it – now they just need to follow it up," he says.

The conference also produced heavyweight speakers when it came to security topics.

Keynote speaker, Bill Butler, the Chief Executive of the U.K. regulatory body, the Security Industry Authority, delivered a presentation that put New Zealand's own regulatory and legal frame into an international context (full story page 26).

The conference was also bought up to date with progress on the implementation of the 2010 legislation by the Private Security Personnel Licensing Authority, Roger Gill (full story page 32), while



NZSA Chief Executive Officer Greg Watts



Andy Hays, is an international CCTV specialist

police speakers outlined progress of the Crime Prevention Partnership forum.

Another keynote session was presented by international CCTV specialist, Andy Hays, who said properly defining the operational requirements was the key to building effective and economical CCTV systems.

Without a careful definition of what exactly the CCTV device is supposed to do and what it is intended to achieve, you can never know if your project is successful or not - until things go wrong, as highlighted when it was found that something like 85 percent of CCTV footage that U.K. Police were left to analyse after the 2005 London Transport bombings, was useless.

The 'It works okay,' approach is a hopelessly inadequate basis for signing off the millions of dollars that are spent each year on systems, says Hays, who demonstrated a series of systematic testing techniques.

A parallel approach to crime prevention by design was outlined by Safe Communities Foundation of New Zealand (SCFNZ) regional advisor, Laurie Gabites, a recognised CPTED (Crime Prevention through environmental Design) practitioner.

Prominent Australian lawyer, Steve Mark closed the conference by walking delegates through the security implications of global warming. He says population displacement from rising sea levels will be a security issue, but the effect is already being felt with the increase in extreme weather events like the 2010-2011 Queensland floods that saw a staggering 5000,000 sq km declared a disaster zone.

It was a sobering assessment, but as delegates headed off to the awards ceremony and dinner (story page 29), it did tend to make you feel pretty good about living and working in New Zealand.

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Hi-tech exhibition leaves room for innovation

High tech, high resolution CCTV cameras seemed to be everywhere at the New Zealand Security Exhibition, perhaps because they are so visual. They tend to grab attention because they are advancing rapidly, but it turns out some of the less visual technology on show at the exhibition is developing just as quickly.

With images improving so dramatically the exhibition showed that the innovation focus is shifting towards the smarts built into the cameras, the options for recording and retrieval, and the software systems to manage all the extra data created by the new generation of high resolution cameras.

But even with CCTV the simplest ideas can make a big difference.

Pocket Video

A camera recorder aimed to help achieve compliance through persuasion rather than force caught attention on the CERT Systems stand.



When interaction with security or compliance staff goes badly, it can escalate quickly, and these days there is always the risk of 'he said, she said' playing out in the media.

The pocket sized video camera/recorder aims to reduce the chances of all that with a forward facing screen on the officer's vest acting as a constant reminder that events are being recorded.

CERT's Ian Henderson says research shows it modifies the subject's behaviour, because they can see they're being recorded, but that it also modifies officer behaviour.

"The concept has been around for a few years, but the idea of having a forward facing screen is quite new," he says.

Night vision

Night vision devices have been around for a quite few years too, and according to Anthony Corke, Technical Director of Pulsar NV New Zealand, like so much else they are heading down the digital road.



"The digital performance is getting better and better, and it costs a lot less to produce a CCD array than it does an image intensifier tube," says Corke.

But if you are into dodgy activities, watch out - certain government departments are equipping with new compact night vision devices that have time and date stamped video recording for evidence gathering, says Corke.

Access control

Cameras and night vision are exciting, but more often than not, good security still largely rests on robust access control systems.

Access cards are still the basic control device for most systems, but this year's exhibition was showing off NFC (near field communications) and biometrics.



NFC makes smartphones act like a contact free ID card. It is the same technology that in some cities allows you to swipe your mobile phone near an NFC equipped EFTPOS terminal to pay for small purchases.

If NFC mobile phone security is good enough for the banks it's good enough for access control, and HID were keen to demonstrate the simplicity of the system from their stand.

Face recognition has also entered the affordable access control arena with three time conference sponsor Intek showing localised face and fingerprint access control readers with a level of sophistication that just a few years ago was spy movie stuff.

But even the best access control would be pointless without a decent lock on the door, and despite lock and key probably having the longest history of any technology at the show, Assa Abloy showed there is still room for innovation and new generation products – some of which we are not allowed to report on yet.

Bullet proof

At a lot of exhibition stands at the security show you have to ask what the product was all about, but bullet marks on glass need little explanation.



Graeme Knowles of Security Windows Solutions says the company grew out of the massive Mt Eden Prison rebuild project, a project that called for robust security in glass instead of concrete and steel.

Secure glass changes the whole dynamics, he says.

“Officers can see what’s going on without having to go into the room, and it softens the whole environment.”

Shredded

On another stand, local innovator Gavin Hubbard was showing off uniformly sized bits of debris.

He says getting rid of old computer hard drives, backup tapes, CDs, and other outdated electronic records is a big problem for corporates, government, and financial institutions. It would be a huge security and privacy breach to dump it, yet to attempt to wipe the data files is time consuming and fraught with uncertainty.

His answer is a truck which arrives at your site with a specially built heavy duty shredder that will shred hard drives, flash drives, old back up tapes and other data media, leaving a residue that can be recycled – the crushed up debris he was showing on his stand.

Success

Summarising the Security Exhibition, New Zealand Security Association Executive Officer, Greg Watts, said with all the space sold out and visitor numbers up, thanks in part to a radio advertising campaign, the event was a success..

He says allied with New Zealand Security Conference, the Exhibition attracts significant industry decision makers, and also provides a welcome opportunity for suppliers and exhibitors to network.

The U.K. experience

At a time when our New Zealand security industry legislation has barely been in place long enough for us to begin to evaluate its effectiveness, Bill Butler is an interesting man to listen to.

He is the U.K.'s Security Industry Authority (SIA) and his experience gives you another perspective on the state of our legislative and regulatory framework here in NZ.

For him regulation is about regulating with the industry, not to the industry. At the same time, as an ex-auditor, he is well used to people tolerating him rather than liking him.

"If everybody likes me I wouldn't be a good regulator," he says. "But my experience as a regulator is that most of the time you don't need to be horrible, you just need to help people."

The SIA works under 2001 legislation which leaves alarm installers, electronics, security consultants, and private investigators all outside the regulatory net. And like NZ, the U.K. only regulates where security is provided on contract, leaving in-house security personnel unregulated.

Security Companies are not currently licensed in the U.K. but there are moves to change that. However an Accredited Contractor Scheme is already in place and it is proposed that in the long term an industry body could take charge of the scheme once company licenses come in.

This would put the U.K. in a similar position to the New Zealand Security Association company accreditation scheme which sits as a voluntary regime over and above licensing. About 740 U.K. companies are in the U.K. Accredited Contractor Scheme, covering about 60 percent of the industry.

"Businesses regard the scheme as a marketing advantage, and in Scotland it's virtually impossible to get work without it," says Butler.

Criminality

To work in the U.K. security industry individuals have to pass a criminality test to qualify as a 'fit and proper person,'

but there are some practical differences compared with New Zealand.

"About 25 percent of licensed individuals are not U.K. Nationals," says Butler.

"Anybody who has worked overseas for more than six months has to write to one of 200 agencies in countries around the world to get a certificate to say whether they have committed any offence when they were abroad."

Butler says they also have to take account of the Good Friday agreement that ended the troubles in Northern Ireland.

"Because of the Good Friday agreement we have to consider licence applications from people who were members of terrorist organizations, some of whom had done things which would normally exclude you from being licensed anywhere in the world.

"This is a relatively small number of people, about 75, but it is a hellishly complicated business and I'm still in court for four out of five occasions as to whether the decision I have made on those licences was right."

Before starting work

Mandatory training for some classes of personnel is on the way for New Zealand, but in the U.K. you have to undergo training before you start work.

It takes four days to complete U.K. security guard training and the individual has to pay, or find somebody who will sponsor them to do it.

According to Butler the standard is pitched low.

"We make no pretence that the amount of training equips you to do the job," he says. "It is really intended to make sure that before you go anywhere near the public, you've got some basic knowledge of what you want to do. We don't have an apprenticeship, you've either got our badge and you can work, or you haven't got our badge and you can't work.

"That causes considerable consternation in the industry thanks to the law of unintended consequences. In an industry where margins are key, and people are

buying on the lowest price, it is a lot easier to employ people who've got the badge, and no more skills or experience than that – rather than somebody who's been doing it for 10 years and knows exactly what they're doing.

"So what we've done by creating a minimum, is actually create the maximum," he says.

Churn

Butler also says that over a three year cycle in the U.K. 65 percent of people do not renew their licences.

"Large responsible businesses tell me their churn is less than 10 percent, and in current economic times it reaches 15 to 16 percent. I don't know what is going on, but it is pouring money down the drain and I suspect it's something to do with the way we treat people," says Butler.

"One thing I really don't like is the gender split. The private security industry is not just dealing with blokes, and there is massive under representation of women [about 8 percent of security workforce in the U.K.]"

Butler referred to the smattering of woman around the Auckland venue, but admitted it was slightly better than an equivalent gathering in the U.K. would be.

"We are missing out on skills, were missing out on ability to work with half of the population. It would not be tolerated in any other sector," he says.

Tasked

It won't make any difference to the gender split, but Butler has recently been tasked with leading a regulatory change in the U.K. – including the move to extend licensing to companies.

For Butler it is a big turnaround from original U.K. Government proposals which suggested in 2010 that the Security Industry Authority be abolished as part of austerity measures.

"There was absolute uproar in the industry," he says modestly.

And there you go, you can't get a better vote of confidence in your performance than that.

The Skills Organisation

We are turning over a new leaf

It's been a busy time with new opportunities for us and a new direction for the industry training sector. Recently we have unveiled a new look and added industries – to catch up on everything that has been happening keep reading.

The Skills Organisation

The industry training world has evolved since ETITO started out in 1992 - from the number of industries we represent to the changing nature of the industry training sector itself. Earlier this year we took some time to review what this meant - the result being a new name and new brand to represent it.

We feel The Skills Organisation better represents what it is we do for you. Our new identity is simple and easily identifiable across all of our sectors better reflecting who we have become and how what we do relates to your industry.

You will have started to see the brand rolled-out. It's business as usual for us and we will keep you up-to-date throughout the process.

At our very core nothing has changed – we will continue to operate in our current structure and your contacts will remain the same.

Increase in industry coverage

Our new name is not the only change for the organisation. From 1 October, the plumbing, gasfitting, drainlaying and roofing ITO (PGDRITO) will be merging with The Skills Organisation. This follows our recent merger with the public sector ITO (Learning State), where we assumed coverage of local and central government and civil defence sectors.

These mergers reflect the changing nature of the industry training sector and illustrates the shared commitment from ITOs to continue to develop and deliver the qualifications and services needed by our industries. One of the key factors behind the mergers was the increased support that would be available to employers and trainees because of the combined resources and services.

The expansion has meant a new address for our Wellington office with staff moving to the former Learning State premises, where they will soon be joined by the PGDRITO staff. Auckland based PGDRITO staff will be joining the Ellerslie head office.

Ministry of Education review

The Skills Organisation has responded to the proposals in the Minister of Education's Industry Training Review Consultation Document released on the 1st of August, 2012.

Our submission deals with each of the 11 policy proposals in turn, and sets out our support or opposition, with reasoning, in response to each of the specific proposals. The Skills Organisation is largely supportive of the changes and clarity provided by the proposals in the consultation document. We believe these changes will result in a stronger, more efficient and effective industry training sector that is better aligned to, and integrated with, the rest of the vocational education and training system.

skills.

To keep up-to-date on all the latest developments you can visit: skills.org.nz call: 0508 SKILLS email: info@skills.org.nz

Security Association breaks new ground

Bronwyn Paul may speak unpretentiously but she is made of tough stuff, carving out a career in an industry that isn't used to women, let alone women leaders.

In August she was elected to one of the industry's top leadership roles as chair of the New Zealand Security Association, after a year serving as the sole female board member.

The path to become the first woman to take the position has required both resilience and the ability to see good in people.

"The very first New Zealand Security Association conference I ever went to, I was the only woman there," she recalls.

"This gentleman came up to me, pointed his finger at me, got really close to my nose, and said, 'there is no room for women in this industry'.

I was shocked and taken aback, but the irony is that he was such an amazing person who ended up supporting me and becoming a really important mentor to me. He just had a tough shell that he didn't like anyone to see through."

Her resilience has been tested again this year by what she euphemistically calls a health speed bump – which she hopes is behind her – but she says the support offered by the board and out-going chair, Alistair Hogg convinced her to step forward and accept the role.

Ms Paul is a 26 year veteran of the security industry as a director of Wanganui Security Services and Alarmguard New Zealand, a Past President of the Wanganui Chamber of Commerce, and holds a Bachelor of Applied Management degree.

Her journey in the security industry began in the 1980s after meeting business partner and husband Mark Simmonds.

"It was a completely different career change for me, but as one of those things that gets under your skin, I have got an absolute passion for it now," she says.

"The industry has come such a long way since then. Customers expectations have increased. They have become more educated and informed about what makes a good security company and what makes good security practice, and I think that has made a big difference in the way that security companies act."

She says the new legislation has underpinned changes in the industry but by itself that isn't enough.

"Quite often people will only work to the minimum requirements. It is too easy to get stuck into a cycle of more and more price cutting – from both the supplier side and on the customer side. That doesn't do the industry or the customers any favours, because as soon as you start discounting a price, somewhere down the line you have to discount the actual service."

The New Zealand Security Association has done a good job in getting a lot of this across to suppliers, to members, to customers and the general public, says Ms Paul.

"But ultimately I would like to see what is already happening in some countries, where if you want to be in the industry it is compulsory to join the member organization.

Then if you don't comply, and you don't meet the practice standards, then you are basically not allowed to be in that member organization, or the industry."



Bronwyn Paul is the new chair of the New Zealand Security Association

Although compulsion is not on the legislative horizon, voluntary New Zealand Security Association benchmarking through codes of practice and accreditation are gaining in importance, and seeing them more widely adopted will be a major thrust of Ms Paul's two year term.

She also wants to make sure that every single company and person working within the industry is properly vetted and licensed.

"If they are not they should get out," she says.

"I have had a couple of complaints come through to me where companies have complained that operators in their region are competing for the same jobs they are working, but they are not licensed, but they feel threatened when they approach them about not being licensed.

If somebody feels threatened about making a complaint, they should definitely supply accurate information to NZ Security Association, and we will get it looked at," she says.

With Ms Paul at the helm of the NZ Security Association board, you get the feeling there won't be any room for cruising.

"I will be finding out from the board what they are passionate about, what would they really like to see happen in the next 12 months, and get some real engagement, and involvement from each member," she says.

"If there was such a thing as an industry report card I would say 'we've come a long way, but we could still do better.'"

The 2012 NZSA - ETITO Awards



Ian Dick memorial award

A pair of security officers credited with saving a man's life have shared the NZSA-ETITO Security Officer of the Year award, now renamed the Ian Dick Memorial Award for the Security Officer of the Year.

The award was presented by the New Zealand Security Association (NZSA) and ETITO, the industry training organisation, at a dinner held to close the annual New Zealand Security Conference in Auckland.

Reading the citation, ETITO Chief Executive, Garry Fissenden said Peter Liufau and Sifaia Fonoti from Guardforce Security were responding to a plea for help when they found a young man underwater and motionless in the West Auckland Oratia Stream.

Both officers ran to the scene where they found the intoxicated man unresponsive in the water, dragged him to safety and monitored him to make sure he was breathing until the ambulance arrived.

In supporting the nomination, Westfield Westcity Manager, Darren Wolley said that he has no doubt that the man would have drowned if Liufau and Fonoti had not intervened.

But Fonoti said most security officers would have done exactly the same thing.

"We received this award, but there are a lot of security guards up and down the country that are working just as hard and haven't been recognised."

Training workplace of the year

At the same event Matrix Security was awarded the NZSA-ETITO Registered Training Workplace of the Year.

Garry Fissenden said the award recognised the company's outstanding commitment to improving workplace performance through a robust skills training culture.

"Making the decision to train internally was a huge undertaking that they have continued to deliver on, going the extra



Workplace assessor of the year, Liezl Foxcroft from University of Auckland

mile to find the best training materials in conjunction with ETITO," he said. Matrix Training and Safety Officer, Wayne Black accepted the award for the company. He said the company's commitment to training pays a big dividend in staff loyalty.

"People get a sense of achievement and a lot of our people who have gone on to level two and three, they are still with us," he said.

Workplace assessor of the year

Organising a 12 week fitness boot camp for managers and security staff before she could assess a fitness module, was just one of the initiatives that led to Liezl Foxcroft from University of Auckland winning the NZSA-ETITO Workplace Assessor of the Year award.

In citing the award, Garry Fissenden said she was a relative newcomer to the security industry but took it upon herself to complete the National Certificate in Security Level 2 qualification so she could become an assessor, and is shortly expected to complete the Level 3.

"She was instrumental in achieving a 100% completion rate for 38 security trainees and has been credited with putting the building blocks in place for trainees' success, as well as helping improve motivation, morale and team support," he said.

Trainee of the Year

Wellingtonian Henry Lemalu from First Contact Security, was named 2012 NZSA-ETITO Security Trainee of the Year.

Cited for an unwavering commitment to his training over the course of the last few years, Lemalu achieved the National Certificate in Security Levels 1 and 2.



Trainee of the Year, Henry Lemalu from First Contact Security

"It has been hard, but it has paid off," he said.

The citation noted that as well as persevering in his own training, he holds the position of Team Leader and shows admirable leadership abilities in the workplace.

He said the award will keep him inspired as he works towards the level 3 qualification.

Security Personality of the Year

Out-going chair of the NZ Security Association, Alistair Hogg was a somewhat reluctant recipient of the Security Personality of the Year award.

On accepting the award he immediately issued a challenge.

He said he would match the \$500 prize money from his own pocket, and return it to NZ Security Association.

"I'd like to set up a professional development scholarship fund for up and coming security professionals and I challenge ETITO, New Zealand Security Association and ASIS, to get out there and do something positive with it."

Garry Fissenden said ETITO would also match the amount.

"We love the idea of recognising people and training," he said.



Security Personality of the Year, Alistair Hogg (left) ETITO Chief Executive, Garry Fissenden

Latest digital night vision technology on show at the 2012 New Zealand Security Conference

A range of Pulsar professional night vision systems were on show at the 2012 New Zealand Security Association Conference, which gained a great deal of interest from a variety of potential end-users. Systems on show included monoculars, binoculars, digital night vision recorders, and thermal imaging units. Particular interest was shown in the new digital night vision systems due to their combination of performance and cost effectiveness.

Digital technology has revolutionized nearly every aspect of our lives, from photography through to our banking system, delivering faster, easier, and more cost effective ways of living and working. Digital night vision (DNV) systems are at the cutting edge of night vision technology, and are gaining worldwide popularity for security, law enforcement, and surveillance operations.

Traditional night vision systems use an image intensifier tube (IIT), which is a technology that was first developed in World War 2, and that works on the same principle as the old cathode ray tube (CRT) television. Though high-end IIT systems still represent state-of-the-art performance, they are costly, prone to bright light damage, and have reached the end of any feasible further development.

DNV systems use a highly sensitive close couple device (CCD) array that is optimized for the near infrared spectrum. These CCD arrays are able to withstand bright light exposure, are easier to mass produce, and can have a whopping 25,000 hour mean time to failure (MTF). Extra features such as video-out sockets, in-built digital recorders, and image enhancements are easily incorporated into a DNV unit. DNV systems also represent outstanding value, costing only a fraction of their analogue IIT counterparts, which is the trend with any digital system (remember how much new CRT televisions used to cost).

Pulsar Systems USA Inc. are a major player in the night vision market, and are global leaders in DNV. Their hand-held Pulsar Recon 550R epitomizes what is possible with a professional DNV system, with performance and features that are extremely useful in any situation where covert observation in complete darkness is necessary, especially when an offender may be armed. This unit is already in use in New Zealand, having been evaluated and purchased by the Ministry of Primary Industries for use by their Fisheries Compliance and Response officers.

The advantages of the Pulsar Recon 550R can be summed up by performance, features, and cost as follows:

Pulsar Recon 550R



The Pulsar Recon 550R with the 'Stealth' illuminator is easy to hold and use with one hand



Pulsar products are available from Archetype Precision Systems Limited, who are the exclusive New Zealand and the South Pacific distributor

Performance

The Pulsar Recon 550R produces a high resolution black and white image that is capable of detecting a person at 250m in normal night-time conditions (starlight/quarter moon), but can also be used in total darkness with the aid of a 940nm infrared 'stealth' illuminator (supplied with the unit), which has the added benefit of making black clothing look bright.

Features

The Pulsar Recon 550R is lightweight and compact hand-held unit with an in-built digital video recorder with a motion detection mode for remote surveillance. The video and stills are stored on an SD card, and can be time and date stamped for evidential proof or to support written evidence. The unit has four viewing modes, normal- for good detail rendition; high contrast- enhances the image in low contrast situation; green image- more restful for prolonged observation; red image- helps to retain natural night vision.

Cost

A Pulsar Recon 550R and 'Stealth' illuminator kit cost less than \$1400, which is remarkable for a professional night vision unit, especially when it has the ability to record. Other models in the Pulsar Recon range start from around \$800, up to around \$2500 for the soon to be released Pulsar Recon X750. (All prices plus GST).

DNV systems are readily available, and due to their low investment cost, are another useful tool for increasing the efficiency and safety of security personnel, private investigators, and law enforcement officers.

Spot'em with a Pulsar night vision system.



Pulsar Recon 550R
Digital night vision
video/still recorder

Pulsar Quantum HD38
Professional thermal imager

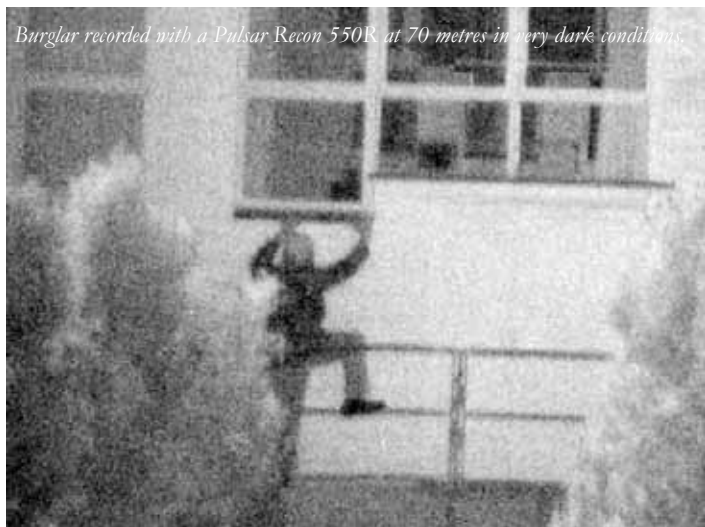


Pulsar Edge GS 2.7x50
Night vision binocular



www.pulsar-nv.co.nz ph: 03 9700 570

Burglar recorded with a Pulsar Recon 550R at 70 metres in very dark conditions.

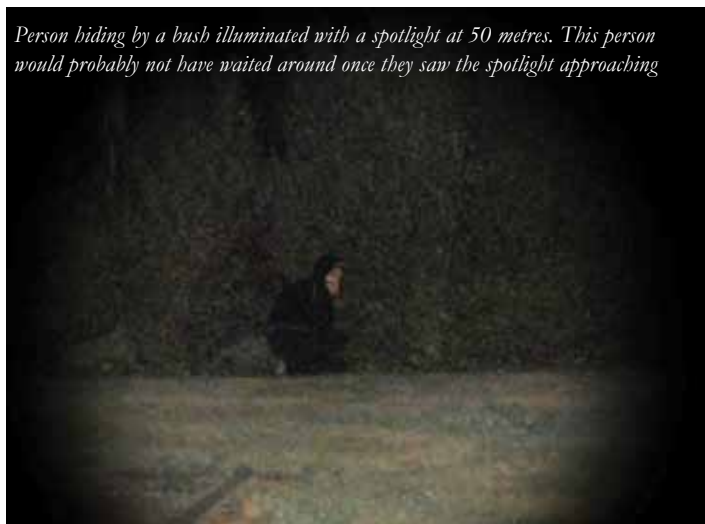


Person hiding by a bush illuminated with a Pulsar Recon 550R and 'stealth' illuminator. This person would not know that they were being watched and recorded under these conditions

44:16



Person hiding by a bush illuminated with a spotlight at 50 metres. This person would probably not have waited around once they saw the spotlight approaching



Person dressed in black whilst being viewed with a Pulsar Recon 550R and 'stealth' illuminator. The advantage lies clearly with the security person who would be invisible to a potential offender in extreme darkness



Two years on: Is the new law working?

There were sighs of relief all round when two years ago the then Associate Minister of Justice, Nathan Guy, announced to the Security Conference that the new Private Security Personnel and Private Investigators Act 2010 (PSPPIA) was being enacted.

Back then the 2011 Rugby World Cup was just a year away, giving impetus to the push to get it passed. If it was worth doing, it was worth doing for the Rugby World Cup.

Well, it didn't work out that way. After a few months of fluffing about, the

government announced that mandatory certificates of approval for crowd controllers would come in just after the tournament finished. As it turned out, it didn't matter – the whole thing went off smoothly in any case.

That push back bought the government some breathing room, but fast forward to this year's Security Conference and the industry still doesn't know how a key intention of the act – compulsory training for crowd controllers, personal guards and property guards – will be implemented, when it will happen, or how much it will cost.

The Private Security Personnel Licensing Authority (PSPLA), Roger Gill, told the New Zealand Security Conference in August that training regulations could be in place over the next few months, maybe in early 2013. That's just for the regulations – it will take considerably longer for training providers to gear up for it, and for trainees to complete it.

Working

Mr Gill had better news about the other key thrust of the act – licensing. What's more he showed the conference that he is prepared to be open about both the successes and issues that have cropped up.

He gave numbers that tell the story: of about 18,500 applications for certificates of approval and individual licences, 216 have been declined and 159 withdrawn

(withdrawals are usually the result of applicants realising they have little prospect of being successful).

For company licences, 1325 have been submitted, one has been declined and 15 withdrawn. Police objected 339 times leading to about 250 application refusals.

Mr Gill says the most common scenario for objections to an application is someone who was a real tearaway and did some stupid things when they were young.

"Then he meets a girl, settles down, has a couple of children, and is on an entirely different life's path. I think it is important to give some encouragement to that sort of person," he says.

In marginal cases he has used another technique.

"We say come back in 12 months' time and prove that you are really worth a certificate."

Not the same

Mr Gill says one of the practical problems is that the legislation says the criteria to get a certificate are tighter than the criteria to keep one when you have it.

"Once you actually get a certificate the only way that you can be knocked out is to be convicted of a specified offence, or to commit this conduct in the conduct of your duties," he says.

Personal drug use is not statutory grounds to cancel a certificate, and in another case a conviction for \$50,000



Roger Gill, Security Personnel Licensing Authority

You wouldn't consider anything but the best when it comes to medical treatment! So why cut corners when it comes to your security?

Sony's latest IP cameras are amazingly compact, discreet and stylish - available in black or white to blend into your hospital's interior décor. But don't let the good looks fool you. There's the picture quality of full HD 1080p resolution, supporting H.264 at 15 frames per second. There's the flexibility of a range of codecs plus the ability to stream two different pictures at once. And these cameras are plenty smart, with Sony's DEPA™ analytics, ONVIF™ interoperability and bundled RealShot™ Manager Lite software. Sony IP cameras. Brains have never been so beautiful.



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social welfare fraud was not grounds to cancel a certificate under the act because it is not a specified offence – although in that case the person decided to surrender their certificate anyway.

Warning

Security companies also received a stern warning from Mr Gill about annual licence returns.

“You are required to do an annual return and failure to comply, results in automatic suspension of the licence from the date of noncompliance,” he says.

He says by the end July only 132 out of 405 annual returns that were due had been received.

“You may get a reminder letter this time, but if you haven't done it, do it soon, otherwise you may find yourself unable to operate,” he cautions.

Complaints

Now that processing applications is pretty well up to date, Mr Gill says more of his work is coming in the way of complaints, with actual investigations carried out by the Complaints Investigation and Prosecution Unit (CIPU) within the Internal Affairs Department.

In the past year the department received 47 complaints, 29 of them about unlicensed operators.

Breaches of the Act were identified in 19 of these complaints. Six warnings were issued, no further action was taken on five complaints, four were referred back to Licensing Authority, and one case involving 3 defendants is currently before the Hamilton District Court.

Enforcement

Internal Affairs' Regulatory Services General Manager Maarten Quivooy says the unit has resolved some issues by successfully encouraging compliance with the law.

“A number of individuals were ostensibly unlicensed but we found they had either applied for the wrong Certificate of Approval or licence or were confused about what they were required to do. We worked through the requirements with them and they successfully processed the correct application,” he says.

Exactly when this kind of pragmatic approach is warranted and when it is not appropriate is laid out in the department's Approach to Compliance and Enforcement 2012 policy document on their website.

Quivooy says the department is also reorganising the Regulatory Services section and from now on the Gambling Compliance group will pick up responsibility for CIPU, a move he believes will improve performance and provide better coverage. “This group has teams in Auckland, Hamilton, Wellington, Christchurch, Queenstown, and Dunedin and work will be assigned to whichever team is best positioned to undertake specific investigations,” he says.

Pass mark

With the number of complaints dealt with by the CIPU and the number of applicants turned away by the Private Security Personnel Licensing Authority it is probably fair to say the new Act gets a pass mark on one of its main objectives - to keep unsuitable characters out of the industry, although there is always the risk that one of Mr Gill's reformed tearaways will lapse - a risk he acknowledges.

But when it comes to the key intention of the law - that the public can be confident that bouncers and guards have received basic training in how to act professionally, the government has yet to finish their part of the job.

Maybe they will get around to it before we next play the French at Eden Park.

NZIPI Update

AGM

The NZIPI held its AGM recently in Auckland. Ron McQuilter, CFE was re-elected Chairman for a third consecutive term and our committee numbers increased, indicating our members commitment to the Institute.

We will report fully on the topics of our AGM and the Institute's plans for the coming year in the next edition.

2014 World Association of Detectives annual conference

One of our members, Danny Toresen attended the 2011 conference in Hong Kong where New Zealand was put forward as a Conference destination.

He again attended this years conference in Boston and is very pleased to announce that Auckland New Zealand won the bid to host the World Association of Detectives annual conference in 2014 by a substantial margin against determined bids from Sydney Australia and New Delhi India. Thompson & Toresen presented a very professional bid which was supported by Tourism New Zealand, the New Zealand Police and Auckland Mayor, Len Brown.

This will create a great opportunity for our New Zealand private investigators to attend the conference, network, create relationships and discuss their business with experienced and successful investigators from all over the world. We are sure that the attending WAD members will have a memorable trip and enjoy our

typical Kiwi hospitality. We need to thank Police Commissioner, Peter Marshall and the Mayor of Auckland, Len Brown for their endorsements and of course the great work put in by Leonie Ashford at Tourism New Zealand.

Already, some NZIPI members have expressed an interest in joining the World Association of Detectives. With origins dating back to 1921, WAD is the longest established and largest association of its kind in the world.

The WAD was formed as a joint venture by the combined membership of the World Association of Detectives and the International Secret Service Association for the following purposes:

- To promote and maintain the highest ethical practices in the profession of private investigator or security service;
- To select for membership only those individuals whose personal and professional backgrounds and business affiliations have strictly observed the precepts of truth, accuracy and prudence;
- To eliminate unreliable, incompetent and irresponsible members of the profession;
- To foster and perpetuate a spirit of cooperation among its members and with all those engaged in law enforcement; and
- To further establish a mutual feeling of trust, goodwill and friendship among agencies throughout the world.



Danny believes that it is a worthwhile organisation that gives great benefit to its members. Of particular note and something our NZIPI members are starting to find useful is the WAD Listserve, allowing fast international assistance and advice on a huge range of topics from all corners of the globe. If you have a query of whatever type, within hours if not minutes, you will receive good quality advice from someone in the 700 odd membership of over 80 different countries. Current New Zealand WAD members are: Verdi Van Beek, Trevor Morley, Mike Keaney, Danny Toresen and Dan Thompson.

For further information members can check out the site at <http://wad.net/site/pages/home.cgi>. Both Verdi and Danny would be pleased to support and assist any of the NZIPI membership in their applications.



Danny Toresen at the 2012 World Association of Detectives annual conference



Turn night into day!

NEW FLIR F-Series

NEW FLIR PT-Series

Total Darkness

Thermal Image

Fog or Smoke

Thermal Image

Network-ready thermal imaging cameras for security applications

Thermal imaging cameras are becoming more and more popular for security and surveillance applications. Many users are asking for thermal imaging cameras that can seamlessly be integrated in new or existing TCP/IP networks. The new FLIR F- and PT thermal imaging cameras are an answer to their demands. The F-Series are fixed mount thermal imaging cameras. Once installed they always look in the same direction. The PT-Series are mounted on a precision Pan/Tilt. This drastically increases

situational awareness. They also contain a daylight/low light camera that can be used when conditions permit. All cameras can be installed in a TCP/IP configuration or an analog configuration.

According to your needs, you can choose from a wide variety of lenses. You also have the choice of image quality: 640 x 480, 320 x 240 and 160 x 120 pixel detectors are available.

Available at:

The Glamour of Glitter

“All that glitters is not gold” is a famous quotation, well known throughout the world. It originated with William Shakespeare and has been recognised as having a surprising amount of truth.

It is just as true in the security industry, where we see fantastic packaging on so many products. As professionals working with products and situations all the time we get to learn more about the true story behind how they are made. Some days it even feels as though the flashier the packaging the worse the product.

This of course is not a fact at all. Take for instance the Lockwood 001 and 002 range of automatic deadlocks that come in many finishes and colours including a nice shiny goldy finish. For most manufacturers we would call this finish PB which stands for Polished Brass. Not so for this product. The manufacturer calls it a Gold finish.



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Email: national@masterlocksmiths.com.au
Ph: 0800 652 269

Naturally all us good, hard working tradesman were pretty cynical about this claim when it was first made. So when I got the opportunity to go through the factory in Australia where they are made, I paid close attention to the electroplating baths to see what really happened.

Sure enough, there was the huge tank labelled gold finish. I asked the factory manager as to how much brass they recovered when a tank was considered used up. I was firmly told that they recovered NO brass at all. Instead from that used up tank they would recover about \$20,000 of gold to be recycled. The gold finish was of course too soft to handle the rigors of life on a door lock so they coated it with a clear durable epoxy finish so that you get fantastic life out of the wonderful finish. No wonder these locks have become so popular throughout New Zealand and Australia.

But quality over looks is a constant dilemma for people who need a product for a given application. Packaging is designed to make the product look nice and desirable but tends to be very little help to the end user. Sometimes seeing it mounted on a display helps but more often a given product is made with multiple mounting options so as to make it suitable for multiple situations. Sometimes the alternative parts are included in the main kit but more often they are available as spare parts for a little extra for the particular parts that you want.

As becomes immediately obvious, making your plans and choices in consultation with a Master Locksmith who has experience in installing so many different products, suddenly makes it possible to get the best out of your choice.

Maybe it is by using an alternative backset that will make that lock fit within the limited frame size you have.



Or do you need to extend it so that you don't get your fingers bashed. Perhaps your door is thicker, or the function that you want is like the lock that you are looking at but you just need it changed a bit.

Take for example a simple illustration of a speciality padlock. We have come to call these TSA padlocks because they have been designed to help people travelling on holiday or business who pass through the USA. TSA stands for Transportation Security Administration, a USA government department responsible for keeping transportation systems safe.

Some foreign customs officers have to get through a lot of luggage. If the luggage is locked they are inclined to think that you have something to hide. The question is what. Can you imagine them trying to track down the owner of one suitcase in one of those busy airports? So we saw a rise in padlocks being broken off so that customs could do their job. Now, in consultation with the TSA we have available special combination padlocks that allow you to set your own combination for your convenience but are part of a range of special keys used by customs to allow them to open the padlock quickly and without damage to either the lock or your luggage.

This is the sort of specialised knowledge, skill and experience that you get the benefit of when you drop in to a Master Locksmith or alternatively get him to drop in on you at home or work. Most locksmith shops carry only a small range out of the thousands of items that we can and do source to meet your needs. Our speciality is the ability to obtain the customised solution that best meets your needs.

Why make the leap of faith into owning your own business?

An expanding market sector and the chance to drive your own future.....

The desire to make ourselves and our homes, businesses and property more secure is an ever growing quest in New Zealand. Home and business owners seek to guard their assets and themselves more efficiently and effectively than ever before and they require consistently high quality products and services from their security equipment suppliers/installers to ensure this.

They want to have this “problem” solved cost-effectively and to have absolute peace of mind, as well as needing good security in place to obtain finance and insurance cover. As an installer/supplier of equipment, working directly with end-customers and dealing with their expectations regarding maintenance of absolute security of their assets, can be a tricky exercise. This is why owning your own B2B security wholesale business and supplying security equipment to installers is such an attractive prospect.

By owning your own business you can control your own destiny – you make your decisions about the path you want to take and how you wish to work. You can also create your own work/life balance, although the start-up process of setting up a business can require long hours. However, you decide what time commitment you wish to put into it – and you therefore reap the benefits for yourself and your family of your hard work, based on the effort you put in.

By owning your own business, you can decide who you wish to work with – partners, employees and the customer groups you wish to connect with and serve. Whilst it is true that you take the financial and personal risks – you are also the one who reaps the rewards which are only limited by the amount of energy, time and passion which you choose to put into your business.

Owning your own business also gives you a challenge like nothing else. In this country we have a real love of the outdoors, extreme sports and testing ourselves, but nothing quite beats the adrenaline rush of growing your own business, making the sale, watching the fruits of your labour grow and develop, creating a sustainable business... all the while building a successful future for yourself and your family.

New Zealand is a country built on the “number 8 wire” tradition; we are a country driven by a true entrepreneurial spirit and owning your own business follows in this tradition. Additionally, you control the speed of your company growth as well as the direction you go in. Nothing beats the thrill of working hard and shaping your future through developing and owning your own business, creating an income source and a legacy for your family. Being in the B2B business of supplying security equipment in an expanding, high demand marketplace absolutely fits this bill.

WANTED

Sales Professional / Entrepreneur

Your chance to own a national B2B Security Wholesale Business

My client is a national B2B supplier of wholesale security equipment with a varied client base across New Zealand.

Thanks to the rapid expansion of the business throughout the country the owner is looking for someone to join him as a partner in the business, with the opportunity to work in and increase their market share even further throughout New Zealand.

The business has tremendous potential for growth as all the hard groundwork has been done. This is an opportunity for you to own a share in your own business and reap the rewards as you develop it further.

The ideal person will have an electronic security sales background. You will also need a great commercial drive, high energy, enjoy working with customers and have strong technical sales skills.

It isn't often that such a great opportunity comes up - to grow your own business as part of an established and respected commercial entity, with the support of globally respected manufactures and partners.

If you have an entrepreneurial spirit and wish to make it happen for yourself, please send your Curriculum Vitae and covering letter to:
lowingshayward@rocketmail.com

10 Reasons to Invest in a Network Camera

What you won't hear from your analog camera vendor

By Erik Frännlid, Director of Product Management, Axis Communications

Network cameras have been around for a number of years, the first one was released back in 1996. In the early years, network camera technology was not on par with that of professional level analog cameras. Initially designed to take advantage of digital imaging, networking, and the Internet in new application areas, these cameras were not used for surveillance applications. That has certainly changed. Now, network cameras have surpassed analog camera technology, meeting the same requirements and specifications and, as we'll see below, in several important areas, analog cameras are unable to compete with network camera performance.

Viewed in a wider context, the convergence to IP-based networks includes a number of factors to consider aside from a comparison of what the two types of cameras can provide the end user. Things such as performance, open systems interoperability, flexibility, future-proof, and network connectivity. However, in this article we seek to explore 10 of the most important functional differences between today's network cameras and their outdated analog cousins, and why these factors are important to understand when making that next camera purchase.

1-End to interlace problems

An analog camera at high resolution (4CIF) has a significant problem with interlacing. This is because with an analog video signal, even when connected to a DVR, all images are made up of lines, and each image is formed from two interlaced fields. When an image has a lot of movement, the image will become blurry. The blurriness results from the objects moving between the image capture of the two interlaced fields. A network camera employs "progressive scan" technology that better depicts moving objects clearly. This more advanced image capture technology means that the whole image is captured at one time, thus providing crystal clear images even with a high degree of motion.

Network camera installations benefit from superior image clarity, full image details and precise information. This can be especially useful when the need arises to identify specific people or objects in surveillance scenarios.

2-Easy to install

Getting power to an analog camera has always been a major obstacle and cost. Analog cameras do not allow for Power over Ethernet (PoE) so you are invariably stuck with several cables in order to perform basic camera functions.

Network cameras can however take advantage of PoE with one cable for video data and power as they meet industry standards for PoE, meaning there is no need for power outlets at camera locations, offering a reliable, centralized power back-up. Both network cameras with and without built-in support for PoE can take advantage of an Uninterruptible Power Supply (UPS) making it the convenient, quick and cost efficient option over analog.

Network cameras also have the advantage of remote zoom and focus, and pixel counter. Remote zoom ensures the viewing angle and resolution is optimized for the scene. Remote focus eliminates the need for manual focusing at the camera's physical location.

And finally, pixel counter verifies the resolution, fulfilling regulatory and customer requirements.

3-Megapixel resolution & HDTV capabilities

Analog cameras are stuck at NTSC/PAL specifications, with a resolution corresponding to 0.4 megapixel at 4CIF resulting in limited image details. However, end users are now acquainted with the megapixel and higher resolutions offered by digital equipment such as digital cameras, high-resolution computer screens and flat-screen television sets. As a result, requirements for high-resolution capabilities have become very common within surveillance applications.

In network cameras 1 megapixel is equal to 3x the resolution of 4CIF, producing exceptional image quality with more details and clarity leading to easier identification of people and objects. Network cameras also benefit from HDTV image quality and capabilities giving large area coverage and HDTV

9:16 corridor format for maximum coverage, full frame rate and better colour representation.

4-Intelligence at the camera level

In a world in which far too much video is being recorded for anyone to ever monitor or search, intelligent video is becoming increasingly popular. Network cameras offer automatic analysis, detection and alerts. They also initiate recording and alarms. For example, a tampering alarm will alert the operator when camera operation is disrupted, e.g. due to re-direction or external damage.

Motion detection and tripwire detects motion within a pre-defined area and triggers actions. Gatekeeper and auto-tracking detects, pans, tilts and zooms to follow an object.

Important analysis can be gathered about a surveillance environment. This works particularly well in retail installations. People counting offers an analysis for staff planning and entrance management. Heat map is useful for looking at the traffic patterns inside a store and dwell time can inform a retailer how many people are viewing a particular display and for how long.

Intelligence video ensures a more productive and effective means of surveillance. Systems are scalable, allowing for efficient monitoring of large systems while at the same time relieving the burden from operators with event driven intelligence.

5-Integrated Audio & PTZ control

With integrated audio and PTZ control you can avoid the costly and cumbersome separate cabling necessary when using an analog system.

Network cameras offer PTZ control over the same IP network that transports video, giving increased functionality and integration potential. This is easily achieved with PoE and a network switch resulting in less cable and less expenditure.

For some applications, audio has become increasingly important. With an analog system, audio is not possible unless you want to run separate audio lines to the DVR. A network camera solves this by capturing audio at the camera, synchronizing it with the video or even integrating it into the same video stream, and then sending it back for monitoring and/or recording over the network.

The audio can also be fully bidirectional to allow communication over speakers. Such audio capabilities are easy to install and cost-effective—but only with a network camera. In addition, network cameras with integrated audio can be used to automatically trigger recordings or alerts when the noise level exceeds preset values.

6-Secure Communication

With an analog camera, the video signal is transported over a coax cable without any encryption or authentication. Anyone can tap into the video or worse, replace the signal from a camera with another video signal.

Critically, network cameras provide just the opposite. In a network video scenario, the camera can encrypt the video being sent over the network to make sure it cannot be viewed or tampered with. The system can also be set up to authenticate the connection using encrypted certificates that only accept a specific network camera, thus eliminating the possibility of anyone hacking into the line. The network camera can also add encrypted “watermarks” to the video data stream

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with information on image, time, location, user and alarms in order to secure an evidence trail.

Network cameras also offer standardized authentication with wireless security protocol, IEEE 802.1X. It is further possible to set multiple user access levels and to activate IP address filtering, further ensuring secure video and a credible surveillance system.

7-Open and easy to scale

Analog video is typically transmitted by expensive coax, over proprietary fiber, or by wireless means – all methods where distance will influence image quality. Adding power, inputs/outputs and audio further complicates this situation. Standard IP-based digital systems surmount these obstacles at much lower cost and with many more options. Like viewing website images from anywhere in the world, the network camera produces digital images, so there's no quality reduction due to distance. IP-based networking is an established, standardized technology meaning the resulting costs are comparatively low.

Network cameras require only one IP standard cable for video data, audio, PTZ control and power. One single network wire provides hundreds of simultaneous, multiple full frame video streams without sacrificing image quality.

When using analog cameras you are without an open interface and unable to easily integrate with other systems and applications. It is not possible to upgrade and add more functionality. On the other hand a network camera system is easily scalable to meet future needs through easy integration, ensuring your investment is protected.

8-True digital solution

The CCD sensor in an analog camera generates an analog signal that is digitized by an A/D converter to make possible the image improving function in a DSP. The signal is then converted back to analog for transport over a coax cable. Finally, at the DVR the signal is once again digitized for recording. That makes a total of three conversions, and with every conversion image quality is lost and with only one video stream available there is no possibility for optimized surveillance.

Network cameras offer a digital solution where images are digitalized once, ensuring images are not subject to degradation, resulting in clear images.

Network cameras also have the advantage of using multiple and simultaneous video streams, enabling more effective surveillance. There is also the added benefit of being able to view activity remotely via the Internet or mobile devices.

The cost of installation and maintenance is minimized as one, rather than several cameras are needed when using Multi View streaming. It is also possible to only stream video of selected areas, and at different frame rates and resolutions to optimize surveillance efficiency.

9-An enabler for new system solutions

Analog cameras play a passive role in the system architecture, not lending themselves to grow with the functionality needs of the user. Its key functionalities are managed by and anchored to DVR.

Network cameras offer scalable solutions with web interface in the camera for easy remote access, local storage with SD/SDHC memory cards, efficient system maintenance and ease of installation and upgrade. They are also flexible enough to incorporate new system solutions as they develop.

Edge Storage:

By relying on Edge storage, IP cameras with SD/SDHC cards or NAS provide efficient and affordable local storage and system redundancy.

Video Surveillance as a Service:

With Internet access and an IP camera, surveillance can be provided as a trouble-free service as system management and storage are handled remotely.

In some cases cameras and encoders make it possible to connect the network video outcome to a local service provider.

10-Lower total cost of ownership

It stands to reason that all the advanced features described above come at a cost. The initial price for a network camera can indeed be higher, if one compares only the camera. But compare the cost per channel, and the network camera, with all its superior flexibility and performance, quickly becomes comparable with an analog system anchored by a DVR.

Studies show that in system configurations with more than 32 cameras, the upfront cost for a surveillance system based on network cameras is even lower, when compared to analog options.

And this is only if there is no IP infrastructure previously installed – if there is, an IP-based system always represents a lower cost. This lower total cost for the network camera system is mainly a result of back-end applications and storage that can be run on industry standard, open systems-based servers, and not on proprietary hardware like a DVR. This radically reduces management and equipment costs, in particular for larger systems where storage and servers are a significant portion of the total solution cost. Additional cost savings come from the infrastructure used. IP-based networks such as the Internet, LANs and various connection methods such as wireless can be leveraged for other alternatives than traditional coax and fiber. You should also consider the non-quantifiable advantages for network video; flexibility, scalability, image quality, future-proof etc.

With the rapid growth of the video surveillance market, network video surveillance is expected to grow from about 30 percent in 2010 to more than 50 percent of all surveillance cameras sold on the global market in 2015, according to IMS Research. IP-based surveillance systems with hundreds, sometimes thousands, of network cameras have been successfully implemented within various applications such as retail, transportation, education, city surveillance, government and banking.

As security management over the IP network expands in understanding and implementation, it represents the future of advanced security management. The analog camera, on the other hand, displays a lack of flexibility and performance that does not meet demands of this new era. As network cameras move the frame capturing, image quality and intelligence capabilities out and away from the DVR, systems can scale much more easily and customers will be able to use cost-effective, industry standard servers for recording and storage. They will also be able to choose from a wide variety of video management and analytics software. This move to open systems and away from proprietary DVRs, combined with the benefits of networking, digital imaging, and camera intelligence will constitute a strong drive for continuous rapid adoption of the network camera and its many advantages.

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Bosch Unveils 7 New Dome Cameras

HD 720p Day/Night Infrared IP Dome Camera



The Bosch NDN-265-PIO HD 720p infrared IP dome camera is a ready-to-use, robust network camera.

This camera brings Bosch's high-performance technology into the realm of small office and retail businesses by offering a cost-effective solution for a broad range of applications.

This robust dome camera is IP66 rated, offering water and dust proofing for demanding environments.

The built-in IR LEDs provide quality night time monitoring with 15 m (50 ft) viewing distance in darkness.

The H.264 compression technology gives clear images while reducing bandwidth and storage by up to 30%.

Features

- ◆ 720p resolution in HD format
- ◆ Day/Night function with removable IR cut filter
- ◆ Vandal-resistant and IP66-rated robust design
- ◆ Built-in IR illuminator with 15 m (50 ft) viewing distance
- ◆ Tamper and motion detection

Indoor Dome Camera (720TVL Sensor)



The VDC 275 and VDC 276 indoor domes are compact, stylish surveillance cameras that offer excellent resolution in variable lighting conditions. The high performance 960H 1/3-inch CCD provides a resolution of 720TVL. The dome is available in color and day/night versions.

The camera is an ideal solution for demanding scene conditions. The Day/Night feature ensures the highest image quality possible at any time. Depending on the available light, the camera automatically switches from color to monochrome. The camera is easy to install and can be adjusted around 3 axes. Privacy zones and motion detection functions can be set up in the handy camera menu system.

Features

- ◆ Ultra high resolution 960H (1/3") sensor
- ◆ Digital extended dynamic range
- ◆ Digital noise reduction
- ◆ Easy installation with 3-axis adjustment
- ◆ Four programmable privacy zones

Indoor Dome WDR Camera (720TVL Sensor)



The VDN 295 Wide Dynamic Range (WDR) indoor dome is a compact, stylish surveillance camera that offer excellent resolution in variable lighting conditions. The high performance 960H 1/3-inch CCD provides a resolution of 720TVL. The camera is an ideal solution for demanding scene conditions. The Day/Night feature ensures the highest image quality possible at any time. Depending on the available light, the camera automatically switches from color to monochrome.

The camera is easy to install and can be adjusted around 3 axes. Privacy zones and motion detection functions can be set up in the handy camera menu system.

Features

- ◆ Ultra high resolution 960H (1/3") sensor
- ◆ True Wide Dynamic Range (WDR)
- ◆ Enhanced Digital Noise Reduction (3DNR)
- ◆ Easy installation with 3-axis adjustment
- ◆ 15 programmable privacy zones

Bosch FlexiDome HD 1080p wins Security Products New Product of the Year

Bosch Security Systems announces its FlexiDome HD 1080p Day/Night IP camera has won a 2012 New Product of the Year Award from Security Products magazine. The Security Products New Product of the Year Award honours outstanding achievements of security manufacturers whose products are considered to be particularly noteworthy in their ability to improve security.

FlexiDome HD 1080p won in the Cameras, IP Video Surveillance category. This two megapixel (2 MP) camera offers excellent low light imaging and colour reproduction for an advanced level of detail.

It comes with a choice of pre-installed high quality telephoto, mid-range and ultra-wide-angle lenses. The rugged, vandal-resistant IP 66/NEMA-4X-rated dome can take on the worst weather

conditions, and the extended operating temperature makes it suitable for hot or cold outdoor environments.

Edge recording is enabled with a Micro SDXC card cable of up to two terabytes of local storage, and the cameras come with free Bosch Video Client software for up to 16 channels. The cameras also conform to the Open Network Video Interface Forum (ONVIF) standard for easy integration with third-party security



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HD 1080p Indoor MicroDome Camera



The Bosch NDC-274-P 1080p Indoor MicroDome camera is a ready-to-use, complete network video surveillance system inside a compact MicroDome. This camera brings Bosch's high-performance technology into the realm of small office and retail businesses by offering a cost-effective solution for a broad range of applications.

The camera uses H.264 compression technology to give clear images while reducing bandwidth and storage by up to 30%. The internal MicroSD card slot supports up to 2 TB (2048 GB) storage capacity.

Features

- ◆ Complete network video system in a MicroDome
- ◆ HD 1080p resolution for sharp images
- ◆ Multiple streams simultaneously
- ◆ MicroSDXC card slot for edge recording
- ◆ ONVIF conformant

HD 1080p and 5M Vandal-Resistant MicroDome Camera



The Bosch NDC-274-PT and NDC-284-PT Vandal-resistant MicroDome cameras offer a ready-to-use, complete network video surveillance system inside a MicroDome. These cameras bring Bosch's high-performance technology into the realm of small office and retail businesses by offering a cost-effective solution for a broad range of applications.

The cameras use H.264 compression technology to give clear images while reducing bandwidth and storage by up to 30%. The internal MicroSD card slot supports up to 2 TB (2048 GB) storage capacity.

The NDC-274-PT is a 1080p camera; the NDC-284-PT is a 5 Megapixel camera. Both cameras have IP66 and IK08 protection.

Features

- ◆ Vandal, water and dust resistant network MicroDome
- ◆ High resolution for sharp images
- ◆ Multiple streams simultaneously
- ◆ MicroSDXC card slot for edge recording

HD 1080p Vandal-Resistant MicroDome IVM Camera



The Bosch NDC-274-PM Vandal-Resistant MicroDome IVM camera offers a ready-to-use, complete network video surveillance system inside a MicroDome.

These cameras bring Bosch's high-performance technology to mobile applications such as buses, trains, subways and ferries by offering a cost-effective surveillance system.

The cameras use H.264 compression technology to give clear images while reducing bandwidth and storage by up to 30%. The internal MicroSD card slot supports up to 2 TB storage capacity.

The NDC-274-PM has IP66 and IK08 protection and is specifically designed for an internal vehicle environment.

Features

- ◆ Vibration, vandal, water and dust resistant network MicroDome
- ◆ HD 1080p resolution for sharp images
- ◆ M12 connector for interior vehicle mounting
- ◆ Multiple streams simultaneously
- ◆ MicroSDXC card slot for edge recording

solutions. And, optional Intelligent Video Analysis (IVA) flags alarm events on screen to ensure operators never miss suspicious activities.

The cameras are ideal for applications with complex, colourful or low light scenes, including city centres, arenas, airports, banks and casinos. They are complemented by the new high dynamic range Flexidome HD 1080p cameras designed to produce detailed images in high-contrast areas and other challenging lighting conditions. This growing portfolio demonstrates Bosch's commitment to delivering high resolution IP cameras for every environment.



Flexidome HD 1080p won in the Cameras, IP Video Surveillance category. This two megapixel (2 MP) camera offers excellent low light imaging and colour reproduction for an advanced level of detail. It comes with a choice of pre-installed high quality telephoto, mid-range and ultra-wide-angle lenses.

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Fire investigators gain insights from the ashes

NZSM's Keith Newman talks to Peter Wilding, head of the Fire Investigation Research Unit, about spontaneous combustion, suspect building materials and arson

Every time the New Zealand Fire Service is called out to an event, a report has to be generated explaining why there was a fire in the first place, what caused it and whether it was deliberate or preventable.

If there's a concern arson may have been involved, specialist fire investigators and the Police are called in, although architects, product manufacturers or even the fire protection industry may be alerted if it's discovered inappropriate materials or unacceptable installations were involved.

Peter Wilding, head of the NZ Fire Service, Fire Investigation Research Unit (FIRU), is convinced a lot more can be done to improve fire safety, prevention and awareness by looking more closely at the causes and effects of fires around the country.

Wilding, a 25-year veteran of the fire service on the operational and management side, was involved in the 2008-2009 review of the NZ Fire Service which identified the need for a national monitoring group to oversee the fire investigation process. "We were learning about fires but didn't have the capacity to do anything with what we learned."

The review led to the formation of the FIRU which reviews "the cause or origin of all fires" and looks for trends and concerns that may help improve fire fighting and prevention, regardless of whether the callout involves a small rubbish bin or a large warehouse.

While fire personnel are all trained to examine the scene at each fire, specialist investigators attend the more complex and suspicious fires to provide in-depth reports and good photographic records. Wilding's team extracts key data from every report so all parties concerned can learn from what's happened.

"It might be that we've discovered an issue with building practices, a faulty product where the manufacturer needs to be alerted, or have to notify Consumer Affairs or Energy Safe to push for a recall or take other action to mitigate a particular risk."

Tracking trends

Wilding's virtual team of three, based in Auckland, Wellington and Tauranga keep in touch through video conferences, phone and email, evaluating reports from 56 specialist NZ Fire Service investigators from Whangarei to Invercargill.

His team only go on-site on special occasions, for example managing scene control at a major fire earlier this year when investigators from seven different insurance companies plus the NZ Fire Service were involved.

Once the cause of a fire is identified it may require the unit to communicate with the respective industry group, a manufacturer, importer or government regulatory authority, possibly even recommending amendments to improve standards. Emerging trends may end up driving NZ Fire Service education and TV advertising.



Peter Wilding, head of the NZ Fire Service, Fire Investigation Research Unit (FIRU)

FIRU works closely with the Fire Protection Association (FPA) and if it were to identify installation faults, or issues with the way equipment was installed, it would work with that group or go directly to a specific installer.

In the past year, he says, the NZ Fire Service has introduced post-incident analysis where fire engineers now look more closely at how buildings have withstood the effects of fire, how fire protection systems worked, and the behaviour of the people involved.

This is part of an overall plan to improve and pass on learning to the design industry, architects and engineers

Fire investigators have to report on every fire; if its complex or suspicious, specialist investigators are called in to sift through the rubble for clues on why, how and when



by identifying, for example, building products that contribute to the spread of fires.

He cites a deliberately lit fire in Taupo which started when someone placed a burning mattress against a building wall. "The cause was well established and the initial fire was relatively small but it penetrated the wall and spread significantly through this large warehouse causing a considerable amount of damage."

Wrong kind of paper

On investigating why there was so much damage it was discovered the wrong type of building paper had been used.

"Building paper is supposed to resist the spread of fire but here it contributed, burning freely then dropping down and setting fire to other goods."

Wilding says his team approached the manufacturer and discovered there were two types of building paper that looked identical to the untrained eye — the right one wasn't clearly labelled. "We explained to the manufacturers that there was a business opportunity to mark the right paper as flame resistant and then published our findings as widely as possible."

On another occasion, when burglars lit a fire in an emporium to cover their tracks, investigators wanted to know why there was such severe damage to

other businesses in the large rectangular building.

The emporium was mainly filed with cheap plastic goods and while the flames were contained "the thick black plastic smoke spread through the wall and penetrated other occupancies with this particulate residue".

One of the other tenants, a radiography clinic, had large million dollar machines that were so contaminated they had to be withdrawn from service. "What should have been a \$200,000 loss became a multi-million dollar loss. Fire engineers looked at the rules around compartmentation and we fed this back to the building industry and advised on stopping and some other things that needed to occur."

While statistics only deal with the square area of damage, the wider cost of stock loss and business interruption add to the literal cost and social impact, in this case the loss of the radiography business which serviced a large community. "We need to be able to identify and report back to government the true cost so we're better informed about the value of taking extra precautions to prevent fires," says Wilding.

Don't burn the back up

One of the areas where businesses need to lift their game is in developing business continuity plans that take risk more seriously. Wilding recalls how unprepared

a major importer of basic food ingredients was when their Auckland warehouse caught fire.

"When we arrived I asked the company if they had a back-up for all their data and they said 'yes there it is on top of the computer workstations'. I put a lot of attention into trying to rescue all the computers and back-ups from the administration block which was under threat."

The fire was on a Friday and after sending the data and all their customer requirements down to their Wellington office they were despatching again to manufacturers throughout the country by Monday. In the debrief the company admitted, that without that back-up data it would have been in serious trouble.

Wilding says a large percentage of businesses experiencing a significant fire, end up going bankrupt. "They lose invoices and customer contact information. While the stock is usually insured and the building can be rebuilt, if they lose that administration side they're gone."

Most people don't factor fire in to their disaster recovery and back-up plans. "They think about security, burglaries and storm damage but the risk of fire is not high on their priorities so time and again we find this is the area we need to focus on."



Wheely bins and dumpsters left close to buildings are an invitation to opportunistic arsonists

He says all businesses need to make sure their data is backed up off-site and computer systems are protected. “Ask yourself what would happen to your business if you lost them.”

Trends picked up by the investigation unit can lead directly to changes in the way products are designed, installed and used. At the end of 2011, what began as a single instance of a chimney fire at a rural home in Blenheim, escalated to a national inquiry when similarities were detected with other homes using the same wooden fire surrounds.

Ultimately it was determined that the chimney chase or wooden surround wasn't being built to the manufacturers specifications. FIRU then contacted all building consent authorities, architects associations and building groups. “As a result one building inspector in Whangarei told us he went back to three installations

in his area, found they were incorrectly designed and corrected that.”

Another trend that took a while to come to the surface was a growing number of spontaneous combustion incidents in bins outside massage premises, dry cleaning outlets and restaurants.

“We found this was caused by their cleaning cloths or rags being contaminated with organic oils then dumped in a pile which allowed the heat to build up to the point where we got ignition.” Again concerns were raised with relevant industry bodies, manufacturers and suppliers.

Crime scene management

The causes of fires may vary from component failure to human behaviour issues; leaving a pot on the stove or using an appliance in a way it wasn't designed for, to intentional damage. The NZ Fire

Service works closely with the NZ Police and notifies them immediately if there's anything suspicious and assists with crime scene and evidence management.

While only a small proportion of fires in New Zealand are deliberately lit, the investigations unit has tools to determine whether accelerants were used. In their toolkit are photo ionisation detectors which can identify traces of accelerant down to parts per billion.

“We look for unusual readings that might indicate an accelerant and then pass the evidence on to the Environmental Science & Research (ESR) which uses gas chromatometers to find the signatures of different fuels.”

An important part of Wilding's role is arson reduction, which involves working closely with the community and ensuring the NZ Fire Service continues to be treated with respect.

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“When our service turns out, part of my role is to make sure we’re not attacked and that we’re appreciated and well liked by the community which means we’re safer and can be more effective.”

That means making the best use of communications technology, including social media, which has the potential to create a viral threat. “Social media is a huge factor. The London riots saw people co-ordinating their activities very quickly so we have to learn to pick up on technologies like that and use them to our advantage.”

New Zealand has fewer deliberately lit fires. Less than in the UK and Australia. “The UK has social issues we don’t yet see here, which account for a lot of deliberately lit fires. Often when the fire service gets called into apartment or tenement blocks they get attacked with bottles and bricks,” he says.

The incidence of burning vehicles and people pouring petrol through letter slots in doors is quite high. “The front door is often the only means of exit from some of those terraced apartments in the UK so they have a high fatality rate as a result of this kind of arson.”

Putting out arsonists

He says education programmes are important not only to prevent fires but to maintain respect. “When you see our vehicles at school fairs and the like its not just about showing off the fire engines, its about keeping in contact with the young generation so they still look at us as the good guys.”

He says New Zealand has one of the largest Fire Awareness Intervention programmes in the world for children under 17-years, with a track record of 98

percent stopping their fire lighting after attending. “They respect the fire fighters who come to talk to them, they’re well liked and because we don’t prosecute we get entry into homes and places where other agencies might struggle.”

Wilding says the majority of arson is opportunistic. “They haven’t taken fuel along to a scene in order to start a fire, they’ll look around and use whatever is local. They may light the cardboard in a rubbish skip out the front of a building. Because most of the material in those skips is combustible, once it catches there’s nothing they can do, so they run off.”

Often he says people may not have intended the level of damage that ends up occurring. According to local and international research, many deliberately lit fires could be avoided if there was better property management.

“We’ve done a lot of work with schools and churches who both suffer a reasonably high degree of damage from this kind of fire. You only have to drive down the nearest industrial road and observe where the skips and recycled paper bins and wheely bins are stacked and many of them are hard up against the buildings.”

He advises not placing skips or bins close to buildings and putting them inside at night, particularly over weekends.

Disturbing outcome

An intentional arsonist however will usually transport flammable material or an accelerant to the scene of their intended crime. Wilding says those people may be motivated by personal gain such as an insurance pay out, by revenge or

simply have a fascination with fire.

In the township of Feilding last year there were a series fires over a couple of months but rather than someone with an specific agenda, it was discovered the firefighter was a ‘disturbed individual’. “Sometimes people want to be known as the discoverer of a fire or enjoy all the excitement.”

Regardless, Wilding says serial arsonists in New Zealand are invariably caught because of good co-operation and information sharing between police, the fire services and strong community networks.

While the number of arsons or accidental fires is low compared with burglaries, the consequences of arson, as compared to 50 or 100 burglaries, can be in the millions of dollars and have massive social impact. The often unaccounted for impact through arson, other than property loss, says Wilding, is the grief, trauma and social cost, for example people feeling unsafe in their homes.

The biggest challenge facing Wilding’s little unit is a squeeze on funds and resources, something facing most Government departments. “There’s little room to expand and yet there’s so much we’ve identified that we could be doing that would lead to a reduction in fires and costs to the community but we have capacity issues and we’re cash strapped.”

Despite the current review of the NZ Fire Service, Wilding is pretty confident his team will avoid the chop, because its delivering value directly aligned with the goals of the fire service, by taking an active role in reducing the incidence of fires, co-ordinating knowledge and education and promoting fire safety.

Clearer career path proposed

As the fire industry gears up for post recession growth to ensure it has the right people and skills on board, there appear to be gaps and perception problems about qualifications and where careers can lead.

As part of the Government’s review of all qualifications, the fire industry is working to simplify what a career path might involve. Jacqui Bensemann, chairperson for the Fire Protection Association’s Fire Training Group, is hoping the outcome will present more

robust, streamlined and attractive options for potential candidates.

“We’re looking at what the various fire qualifications have in them, including the technical aspects, what will be required in the future, and where we need to fill in the gaps.”

“It can look pretty complex at the moment because it’s all based around unit standards. We want to compact that and make it easier to see what a Level 4 qualification specialising in sprinkler systems or fire alarm systems looks like and where you can go from there.”

Bensemann says one of the greatest changes in the industry over the past decade has been in the development of intelligent fire alarm systems. “These systems are becoming more like computers and are increasingly technically complex, meaning we need more highly qualified technicians who can work with the digital panels and programme them correctly.

She says those skills are in demand for modern fire protection firms, and it’s an area of opportunity for “technically astute young people”.

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Wireless Interconnection

What does this mean and what are the benefits?

What Is Wireless Interconnection?

Wireless interconnection enables smoke alarms to be connected to each other without the need for cabling between the alarms. Instead, a Radio Frequency (RF) signal is used to trigger all the alarms in the system.

Interconnecting smoke alarms whilst not mandatory New Zealand or Australia is recommended as a most effective way of increasing early warning. Hard wired interconnection can be time consuming and disruptive and, as a result, costly particularly in existing dwellings. However, the ability to interconnect alarms without hard wiring has made mains powered and battery operated alarms quicker and cheaper to install and has made interconnection itself more popular.

What Are The Benefits Of Wireless Interconnection?

- In the event of one alarm detecting a fire, all interconnected alarms will go into alarm mode, sounding throughout the property. There's not much chance of sleeping through that cacophony, whereas there is a very real danger that a heavy sleeper shut behind a bedroom door may not be woken in time by the alarm in the downstairs hallway.
- Interconnected alarms provide an earlier warning and the best chance of escape.



- Wireless interconnection also makes it far simpler for landlords, specifiers and installers to make changes to a system to help meet the changing needs of different tenants. With so much emphasis being placed on individual risk assessment, this flexibility has got to become an integral part of system planning in the future.
- Wireless interconnect smoke alarms can either be powered by 9 volt replaceable batteries, 10 year long life lithium batteries (which are non-removable and will power the alarm for more than 10 years which exceeds the service lifetime of the installed smoke alarm) or 240 volt mains which may provide some significant savings.
- Removes the need for disruptive hard wired alarm interconnection and no ugly trucking and no re decorating required. You will save time and money.
- Interconnection is very reliable – no interference and flexible – allows for changes to the system and is simply easy to install.
- You can interconnect between properties such as in a block of flats

or Houses in Multiple Occupation (HMOs). Ideal for Heritage Listed buildings and in existing hard wired systems which require expansion into additional rooms or areas.

- Interconnection is now available to connect to hard of hearing alarms and devices and to wirelessly connect to Brooks CO alarms type EIB208WRF and EIB208DWRF as well as a complete range of optional accessories including:
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Fire Service being audited

The New Zealand Fire Service is being investigated to determine whether it provides value for money, with questions being raised about accountability, why some of its services overlap with other emergency services and whether those who use its services are paying enough.

The Internal Affairs Department says the NZ Fire Service (NZFS) has a number of problems, including the fact that its non-fire emergency capabilities have developed to the point that formal accountability no longer matches operational reality.

While those capabilities have developed in response to community demand, they often overlap with other emergency service providers. Internal Affairs is concerned that funding arrangements no longer align with the functions undertaken or provide a stable and sustainable base.

The review is being designed to ensure “modern 21st Century fire services (that) operate effectively, efficiently, and seamlessly with the roles performed by other emergency service providers.”

A review headed up by former Cabinet minister Paul Swain, is currently looking into a range of issues around the operations and structure of the NZFS with a report due in December.

Cabinet has asked the panel which includes Jaimes Wood, former chief executive of St John New Zealand, Peter Drummond, Chairperson of the United Fire Brigades’ Board and David Adamson, CEO of Southland District Council, to advise on how a range of preferred outcomes might be achieved.

Cabinet wants an improved structure, greater efficiency and effectiveness and “value for money” with a clear mandate and operating platform for the NZFS and how it intersects with other emergency service providers.

Also on the list is an assurance that there is “sustainable, stable and equitable funding” for fire services with the source of that funding better aligned with the functions performed. This could include increased insurance levies and a greater emphasis on user-pays, so those who make use of the NZFS make a greater contribution to the cost.

The panel will assess the NZFS and rural fire authority functions and look at gaps, cross-over and overlays with other providers including ambulance, rescue and civil defence, and determine whether the fire service should be involved in these areas.

The panel will also look at the NZFS client base, changes in demographics and capability trends both in resources and personnel along with forward planning for asset management and strategic



Former Cabinet Minister Paul Swain is heading up the review of the NZ Fire Service

expenditure. This will include a review of fire appliances, communication systems, training and research.

The panel will also investigate options for future governance and structure that might enable NZFS to operate more efficiently and effectively, taking into account staff numbers, locations and the mix of volunteer and paid fire fighters.

The review will also look at how to accelerate the amalgamation of rural fire authorities into larger entities, in accordance with the objectives of the Enlarged Rural Fire Districts programme.

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Ph: 09 3666 150
Fax: 09 3666 151
Email: salesnz@iscs.co.nz • Web: www.iscs.co.nz



Are You Looking For A Smarter Card Solution?

ISCS is pleased to introduce the iCLASS GOLD CLASS Program, offering users the highest level of card-to-reader security available today!

Gold Class

When using iCLASS contactless smart card technology, The GOLD CLASS program offers users the choice of their own secure 26,33,34,37 or 38 bit format. This format includes a company ID Code that is unique to each user. For added security ISCS tracks all card numbers to ensure that no duplications occur.

Security is further enhanced through the use of an encrypted authentication (security) key. This authenticates the card and reader.

GOLD CLASS is the security professionals first choice for ultimate security of your facilities.



ISCS New Zealand Ltd

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Aurine Kit



The A4-M1AM-E8C kit has an aluminium die-cast vandal resistant panel with colour CCD Camera, wall mountable with hood. The Slim Indoor Phone is 29.4mm in depth with a 7" colour Touch Screen display.

The kit is designed for fast installation:
plug and play

Key Features:

7" colour Touch Screen display, 4-wire connection, hands free talking, door releasing and video monitoring, multiple configurations (1-1/2-5), wall mounting installation, Built in LED for light compensation at night, waterproof and dustproof design, plug pack included, dry contact for lock output



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total reed switch solutions from Flair

From closed loop, open loop to SPDT, we've got the lot.

Talk to Loktronic now about our comprehensive range of Flair Reed Switches. Not only for "standard" use, but also for specialty applications, from taught-wire types to waterguards, from collared to stubbies, from overhead door with offset to floor contacts, from latchguard to sub-miniature, from push-fit to surface mount.

**Flair reeds from Loktronic:
an unbeatable combination.**

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20237_F.L



Power supply cabinets

- Mounts for our 5 most popular models of power supplies; 6 key-hole anchor points for easier mounting
- Lift off hinged doors for added convenience
- Louvre ventilation on doors
- Roller ball reed switch provides anti-tamper to front and rear of cabinet
- 6 x 25mm knockouts, 2 each sides and bottom
- Medium cabinet holds 5 x 7 A/h batteries
- Large cabinet holds 14 x 7 A/h batteries
- Cam lock for security
- Front lip to retain batteries and for additional strength
- Removable shelf and removable back plate to facilitate easy bench mounting of equipment
- Lip return on door for greater rigidity
- Durable powder coated white finish
- Heavy gauge 1.2mm steel

**Designed, tested and
produced in New Zealand.**



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20238_P.S.C

Loktronic Power distribution module



The Power Distribution Module allows the removal of power to a group of doors on a fire alarm activation whilst conforming to regulations. Provision for individual fused power supply to each door lock.

Red and black uncommitted terminals to facilitate distribution from power supply or battery, to load.

Comprises

- Fire Drop Relay DPDT 12 VDC • 6 x 2 Amp FU 500
- Terminals with LED Indication • 2 x Red Terminals
- 2 x Black Terminals • 1 x DIN Rail
- All terminals are labelled.

**Designed, tested and
produced in New Zealand.**



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Pacific GSM

GSM Security Monitoring Camera

Complete security system in one housing

EYE-02 JABLOCOM



Unbeatable solution
vodafone GLOBAL MOBILE AWARDS 2011

- 5 built-in professional alarm detectors
- Infrared night view and back-up battery
- Free web control and configuration
- Indoor outdoor usage—fully supervised
- RF module for JABLOTRON wireless devices

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09 948 4762

Pacific GSM

Presents

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Revolutionary Alarm System
Easy –Smart –Flexible



Bus and wireless system combination
Multi-use system for all your needs
Free access from anywhere

Come to our stand #31 at NZ Security Conference & Exhibition 22-23 August 2012 to see Jablotron's great new JA-100 Alarm System

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Hillsec heats up with Flir Systems



FLIR

The new and exciting Flir Systems product range of Thermal Cameras is now available at Hillsec!

Thermal cameras compliment and complete your security camera network by giving you the power to see threats invisible to the naked eye, turning night into day (as seen in the image below).

Thermal security cameras make images from the heat energy that is around us all the time, not from reflected visible light, giving you true 24/7 imaging capability without lights or illuminators.

The cameras are enhanced further by FSM (Flir sensor manager) software which offers complete management of connected thermal cameras. Analytics and radar integration are just some of the benefits of FSM.

For all product information visit your local Hillsec branch.

Hills
Electronic Security
New Zealand

Excellence in Security

For all product information visit
www.hillsec.co.nz

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DIGITAL VIDEO SECURITY SYSTEMS

IR LAB
SURVEILLANCE TECH

LOCKWOOD

ASSA ABLOY

Panasonic NVR WJ-NV200K



The WJ-NV200K provides the first real alternative to analog DVRs – at an analog price point!

Ideal for retail, hospitality and Education markets, the WJ-NV200 is driven via mouse and keyboard to eliminate PC costs and desk space.

Installation is simplified by quick setup automatic camera detection and simple setup wizard – all without requiring a PC.

Real time Face Matching is also achieved using the Face Detection feature of the Panasonic Smart HD range of IP cameras. This provides fast detection and matching VS a stored database of known faces to alert the operator / store owner of unwanted guests.

Features Include:

- 16 Camera NVR
- H.264, MPEG-4 and JPEG multi format
- Simple mouse / monitor operation with intuitive GUI
- Quick search with calendar / timeline
- Full HD HDMI monitor output
- WV-ASM100 management software compatible
- Real time Face Matching with Smart HD cameras
- DVR price point!

Panasonic New Zealand Ltd

350 Te Irirangi Drive, East Tamaki, Auckland
Ph (09) 272 0100 • sales@nz.panasonic.com

Panasonic

Panasonic Video Doorphone VL-SW250BX



Main Monitor

Wireless Monitor

Door Station

The VL-SW250BX is the latest video door phone from Panasonic. Monitor and even open the door remotely via the wireless handset. The main station stores up to 400 images to see who has been knocking while you were out!

Ease of installation as a single twisted pair is all that's required from the gate station to the main monitor.

Features Include:

- Video Intercom unit with wireless remote handset
- Recording up to 400 images
- Voice changer function
- Simple installation
- Door release function
- 20 apartment Lobby unit available for expansion

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Panasonic

Panasonic SD5 Dome WV-CF504E



Panasonic have released an internal dome variant of their class leading Super Dynamic 5 analog camera. The WV-CF504E has the same functionality as the popular full body camera in an attractive compact dome.

SD5 is still recognized as the best performing camera in severe backlight situations! perfect for retail, corporate and industrial applications.

Features Include:

- Super Dynamic 5
- 650TVL resolution
- i-VMD including object detection (removal and abandonment) and scene change
- Auto back Focus
- True day / night (IR cut filter)
- 3.8mm to 8mm AI lens
- 3 way axis for ceiling or wall mount

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Panasonic

Interlogix TS1162 3-LED Arming Station



The new Interlogix **TS1162** 3-LED Arming Station is now available from Hillsec. The TS1162 arming station can be connected directly to the Challenger RS-485 LAN, up to 1.5km from the Challenger panel or Intelligent Access Controller.

It has an input for request to exit (RTE) control and an open collector output that can be used to control a door relay or door strike. The **TS1162's** performance and robust construction make it suitable for a wide range of applications, including dusty or wet environments (rated to IP67). It may be used as a Challenger system remote arming station. The unique design of the housing allows the keypad to be used in the most demanding surroundings. It can be installed directly onto a metal surface without insulation.

For more information, call or visit your local Hillsec branch today.



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Security**

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www.hillsec.co.nz

Hills VoiceNav Lite A security system that talks to you!!



The Hills VoiceNav Lite sets a new benchmark as an affordable, speech enabled, 16 zone LED code pad that is compatible with all Hills Reliance control panels. Encased in an elegant and slim profile design with individually illuminated soft touch keys, the VoiceNav Lite is perfectly suited for all residential and commercial applications, requiring up to 16 zones of control.

The VoiceNav Lite comes well equipped with essential features, such as the unique built-in "personal voice guide" (PVG). The built-in personal voice guide enables users to control their security system with ease through the use of smart voice prompts, eliminating the need to decipher confusing flashing lights or referring back to lengthy user manuals. The VoiceNav Lite's speech engine capabilities provide users with an exciting experience, not previously available in any standalone LED code pads.

Keen to find out more? Visit or contact your local Hillsec branch today for a quick run through of the VoiceNav Lite's extensive features.



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UTP IP Extenders

Vigtron's new high speed Ethernet extenders for coax and UTP cable with extended Pass Through PoE

Vigtron's MaxiCopper™ Vi2300 UTP IP extenders bring new performance standards to the growing need for high speed full bandwidth IP data and power over extended distances.

Symmetric Bandwidth (SBW™) assures full bandwidth is available over the entire operating distance for both uploads and downloads with virtually no packet information loss. Signal transmission and power transmission can be extended up to 914m. Multiple remote site devices such as Megapixel cameras or VoIP can be transmitted on a single cable using the Vi2804 fixed managed MaxiCollector network switch with up to 64 devices transmitted on just 16 cables. Extended Pass Through PoE (EPT™) eliminates the need for separate device and transceiver power supplies and power sources saving valuable installation time and money. Type tested to NEMA-TS 2 testing standard, operating under extreme temperature conditions of -40C to +75C results in the perfect solution for warehouse, parking lot, loading dock and other type of perimeter applications.

The Vigtron Coax IP extenders is also available.

Vigtron's MaxiCopper™ Vi2400 media converter and IP extender provides cost saving solutions for converting analogue security systems to IP by eliminating the need to run new cabling.

For more information, contact your Hillsec branch.



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P R D O X
SECURITY SYSTEMS

MG5050 MAGELLAN™ Magellan 5 to 32-Zone Wireless Transceiver Control Panel



- 5 zones expandable to 32 - any combination hardware or wireless zones
- 32 user codes with remotes
- Supports 2 way remotes
- Optional Plug-on voice dialer
- Supports Smartphone apps via IP module
- 2 partitions

Distributed exclusively in NZ through:

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P R D O X
SECURITY SYSTEMS

REM101 MAGELLAN™ Magellan Single Button Transmitter



- Water resistant
- Panic function allows user to instantly send panic signal to monitoring station
- Manually-activated battery test function
- Visual indicator (LED) for arming actions and battery testing
- Includes lanyard attachment to facilitate portability; optional wrist strap and belt clip also available

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P R D O X
SECURITY SYSTEMS

TM40 MAGELLAN™ Touch Interface Module



- 4.3-inch brilliant and vivid widescreen colour display
- Compatible with Magellan, Spectra & EVO
- Supports up to 32 floor plans
- Controls up to 8 PGM outputs
- Indoor temperature sensor

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Full HD on your analogue security system



What is HD-SDI

Until now, higher resolutions have been synonymous with IP network based systems which not only require specialist knowledge in setting up but also major investment into Ethernet cabling, switches, hubs and servers. However, with the introduction of HD-SDI it is now possible to transmit and record Full HD (1080p) images over your existing analogue infrastructure allowing you to take advantage of all the advantages of high resolution without any hassle.

HD-SDI (High Definition Serial Digital Interface), is the standard used in the broadcast industry to transmit high definition images digitally over an analogue infrastructure. It provides transmission of uncompressed and non-packetized digital video signals which results in zero loss of image data and zero latency when viewing.

Inquire today:



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03 425 9745

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