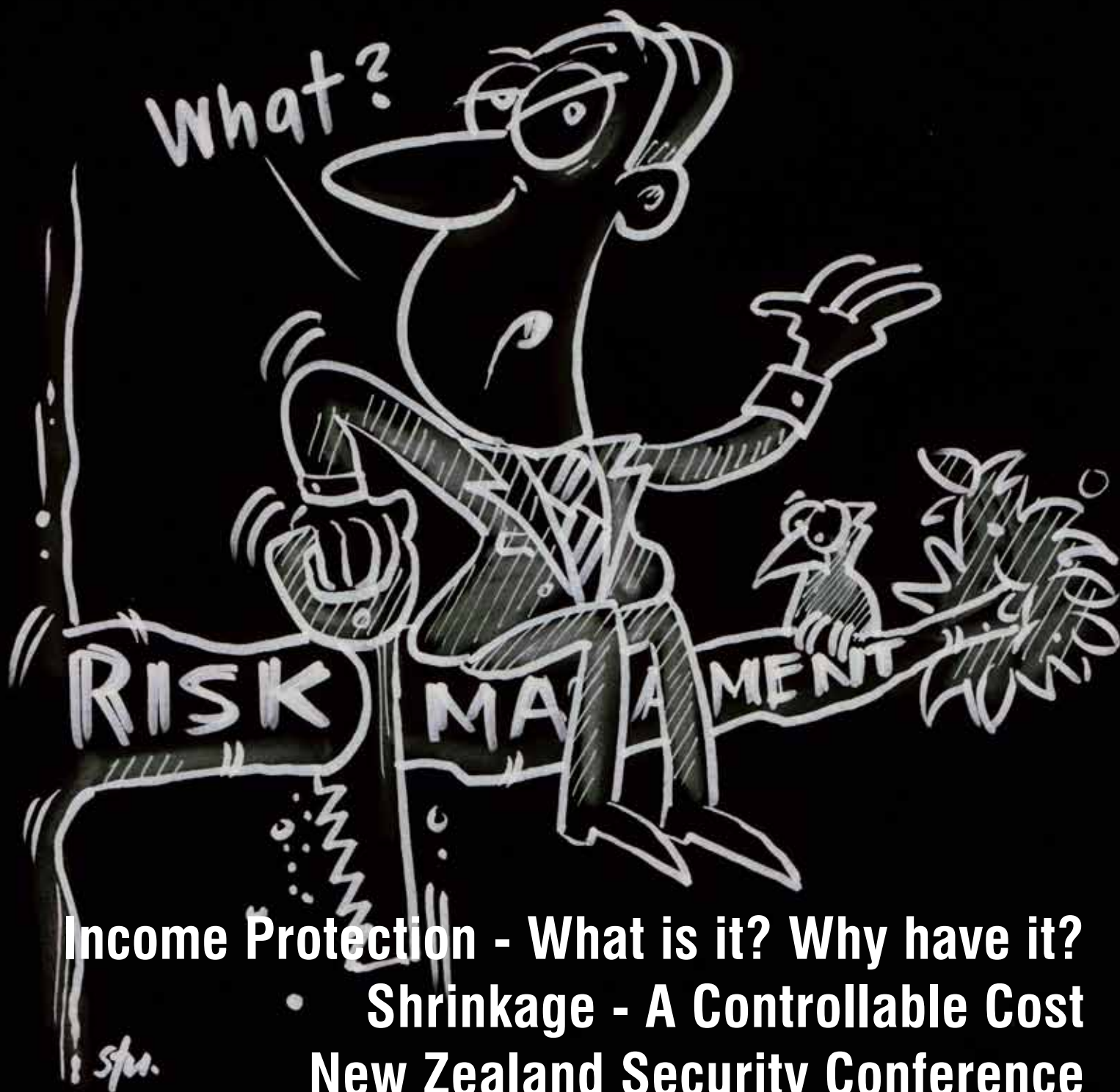


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NzSecurity Magazine

August/September 2012



Income Protection - What is it? Why have it?
Shrinkage - A Controllable Cost
New Zealand Security Conference
Fire Protection Market wants Greater Choice

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Editorial contributions welcome.

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Features

October/November

Professional & Business

Accountants, Lawyers,
Managers and Consultants

December/January 2013

Retailers

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number of employees

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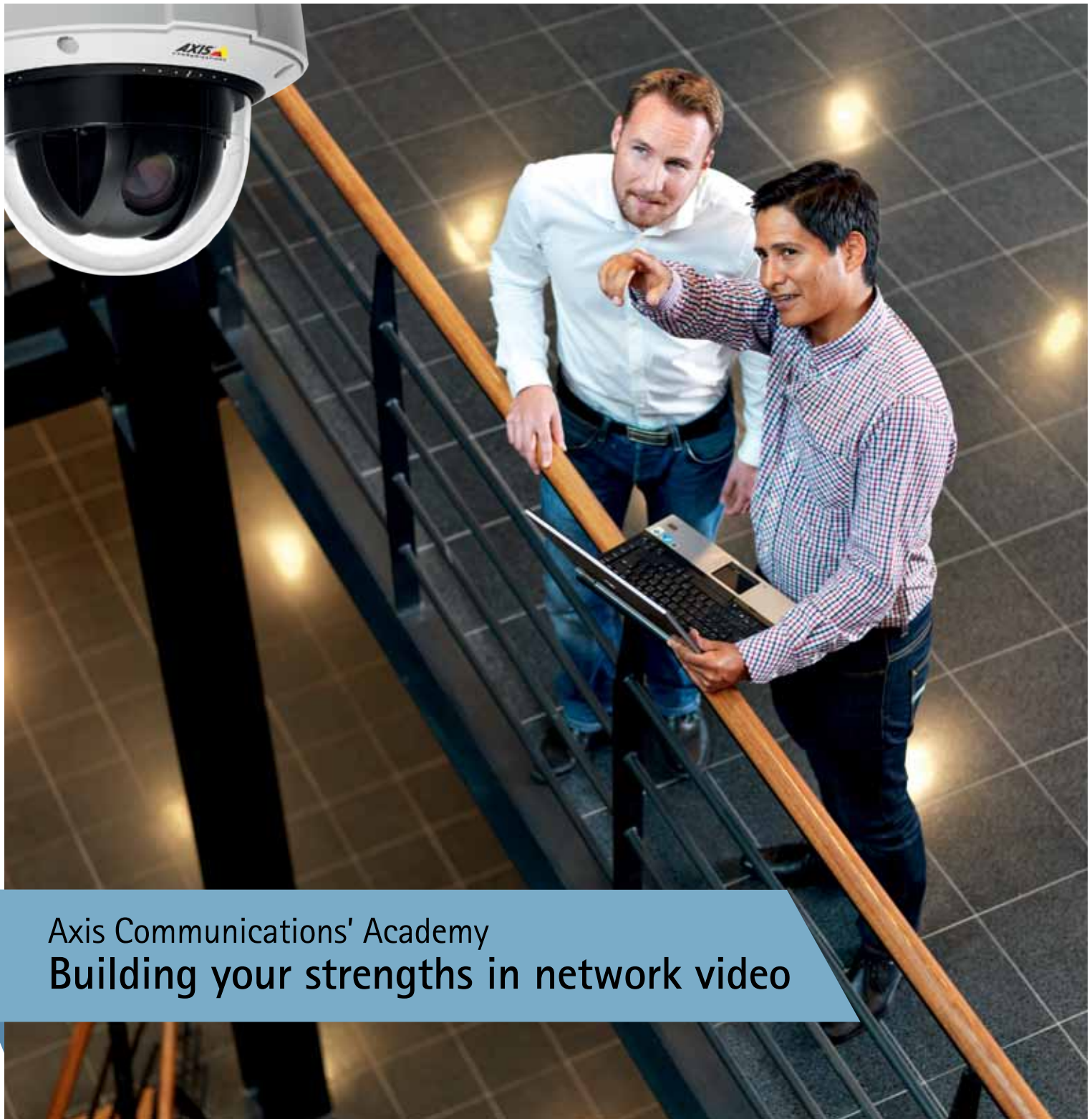
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The New Zealand security industry loses its grand old man

by Alistair J Hogg, CPP, MSc, the current Chairman of the New Zealand Security Association

One of the saddest moments during my tenure as NZSA Chairman was hearing the news that my good friend, mentor and sounding board, Ian Dick had passed away suddenly on 26 June 2012.

One of my most selfish moments during that same period was being marooned at Hamilton airport after an aborted landing at Auckland airport, and missing Ian's funeral as a result. I was devastated that I could not attend the funeral of a man that I had huge respect and admiration for and who I had been proud to call my friend. After languishing in self pity for a few moments, I realised just how selfish those feelings were and that Ian deserved and would expect far better from me than that. In fact, had I not known better, I was tempted to think that the old rascal had one more test for me as his parting shot!

Ian Dick has been part of the New Zealand security industry since 1982 and has been active within and across the industry in a number of capacities until his unfortunate passing last month. During this time, Ian has touched the lives of a great many people within the industry, both the commercial operators and business people but perhaps most importantly the people on the ground who he saw as the core of the industry itself. Ian carried with him a great wisdom developed over the many years of his life and calling from experiences specific to the security industry but perhaps more importantly his overall life experience generally.

Never slow to give advice when invited, and sometimes when not invited, Ian's comments were always considered impartial and without any measure of self interest. Ian cared about the industry, its clients and its reputation and image, but he cared mostly about its people. He was probably the most genuine man I have

ever known and I have the utmost respect and admiration for him and will carry that always.

Ian's involvement with, and contributions to, both the NZSA and its predecessor the NZSIA is long and significant, and included many challenges and personal disappointments. In balance however, I'm sure that Ian considered that his time and efforts had been worth the struggle and that both organisations had achieved largely in line with the needs and desires of their members of the time.

Ian contributed enthusiastically and significantly and many of his personal efforts and achievements on behalf of members will stand for years to come. Never satisfied to accept the status quo, Ian continued to question and challenge the industry and the association until his passing with the sole purpose of adding value and driving for delivery and accountability at all levels. As will a great many other people, I have been on the receiving end of many of his arguments, challenges and criticisms and have been challenged often by his experience, history and generally sharp mind and I must admit to often having walked away somewhat shell shocked as his passion for the industry surfaced during those discussions.

With experience I learned that Ian simply wanted the best for the industry and its people and none of our disagreements ever became personal. No matter how animated our discussions became, Ian always finished with a politically incorrect joke, some kind words of encouragement, and the reinforcement of our personal friendship.

It is perhaps sad then that our final dealings over the past couple of years included dealing with issues that were difficult and sensitive, during a time when Ian's health due to age, was deteriorating, but in hindsight, perhaps it was best that

we were able to work through those issues as two friends, always in the best interests of the industry and its people and with mutual respect at all times.

Ian Dick cared about people, perhaps he cared too much at times for his own good, however Ian's legacy will live on as will our individual and personal memories of him.

We are proud to recognise Ian Dick now and going forward, with the people that really counted to Ian, the security officers on the ground, through the NZSA annual awards process by rebranding the highest annual honour as 'The Ian Dick Memorial Security Officer of the Year' award to be awarded for the first time at the 2012 security conference and exhibition in August and I'm sure Ian would approve of that.

As I approach the end of my tenure as chairman of the NZSA, Ian's passing reinforces my belief and intentions of really driving the direction of the association back where it rightly sits, to its many members and the people that represent them. The association is all about its people and those people need to become engaged and get involved and they need to be invited and welcomed to do so. Certainly I will be driving for this as we approach our change of leadership in August.

For me personally, I have lost a great friend and mentor and a person who always made a point of keeping me in balance, but for the industry generally, we have lost our grand old man of the industry and a man who touched the hearts of everyone within it.

As another good friend of both Ian's and mine recently said, "wherever Ian may be we can rest easy that the security and best interests of that place will be assured at all times." I just hope that he finds someone to share an earthy joke with and a glass of Pinot along the way.

Our deepest sympathies to Ian's wife Eng their family and large group of friends.



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Shrinkage – a controllable cost

When Frank Winfield Woolworth opened his first nickel and dime store in 1879 Pennsylvania he decided to do things differently.

He took his sales stock out from behind the counter and put it out on open display, a move that boosted sales, cut the number of sales staff, propelled the growth of Woolworths and changed retail forever.

But there was one negative aspect, says Grant Marvin, Smith and Caughey Loss Prevention Manager, speaking at the Retail Australasia Summit held recently in Auckland.

The downside in his new approach was a dramatic increase in shop theft.

“But for him the losses due to the theft were more than outweighed by the additional sales, and reduced costs,” says Marvin.



Dave Norton, Loss Prevention Manager, Foodstuffs, South Island

“He could justify his losses, and from that time shrinkage became a cost of business, a decision about determining what would be acceptable.”

Today, growing sales is tougher than ever, causing businesses to search for ways to improve performance and focus on loss prevention.

“Reduce shrinkage and you reduce costs,” says Marvin.

“The challenge is to sell more and lose less, while still creating a positive customer experience.”

He says shrinkage is about operational failures – damage, wastage, theft or fraud, creating negative thoughts about dishonesty, complacency, and relationships, but these should not be allowed to taint the positive attitudes that are needed for sales.

This happened in the past, but loss prevention techniques have evolved and he says the benefits today are realised by making loss prevention and security part of organisational culture.

“First and foremost shrinkage is not solely the responsibility of the loss prevention department. The whole organisation has the ability to do something about it.

Staff views are strongly influenced by the company culture and managers. Senior management commitment is the foundation embedded in loss prevention.

We also have organisational factors like keeping shrinkage on the agenda, about focus and vision, employing the right people, having key performance indicators associated with loss prevention, innovative thinking, a willingness to change, and data analysis. What this is all about is making loss prevention part of the culture of the

company.”

Dave Norton, Loss Prevention Manager, Foodstuffs South Island, told the summit that technology is another key component of a successful loss prevention strategy.

“The value in technology is not to rely on it to stand alone, but to use it to support your people and to support your processes,” he says.

“Unless you have the culture and processes embedded, technology is not going to give you the benefits that it could.”

Norton says the strategy at Foodstuffs is to deploy systems that are multipurpose, open platform, flexible, sustainable, and are fit for the future.

An example is linking point of sale data from checkouts with CCTV images – a system that has provided huge benefits.



Grant Marvin, Loss Prevention Manager, Smith and Caughey

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"We show staff that we have the system, and it has acted as a deterrent, and has significantly reduced some of the loss issues at point of sale."

He says exception based reporting – looking for abnormal patterns in data – is a valuable technology that gives early warning of inventory and point of sale issues.

"The additional benefits are prompt resolution of customer complaints if they say they have been given the wrong change, or been charged the wrong price. Or if people take a receipt off the floor and attempt to get a refund, we can immediately enter the receipt number into the system and link into the footage and determine if that refund is legitimate."

He also cited:

"We can also use it for staff training in inventory management. Where we make a miscellaneous sale and we don't know what's been sold, we can fix up the point of sale and inventory systems with the right coding."

Electronic article surveillance (EAS) is another successful technology that

has reduced theft of 'hot' product lines by up to 40 or 50 per cent in some instances.

EAS tags are automatically deactivated when the item is scanned at the checkout, so if an item is not scanned it sets off an alarm at the exit gates. In one store a green border strip on the floor set between the EAS gates denotes the exit boundary point and provides a simple psychological barrier.

"It signals 'don't step over that line if you've got something in your pocket'," says Norton. "On the first couple of days after we installed it we found there were people walking up to it and actually turning around and dumping product in the store, so this can be very effective deterrent system, if used properly."

Another trend in security is the move to higher resolution IP CCTV cameras where a single camera can now cover an area that previously required multiple analogue cameras.

"I can cover a whole car park with one camera for less cost, and zoom in to any part of the area," says Norton.

He believes video technology and

integration with other security systems such as access control will only get better, and he cited thermal imaging cameras, and video analytics also showing promise for the future.

But he says technology only goes so far.

"The biggest challenge I see for retailers, is once you set a shrinkage goal, and you get shrinkage down to that goal, the issue is maintaining it there."

What can so easily happen in retail is a shrinkage cycle, where once a retailer has achieved the low shrinkage goal, a couple of years later they are back in a high shrinkage situation. More often than not this is because of either complacency, change of management attitude, economic pressure or changed business priorities."

All the same, shrinkage may come and go in cycles in many companies as complacency follows enthusiasm in a cycle, but at the Retail Summit, after listening to Dave Norton and Grant Marvin, you can make a pretty sure bet it won't be happening that way at their companies any time soon.

Peter Parnham

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Income Protection

What is it? Why have it?

How would you cope if you had no income or your income was severely reduced because of an illness or injury?

What about your mortgage repayments or rent? And, the regular outgoings such as; food, lighting, heating, clothing and vehicle expenses? Will the family's standard of living be maintained? What about; schooling expenses, sporting and social activities, travel, holidays and savings?

In 2007 cancers were registered at a rate of more than 2.25 persons per hour¹.

161,000 adults were diagnosed with coronary heart disease in 2008, which included 89,400 people who had a heart attack resulting in hospitalisation².

In 2011 it was estimated there were 45,000 stroke survivors with many being disabled and needing significant daily support³.

Only 20% of men and 17% of women in New Zealand have income protection cover⁴!

What is Income Protection?

This type of cover is also called Disability Income. The purpose of the benefit is to replace monthly income lost as a direct result of a total or partial disability of the insured. It pays a monthly amount during periods when one is unable to earn their usual income as a direct result of an illness or injury.

There are two options with this benefit: Indemnity and Agreed Value Indemnity

With an indemnity income protection contract the sum assured is selected by the client at application date and, subject to certain maximum limits. Generally, there is no requirement for any supporting financial proof to be provided at that time, other than the application form.

The sum assured is set to a maximum of 75% of pre-tax income.

At claim time, the client will be required to produce proof of the income actually lost before a benefit can be paid. The amount payable will be the lesser of the monthly sum assured or 75% of the amount of monthly income actually lost.

Because the IRD considers indemnity benefits to be primarily linked to actual income at claim time, they have ruled that the premiums are tax deductible and any claim proceeds are taxable as income.

Agreed Value

With an agreed value income protection contract the sum assured is the agreed amount payable on claim irrespective of the monthly income actually lost.

The percentage of pre-tax income that is allowed to be insured under Agreed Value benefits is generally 55% of pre-tax income (i.e. the equivalent of approximately 75% of post-tax income).

Because the amount of benefit payable is not primarily linked to actual income at claim time, the IRD has previously ruled that the premiums for Agreed Value benefits are non-tax deductible and the claims proceeds are not taxable which is why the sum insured is usually limited to 75% of after tax income (or 55% of gross income). However some tax advisers now believe that the IRD position has changed in this regard meaning some insurers now actually allow the client to determine which tax position they believe applies to their own cover and will therefore accept sums insured up to 75% of gross income for

D7 180 Camera

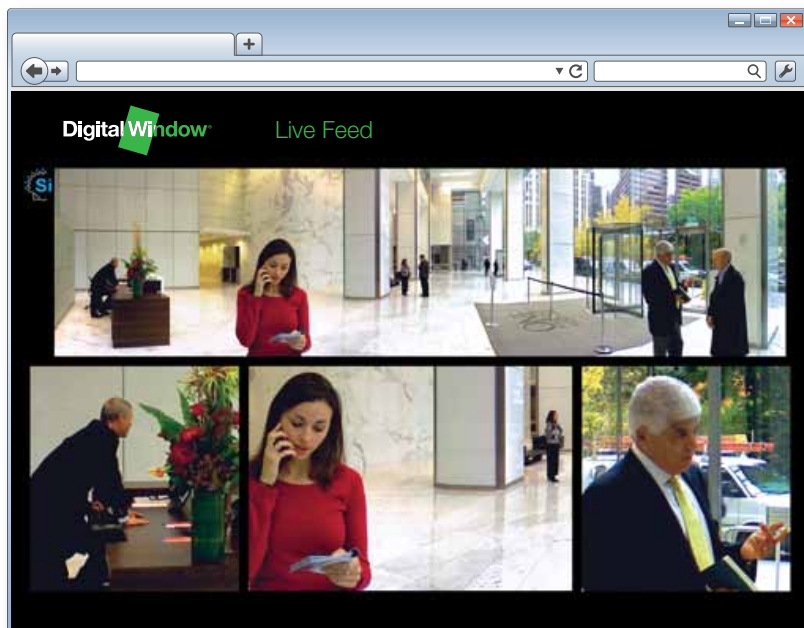


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Agreed Value benefits if the client intends to claim tax deductibility on premiums and pay tax on any claims proceeds.

At application time proof of income is required. For employed clients this can consist of pay-slips or an employer's letter. For the self-employed it requires full business accounts for the previous two or three years depending on the provider. At claim time there is no requirement to prove income lost – the agreed value benefit is payable irrespective of the financial income of the client immediately prior to claim.

Agreed Value benefits are particularly useful for people with fluctuating incomes who do not want to be financially disadvantaged simply because they happened to become disabled during a down period.

However, it is also useful for employed people who may be considering down-sizing their occupation and accepting a reduced income or who may be at risk of redundancy in the future which causes them to reduce their income, as the benefit will not change despite their change in income.

Why have Income Protection?

In the event of not being able to earn an income because of injury or illness for a few weeks right through to many years, the monthly benefit payment could;

- provide you with a level of income which would enable you to maintain, your current standard of living; not only now but in the future.
- provide funds to meet on-going expenses such as mortgage repayments, rent, utilities etc.



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- allow assets and investments to be maintained and savings to continue to be accumulated.
- allow for any unplanned expenses to be addressed.
- remember; ACC does not cover for absence from work because of illness and is subject to some maximum limits which may be significantly lower than your actual income so the monthly benefit will also top up ACC where required.

Definitions and Other Information Offsets

All insurers will offset ACC benefits the client is entitled to receive (whether they are receiving them or not), from the benefit payable. They will also offset any other benefits the insured receives as a result of the same disability, for example, any other income protection benefits or any extended sick leave payments. In other words, any claim payment made would be the value of the benefit provided less the value of, for example, an ACC payment. Some insurers offset any income including passive income so it is important to understand this when considering which product to choose.

Waiting Period

The waiting period is the period which must pass from the first day of total disability until the date that a successful claim for benefits can begin. The benefit has a standard range of waiting periods that the insured can select ranging from 2 weeks to 104 weeks. The longer the waiting period is the cheaper the product price. Waiting periods are also designed to account for any paid sick leave, savings, family support networks, etc, that an insured is likely to call upon.

Benefit Term and Cover Term

The benefit term sets out the maximum length of time any single claim will be paid for, while the cover terms sets out the length of time coverage remains in place for. It is quite common for the cover term and the benefit term to be the same. Generally the shorter the payment term, the cheaper the premium – effectively exchanging price for the risk that any one disability will outlast the selected payment term.

Standard Exclusions

Most insurers impose the following exclusions on their income protection cover:

- Self-inflicted harm
- Criminal activity
- Complications arising from pregnancy unless those complications last more than 90 days following the end of the pregnancy
- Misuse of drugs

Some companies also impose exclusions such as war or participation in armed forces.

Waiver of Premium Benefit

In the event of the total (or partial) disability of an insured, this benefit would pay the entire policy premium (including other benefits for the disabled life assured and all benefits for all other lives assured attached to the policy) until the insured returns to work or reaches the benefit expiry term.

- ¹ Ministry of Health (2010) New registrations and deaths 2007
- ² New Zealand Stroke Foundation (2011)
- ³ Ministry of Health (2008) Portraits of health: Key results of the 2006/2007 New Zealand health survey
- ⁴ Nielson Health Insurance Report 2008

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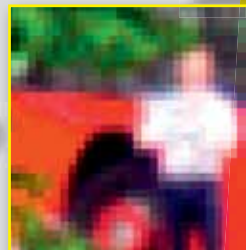


Dallmeier Panomera DP6000 Long Distance camera compared to Nikon D7000

Standard
16 Megapixel Camera

PANOMERA

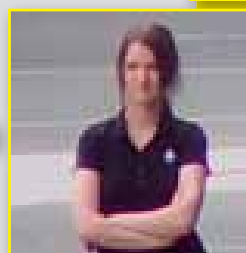
525 ft / 160 m



328 ft / 100 m



197 ft / 60 m



131 ft / 40 m



66 ft / 20 m



Q&A with Chris Hails

NetSafe's Cyber Security Consultant

1. What is NetSafe's role in combating cyber crime?

Founded in 1998, NetSafe is now a leading educational advocate for cybersafety. NetSafe is an independent non-profit organisation that promotes confident, safe and responsible use of online technologies. NetSafe promotes cybersafety and champions digital citizenship by educating and supporting individuals, organisations and industry on a range of issues. NetSafe is a multi-stakeholder partnership which represents a range of perspectives from New Zealand's cybersafety community.

The new Android app is just one of a number of initiatives NetSafe will be rolling out this year. We are encouraging people to stay on top of their computer security and take advantage of our free advisory service.

Research undertaken last year in partnership with AVG and NetSafe showed that more than half of all Kiwis knew little or nothing about computer security risks and solutions and blamed a lack of time, money and useful sources of information. NetSafe wants to change this situation and help New Zealanders to help themselves in the war against cyber crime.

2. How many Kiwis have suffered from cyber crime this year? How big a threat is this and can you put a \$ value on cyber crime in New Zealand?

It is estimated that cyber crime cost New Zealand \$625 million in 2011 (Norton Cyber Crime 2011 report) as more and more people make use of internet technologies

and use computer systems as part of their everyday lives for work and play.

More than 2000 adult New Zealanders are affected by cyber crime every day in the form of computer viruses and malware, credit card fraud, online scams, phishing and identity theft. The average loss reported to NetSafe's Orb website (www.theorb.org.nz) in 2011 was almost \$4,300.

3. Does NetSafe receive any government or other support?

We are an independent organisation with funding from the Ministry of Education and Internet NZ. This year we have also received support from government for specific initiatives such as New Zealand's first ever Cyber Security Awareness Week held in June this year. This was a joint partnership between government and industry with five agencies and eight industry partners involved including Google, HP, McAfee, Microsoft, MSN, Sophos, Symantec and Trade Me.

We are constantly working on new initiatives and many of those involve working proactively with partner organisations – this year we have worked with Microsoft, GirlGuiding New Zealand and Scouts New Zealand to produce a 'digital citizen badge' for both organisations that educates 8 to 10 year olds about key computer safety and security issues including identity theft and strong passwords.

4. Tell us about NetSafe's new Android app? Why not an iPhone app?

This Android app has been designed by NetSafe to put free information and advice directly onto portable devices. We decided to develop an Android application first as it's believed there are double the number of lower priced Android smartphones out there compared with other platforms. We also hoped to put our resources in front of a younger audience.

5. How does the app work and where can it be downloaded?

Users who download the application from Google's Play Store will be able to read free advice on computer security plus take quizzes, watch NetSafe videos and also

report cyber incidents to the Orb reporting service using a 'quick report' form designed for smaller screens. <https://play.google.com/store/apps/details?id=nz.org.netsafe.android.cs>.

6. Is the app available now and how much does it cost?

The app is available now for Android users. Best of all it's free!

7. Do you have any simple tips for our readers on keeping themselves and their businesses cyber safe?

Here are four tips for starters:

The first is to update your operating system and any software on your computer regularly to protect against malware and viruses.

The second is to back up your files just in case you do face security issues, that way you don't lose all those precious family photos and important business data. This does not have to be an expensive process for small businesses but it is important to follow a backup routine.

The third is to ensure you have strong and secure passwords – aim for 15 characters made up of a mix of upper and lower case letters, numbers and symbols and make sure you steer away from nicknames, the name of a pet or simple number sequences like 123456 that can be easily guessed.

And the fourth is to ensure the wireless you are logged into – whether it is at home, work or at a cafe is secure.

8. Where can people go to get more information and free advice on cyber security safety?

New Zealand home internet users and small business owners can get more free information at the new online portal, www.securitycentral.org.nz providing consumers and small business owners with a free 'one stop shop' for learning more about cyber security.

We have more information on cyber safety for parents, students and teachers at www.netsafe.org.nz.



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Guard death before the courts

The Council of Trade Unions (CTU) has taken up the posthumous cause of Security Guard, Charanpreet Dhaliwal, who was killed in November last year while on his first nightshift as a property guard on a Fulton Hogan site in Henderson.

In June the police arrested and charged a 27 year old man with Mr Dhaliwal's murder, but the case raises other legal questions that will reverberate throughout the security industry.

The CTU has launched a personal grievance claim with the Employment Relations Authority on behalf of Mr Dhaliwal's mother, claiming unjustified disadvantage on the grounds that his employer did not provide a safe workplace. CTU President Helen Kelly says they intend to add, breach of contract to the allegations.

Ms Kelly says CTU allegations are based in part on information obtained from police under the official information act, including affidavits collected by police from other workers.

Meanwhile, the Department of Labour, officially now a group within the new Ministry of Business, Innovation and Employment, has charged CNE Security Ltd, Mr Dhaliwal's employer, under

the Health and Safety in Employment Act. Alternative charges have been laid to cover whether he was technically an employee or a contractor. Either way the maximum penalties of \$250,000 apply.

CNE Security is a small operator with a handful of security workers set up by founder Chris Elavia in 2004. He says the company is defending the charges bought by the Department of Labour.

But the CTU wants the Department of Labour to prosecute Fulton and Hogan as well, says Ms Kelly.

"If we don't get formal notice that the Department of Labour will prosecute Fulton Hogan we will seek to step into the role and take a private prosecution. It depends on the evidence, but we want to have that opportunity," she says.

Fulton Hogan says they fully cooperated with police and Department of Labour investigations and declined to comment further.

It is very unusual for the CTU itself to take any direct action for a worker and Ms Kelly fully expects it to set a precedent, upping the ante for companies that employ security contractors.

"They have a duty to take all practicable steps," she says. "In regards to security, this means checking that the contractor has a [compliant health and safety] system."

The courts will ultimately determine whether the allegations faced by the various parties are true, and if so what sanctions should be imposed. But even if the charges and claims are dismissed, no person, company or employer would want to find itself in the expensive, time consuming and stressful position of facing charges under the Health and Safety in Employment Act.

It is a far reaching act, and sets out to make passing the buck on safety a complete no-no, and imposing duties on employers, employees, the self-employed, people who control places of work, and 'principals' people who engage contractors to carry out work for them, with the exception of ordinary householders employing a tradesman.

At the heart of the act is the duty to take 'all practicable steps' to ensure safety of employees and visitors to employers and principals' sites, says Douglas Mitchell, a Senior Associate at law firm, Turner Hopkins, talking in general terms. "For security guards who are often travelling around to various sites and locations, the fundamental requirements of the act are that you identify hazards at those places, take steps to minimize them and if possible eliminate them, in order to take all practicable steps to ensure



Charanpreet Dhaliwal the security guard who was killed in November last year

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their safety. To ensure you are following your obligations under the act you should have systems in place.”

He says for a small operator, it can be worthwhile getting a health and safety consultant in because they can provide the necessary paperwork to show that you have a system that shows you’ve identified what the hazards are going to be and what steps you have taken to minimise and eliminate them such as training and health and safety meetings.

He says it is not enough to take ‘reasonable’ steps.

“It is a much higher bar, and it is an onerous task. There has been a lot of case law on it, so the more that you can show the steps that you’ve done, the better you will fare if there is an incident.”

“There are a variety of consultants that are set up to help small operators, that don’t charge as much compared to a big company,” he says.

Mr Mitchell says a designated health and safety person should keep something like a small spreadsheet, with the hazards listed, and what steps have been taken to deal with them.

“It would also say, ‘I met with all the security guards on such and such a date and we’ve gone over these and these are the steps were taken,’” he says.

“It’s like taking minutes for a company meeting. This approach goes a long way and it’s when companies don’t do it, that’s where they get into trouble.”

He says the difference between small and large companies is just a question of degree.

“The test is around the industry norm, what others are doing, and of course taking into account the amount of resources available.”

A New Zealand standard like AS/NZS 4421 Guard and Patrol Security Services – which contains a number of references to health and safety and training – provides a starting point in assessing what the industry considers normal practice.

Mr Mitchell says premises owners or occupiers who are in control of a property can’t contract out of their obligation to take all practical steps to ensure the safety of people coming onto their property.

“You would normally have something in the agreement that the contractor will take all practicable steps to comply with health and safety. But to reduce legal risk, and ensure their compliance with the act, you might ask for some evidence annually, or bi-annually, showing that the contractor complies with the health and safety act.”

He says there have been prosecutions against principals although they are not as common as prosecutions of employers. If an incident occurs you must report any serious harm to the Department of Labour, and Mr Mitchell says that’s a good time to call your lawyer too.

“A lot of companies have insurance policies that provide cover for health and safety incidents. So they should notify their insurer at the same time, and their insurer may appoint legal counsel.”

But he warns you can’t insure against



Douglas Mitchell is a Senior Associate at law firm Turner Hopkins

finances, although defence costs and reparation may be covered.

Insurance or not, there are good reasons to be proactive when it comes to health and safety, but the aim of the actions should not be just about protecting yourself in a legal sense, there are even better reasons: taking the right steps just might keep you and your colleagues, staff and visitors from harm.



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WD® Designs First Hard Drives For Soho Nas Systems

New WD Red™ drives optimised for compatibility in always-on 1 to 5 Bay NAS systems; provide buyers more choices tailored to their needs

WD announced the debut of WD Red™ NAS hard drives, an innovative line of SATA hard drives specifically designed for home and small office NAS (Network Attached Storage) systems with one to five drive bays. Compatibility-tested with top NAS box manufacturers and optimised for power and performance, WD Red hard drives are now shipping in 3.5-inch 1 TB, 2 TB and 3 TB capacities.



The WD Red line features NASware™ technology, designed to improve reliability and system performance, reduce customer downtime and to simplify the integration process. This new product line addresses the unique environment of NAS and the growing demand for affordable, reliable and compatible storage that reduces customer total cost of ownership. WD Red hard drives also feature 3D Active Balance Plus, an enhanced balance control technology which significantly improves the overall drive performance and reliability. In an exclusive for WD Red customers, WD is offering free premium 24x7 dedicated support and a three-year limited warranty.

The addition of WD Red expands WD's 'Power of Choice' client hard drive solutions. WD recognises that customers and their applications are diverse and they should be empowered to choose the drives that best suit their specific storage needs. With distinguishable colours, the 'Power of Choice' storage solutions are clear and easy to identify: WD Blue™ (solid performance and reliability for everyday computing), WD Green™ (cool, quiet, eco-friendly), WD Black™ (maximum performance for power computing) and WD Red (home and small office NAS). The four colours enable quick selection of the best WD drive for the specific application or usage requirements.

"The network attached entry level storage market is poised to grow at an 86.2 percent 2011-2016 CAGR[1]," according to John Rydning, IDC's Research Vice President for hard disk drives. "WD's new WD Red hard disk drives offer a unique combination of product features and customer support for users seeking to expand the capacity of their entry-level network attached storage solutions."

"Until now, customers had to choose between using desktop or high-end server drives for their home or small office NAS systems – neither of which were both cost effective for consumer solutions and fully NAS compatible," said Melyssa Banda, Senior Director of Product Marketing for WD. "WD saw this challenge as a perfect opportunity to design a better solution so we developed WD Red drives, an optimised product for this rapidly growing segment."

For more information on WD products please contact their New Zealand agents VST Ltd on 09 444 8448 or email sales@vst.co.nz

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The ASIS New Zealand 25th Anniversary Seminar The Security Business a management perspective

According to the excellent presentation given on the day by ASIS member Chris Budge of KPMG, the iPad can be 'cracked' in a matter of seconds. Professor Steven Cummings (who presented on Creative Strategy in business), stated that the iPad was a great platform for writing company strategy on; you just put a piece of paper on it, use a pen and start drawing... Yet, I still felt a pang of envy when I had to give one away as a prize for attending our 25th Anniversary Seminar on the 28th of June this year.

While I felt the prize was good, all attendees had their time rewarded by a focused day of security management education that both reinforced the reason for ASIS New Zealand's existence and celebrated the milestone of 25 years in this country.

The day began with the International President of ASIS, Eduard Emde CPP, who had travelled all the way from the Netherlands to be at the event.



Professor Steven Cummings wows the crowd, talking on creative strategy in business



The International President of ASIS, Eduard Emde CPP is presented with a Mike Campbell carving by ASIS NZ Chairman, Carlton Ruffell PSP CPP

Eduard signaled that ASIS continues to adapt to the needs of its members and create alliances that were beneficial in business and security. He promoted the Annual Seminar and Exhibits - one of the biggest security events globally - that will be held in Philadelphia PA. in September.



Sir Bill Gallagher talks frankly on NZ opportunities in the global security market

This will again be in conjunction with the International Information Systems Security Certification Consortium (ISC)2. www.isc2.org¹.

Next we were privileged to have the Director of the New Zealand Security Intelligence Service (NZSIS), Dr Warren Tucker present on the current threat environment. Warren was introduced by Simon Francis of International SOS, who outlined that companies approach to providing not only medical and emergency evacuation from strange places but also, a suite of security consultancy services available through their sister organisation, Control Risks Group.

Another primary sponsor of the day, Visual Analysis, introduced a pre-lunch focus on IT security. Visual Analysis are best known for being purveyors of the i2 software suite which graphically represents complex data sets, speeding up investigations and allowing dynamic analysis of emerging information.

Dr Chris Roberts of the Government Communications Security Bureau (GCSB) took a hard look at the security of cloud computing; a platform that companies are running to due to supposed cost savings. Chris not only looked at the security vulnerabilities of the cloud, but took a business perspective and showed what may be hidden associated costs.

This was an excellent presentation for security managers who need to decide on 'security's position' in relation to any organisations move to the cloud.

This was followed by Chris Budge of the governance company KPMG who gave a very polished presentation on the risks of cyber crime to organisations and in particular the risks of personal mobile computing platforms to company networks.

After lunch the first speaker was Sir Bill Gallagher MBE, who talked on the challenges of doing business globally. Delegates enjoyed his very open style and positive attitude towards what New Zealand was capable of in the international market. He then went on to outline what security products Gallaghers would be bringing onto the market in the near future.

One of the most popular presentations of the day was Professor Steven Cummings from Victoria University's business school. Professor Cummings gave a straight forward and graphic presentation on creative strategy in organisations.



Dr Chris Roberts of the GCSB gives the security and business arguments for and against the 'cloud'

First, he dealt with basic questions such as, "How do I get my workers to understand and implement strategy?" Then, he illustrated how companies might create growth strategies using six basic approaches. For anyone interested in this field, I can highly recommend his book on the subject, 'Creative Strategy - Reconnecting business and innovation'. Published by Wiley, \$39.95 on Amazon.

The day was rounded out by a joint presentation from Warren Cornor, the head of Customs New Zealand Security with Lee Johnson and Rob Mowat, both of the New Zealand Defence Force, on the Government Tender Process. All three brought years of experience to their presentation which generated the most questions of the day amongst attendees.



Chris Budge of KPMG asks, "Who here has an iPhone?"

ASIS members and partners attended a celebratory dinner that evening where we were entertained by violin talent Shiho Kono and the anecdotes of founding member, Trevor Morley. Here the International President presented the Chapter with an ASIS 50th Anniversary book - which was signed by all in attendance and, the New Zealand Chapter, in turn, presented the President with a Mike Campbell carving of 'the hook of Maui'.

As the Chapter Chairman, I'd like to extend my thanks to all those who attended and made this event so successful. In particular, Bruce Couper, Charles O'Donnell, Mark Nicholas and Warren Cornor of the organising committee; along with Michael Pepper, webmaster.

- ¹ ASIS New Zealand intends to work closely with this organisation in this country to make sure this important area of security receives appropriate coverage for security managers.



Birthday cake celebrating 25 years of security management education in New Zealand

For further information or comment, please contact
Carlton Ruffell
Chairman
of ASIS
New Zealand

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Michele A'Court



Winner of "Female Comedian of the Decade" at the 2010 NZ Comedy Guild Awards, Michele A'Court is a fulltime professional stand-up comedian and freelance writer.

Michele has a weekly spot reviewing the news on TVNZ's "Good Morning" show; she is a regular guest on TV3's award-winning comedy show, "7 Days"; on Radio NZ National's "The Panel" with Jim Mora; and "9 to Noon" with Kathryn Ryan and Te Radar.

Her international experience as a stand-up comedian includes shows in Edinburgh, Glasgow, Melbourne, Adelaide, Vancouver and NZ. Michele also performed for the international troops in East Timor back in 2001.

Jane Turner



Jane Turner from ASB Bank provides an insight into the current economic conditions. Jane joined ASB in 2008 as an Economist.

Her role involves monitoring, analysing, and forecasting trends in the New Zealand economy, financial markets and monetary policy. Prior to joining ASB, Jane spent 5 years working for the Reserve Bank of New Zealand in Wellington, spending most of this time in the forecasting team as a Senior Economic Analyst.

Graham McGregor



Graham McGregor is an internationally recognised marketing expert and the creator of "The Unfair Business Advantage Report".

www.TheUnfairBusinessAdvantage.com which has now been read by business owners in over 27 countries.

His presentation is called: How to get an 'Unfair Sales Advantage' in your security business...

In this session you will learn

- An easy way to turn your best clients into your unpaid sales team
- Two magic words that will increase your sales and referrals by at least 15% a year
- A simple technique to make sure your customers, prospects and centre's of influence keep you 'top of mind' at all times
- How to position yourself as a security expert in less than 20 minutes
- How to double the effectiveness of every sales presentation you make
- How to create an army of fans and followers who sing your praises to everyone they know.

Bill Butler



Bill has been Chief Executive of the Security Industry Authority (SIA), the body responsible for the licensing and regulation of the private security industry throughout the UK, since July '09.

He has worked with ministers in the Home Office and key players in the industry to develop the Government's proposals for a new regulatory regime.

<http://sia.homeoffice.gov.uk/Pages/home.aspx>. In this session Bill will discuss:

- The original objectives of the SIA and how it has performed, including an assessment of the various roles of fit and proper checks, training, compliance and enforcement and the development of the Approved Contractor scheme.
- The proposed changes to the regime and the move to business licensing.
- SIA's expectations for the new regime, including our approach to customer service

2012 Conference Structure:

WEDNESDAY 22 AUGUST

| | | Speakers |
|---------------|---|---|
| 7:30am | Industry Breakfast | |
| | An Insight into the Current Economic Conditions | Jane Turner, ASB Economist |
| 8:45am | Exhibition Opening | |
| 9:00am | Conference Opening | NZSA Chair – Alistair Hogg Auckland Mayor – Len Brown |
| 9:30am | How to Get an unfair Sales Advantage in the Security Business | Graham McGregor – International Marketing Expert |
| 10:30am | Tea Break | |
| 11:00am | Objectives, changes and expectations of the SIA | Bill Butler - Chief Executive SIA |
| 12:30pm | Lunch Break | |
| 1:30pm | The Changing National Security Landscape | Dr Warren Tucker-Director New Zealand Security Intelligence Service |
| 2:15pm | Regulator update | The Private Security Personnel Licensing Authority |
| 3:00pm | Tea Break | |
| 3:30pm | Police/Crime Prevention Partnership Forum Update | Superintendent Bruce Bird National Manager: Prevention |
| 4:15pm | Travel Safety Vs Travel Security | Tony Ridley – International Security Advisor |
| 5:00pm | Close of Day One | |
| 5:00 - 7:00pm | Drinks & Nibbles | |



Dr Warren Tucker

Warren was appointed Director of the Government Communications Security Bureau with effect 13 December 1999. He took up the position as Director of Security, New Zealand Security Intelligence Service, on 1 November 2006. Warren is a founding member and Patron of the New Zealand Institute of Intelligence Professionals (NZIIP), and is Chair of the recently formed Strategic Advisory Board,

Centre for Defence and Security Studies, Massey University.
Session Outline:
Doctor Tucker will reflect on the changing National Security landscape in New Zealand in his time as Director of the New Zealand Security Intelligence Service.



Chris Budge

Chris is the Forensic Investigative expert within KPMG's Forensic Investigative expertise on technology and brings a wealth of experience has in Electronic Crime. PricewaterhouseCoopers within New Zealand.

Chris is a Member of ASIS NZ, ACFE and a Forum (CPPF) Committee sponsored by the Representative. Session Outline - 2012 Forensic Trends in both the public and private sector last year as compared with the last three years. Prevention strategies; what is being done. Global trends and where do we fit in the

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THURSDAY 23 AUGUST

Speakers

| | | |
|---------|--|--|
| 9:00am | Building a Resilient Organisation | Professor Grant Schofield Consultant in Neuroscience of Leadership |
| 9:45am | Social Media and Online Marketing | Tony Ridley- Social Media Expert |
| 10:30am | Tea Break | |
| 11:00am | Future Technologies and CCTV Operational Requirements | Andy Hays - International CCTV Specialist |
| 12:30pm | Lunch Break | |
| 1:30pm | CPTED and Making it Work | Laurie Gabites - Regional Director CPTED Association |
| 2:15pm | Trends in both the public and private sector fraud within New Zealand | Chris Budge, CFE - Forensic Services, KPMG |
| 3:00pm | Tea Break | |
| 3:30pm | The Security Impact of Climate Change on the Asia - Pacific Region | Steve Mark - Australasian Register of Security Professionals |
| 4:00pm | Australasian Security Professionals Register Update | Steve Mark - Australasian Register of Security Professionals |
| 4:45pm | Closing remarks | Alistair Hogg - Chair of NZSA |
| 5:00pm | NZSA AGM | FINANCIAL MEMBERS ONLY |

Andy Hays



Andy Hays is an international specialist in CCTV systems and was a finalist two years running for UK Security Consultant of the year 2009/2010. He was the keynote speaker at Tourism Safety and Security Summit in India and Tourism

security conference in Malaysia actively promoting CCTV standards and best practice to Asia-Pacific countries.

Session Outline

A) Future technologies that will impact on our industry. He will demonstrate the results of detailed testing of mega pixel and HD cameras and discuss the potential mistakes and misgiving the new technology may have for the end user.

B) CCTV Operational Requirements. How to draw up operational requirements, use them to evaluate a systems and how to test systems to Secure By Design standards.

Tony Ridley



Tony Ridley is a leading international business and security expert with specialities in online marketing and business intelligence tools.

<http://tony-ridley.com>

Session: Travel Safety Vs Travel Security

Business travellers are becoming more aware, even demanding. Technology abounds in the travel management and information space and Security managers are trying to do more with less. This has made the task of travel risk management even more demanding but many are still making critical errors or wasting valuable time and money in the wrong areas. In this session we discover new and effective solutions to solving these problems, developing high-end training and information for travellers on a budget and identify what threats and hazards really await our valuable business travellers.

Laurie Gabites



Laurie is a Regional Advisor for the Safe Communities Foundation of New Zealand (SCFNZ) and a recognised CPTED practitioner.

Laurie is also a Trustee and Board Member of the Safe Communities

Foundation of New Zealand (SCFNZ) and a New Zealand Delegate on the Pan Pacific Safe Community Network (PPSCN). He is currently the Regional Director of the International CPTED Association (ICA) covering New Zealand, Australia and the South Pacific.

Session Outline

CPTED AND MAKING IT WORK

CPTED is a crime prevention philosophy based on proper design and effective use of the environment, leading to a reduction in the incidence and fear of crime, as well as an improvement in quality of life. This session explores how to design and implement CPTED in today's environment.

Steve Mark



In January 2010, Steve Mark was appointed Registrar, Australasian Register of Security Professionals which was established to set competencies and criteria for the registration of security professionals in Australia and New Zealand.

In 2011, Steve Mark was appointed Technical Committee Member to the International Standards for Security Agencies Technical Committee.

Session Outline:

The forced movement of peoples through war, government action, food politics and now climate change presents one of the greatest threats to identity, culture and community. This session will explore the impact of climate change as a result of rising sea levels on vulnerable communities, particularly those located on low lying Pacific islands and in the Asia-Pacific river deltas.

CFE

nsic Technology lead in New Zealand
rensic practice. With over 28 years
erience with the last 12 years focused
ffending and cybercrime, Chris
f experience to the conference. His
ncluded; RNZMP (NZ Army), NZ Police
Laboratory, eCrime (NZ) Limited,
Coopers, Trade Me and KPMG working
and Regionally.
on the Crime Prevention Partnership
the NZ Police as the ACFE
raud update
ctor fraud within New Zealand over the
years
e? is it working? where to next?
world?



Professor Grant Schofield

Grant is a Professor of Public Health at AUT University and a consultant in Neuroscience of Leadership. Grant has over a decade's experience in teaching psychology and being involved in elite sport including representing NZ in triathlons.

The session is based on the latest that neuroscience research has to offer us with

regard to how the body and brain interact and function under pressure. Grant will specifically provide:

- The single best technique for getting on with others
- The one thing you can start doing immediately that will make you smarter.....much smarter!
- A powerful idea about how to live an engaged and meaningful life

Intelligent systems meet new challenges

Put an oil pipeline across hundreds or thousands of kilometres of remote politically unstable regions of the world and you create a unique security challenge that can only be met by something a good deal smarter than raw manpower.

International land borders, airports and other critical infrastructure have also been subject to heightened security risk in the years since 9/11.

Every site has its own unique environment, layout and security risks but as the sensitivity and variety of security sensors increases, the challenge is how to accurately and reliably extract and discriminate real intrusion attempts from all of the extraneous environmental noise.

A Melbourne company is solving the problem by using artificial intelligence to analyse and interpret raw alarm data.

Future Fibre Technologies (FFT) specialises in fibre optic perimeter and



pipeline security for some of the world's most daunting security sites and has also produced; *The Boundaries of Security 2012*, *Global Trends in Perimeter Security*, a 120 page overview of the technology behind today's perimeter security.

Asia Pacific Business Development Manager, Paul Rowan says the company was founded on the concept of using ordinary fibre optic cable as a fence mounted sensor, but with Australia and New Zealand being relatively low risk regions, almost all of their installations are in the Americas, the Middle East and Asia.

The advantage of fibre optic sensing is that it can span large distances and requires no field power, making it intrinsically safe, and immune to electromagnetic interference and lighting.

A single controller can protect up to 80 km and intrusions can be pin-pointed to within a few metres.

It has been known for years that if

an ordinary fibre optic cable carrying light is disturbed by even the smallest of vibrations, the pattern of light is minutely disrupted in a way that can be measured and interpreted.



Paul Rowan, Asia Pacific Business Development Manager, Future Fibre Technologies



Alec Owen, International Client Manager FFT

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Remote desert perimeter fibre optic sensing in the Yemen

Alec Owen, International Client Manager at Future Fibre Technologies and the man behind the book, says the early technology was basic, wasn't particularly sensitive, and the methods for controlling nuisance alarms, were fairly crude.

"FFT pioneered the use of highly sensitive interferometer technology for intrusion detection, but discovered when you start increasing detection sensitivity, you need far better methods for controlling nuisance alarms. So we developed some quite sophisticated signal processing," he says.

These technological advances propelled Future Fibre Technologies to the position of market leader in fibre optic security, but there is always competition.

"As new competitors enter the market, we keep ahead by continual innovation in our software, hardware and performance."

This is where FFT's advanced signal processing and artificial intelligence comes in. The trick, explains Owen, is to reliably discriminate between real alarm events and background noise, which on a long cable run can be very high thanks to weather events, vehicles, wildlife, lightning and other environmental factors disturbing the fence or pipeline.

This problem is not unique to fibre optic sensing technology. In the past the traditional approach was to reduce

a system's sensitivity to avoid nuisance alarms during high winds, rain, storms, and other weather events, but this also reduces the likelihood of detecting an intruder - especially as intruders don't always confine their activities to periods of fine weather.

"An ideal perimeter intrusion detection system in a torrential rain area not only discriminates between rain and intrusion events, but will detect an intrusion event occurring during the heavy rain," says Owen.

"To recognise this 'signature' buried within a rain signal, an artificial intelligence system must suppress background noise, yet still recognise a single true intrusion event without loss of sensitivity, process the alarm, and provide the location of the intrusion."

"It doesn't matter whether you manufacture a fence mounted system, microwave system, a radar or a video motion detection system - everybody is working on reducing nuisance alarms," says Owen.

"This is critical, because if you get a site with lots of nuisance alarms, in the end the security guards will ignore all alarms, or even worse, turn the system off."

Owen says testing by military customers is rigorous and designed to focus on these areas of human weakness.



US High security prison with Fibre optic sensing

Paradox Safe Protector



FEATURES:

- High-sensitivity piezoelectric element
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- 2.5m (8ft) protection range
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- Operates at 10Vdc to 16Vdc
- 16mA typical current consumption
- Adjustable sensitivity (100%, 70%, 50%, 40% or 30%)
- Anti-tamper switch (200mA/24Vdc, N.C.)
- Alarm output (form A relay 150mA/28Vdc, N.C.)
- Operates at -20°C to 50°C (-4°F to 122°F)

Paradox NV780

Digital Outdoor Dual Side-View Detector



FEATURES:

Advanced Digital Technology:

- Two double passive infrared motion detector with eight narrow detection beams, managed by Full Authority Digital Electronics Control (FADEC)
- High-resolution and full dynamic range digital signal conversion
- High-speed, advanced algorithm digital signal processing
- Digital EMI / RFI interference rejection
- True Pet Immunity, up to 40kg (90lb)

Advanced Optical Technology:

- 4x dual element sensors arrangement
- High efficiency long focal point (1.77") lens, providing long-range narrow beams
- 2 pairs of narrow beams per side provide 2x signals per protected area crossing for increased "catch" and false alarm rejection
- Combination optics of mirror reflector and 2nd generation Fresnel "LoDiff" Lens
- Increased white light rejection

Easy Installation and Setup



For more information contact Atlas Gentech | Freephone 0800 732 637 | orders@atlasgentech.co.nz | www.atlasgentech.co.nz
Auckland | Wellington | Christchurch

"They may get a piece of nylon fishing line and tie it onto the fence, hide in the bushes and tug on it to trigger an alarm. When the CCTV camera pans around there is nothing to see – it's deemed to be a nuisance alarm. They would do this over a period of several hours and then simply climb over the fence. They would not be detected because everybody's assumed there is something wrong with the alarm system so would ignore all alarms in that area."

He says artificial intelligence systems can deal with this kind of intrusion and are far more accurate and quicker than human operators.

"Traditionally intrusion detection systems flagged an alarm to the security staff, who then look at the alarm information, the environmental conditions, maybe listen to the signal on the fence, have a look with CCTV, and use their experience to decide if this is a real alarm or not. This process is notoriously

inconsistent, slow, highly subjective and relies heavily on the experience of the operator."

Artificial intelligence systems however, perform this task automatically and consistently in a fraction of a second, requiring no operator intervention to determine if it is a genuine intrusion. Not only do you get a simple yes/no alarm but it can also perform basic event recognition to identify the type of intrusion, such as cutting or climbing the fence.

Because most intrusions focus on the human and procedural weaknesses, this technology is a major step forward, says Owen.

But he warns that artificial intelligence will never overcome poor sensing technology.

"Like the human eye the more information you see the better the recognition, so the quality of the intrusion detection sensor and information available from it is critical to overall system performance," he says.

"But it's these advances in technology that will help you deliver first class security, and it's this type of technology you should expect your vendors to recommend."



FFT's advanced signal processing eliminates nuisance alarms from these powerful diesel generators situated next to the fence

Cutting-edge digital surveillance has never been this easy

It's time your video surveillance was as smart and easy as your other tech gadgets, don't you think?

As a small-business owner today you have some pretty cool technology available to you, everything from working on the go, with laptops and smartphones, to video conferencing with a handheld tablet. So when it comes to the video surveillance technology securing your business, you should expect to have something equally smart and easy that fits your needs and budget.

Now, you can. Ideally adapted for small retail shops, hotels, offices, and other small businesses, AXIS Camera Companion offers you cutting-edge digital surveillance benefits like HDTV image quality, live viewing from anywhere (even on mobile devices), and an easy-to-use interface.

High definition images — just like your HDTV at home

High definition technology is everywhere these days. You can get so much detail on your television at home you can practically



count the freckles on your favorite football player. So why settle for blurry images on your surveillance footage where it really counts?

With HDTV for video surveillance, Axis offers a tremendous leap forward in

image quality with up to five times higher resolution than analog cameras.

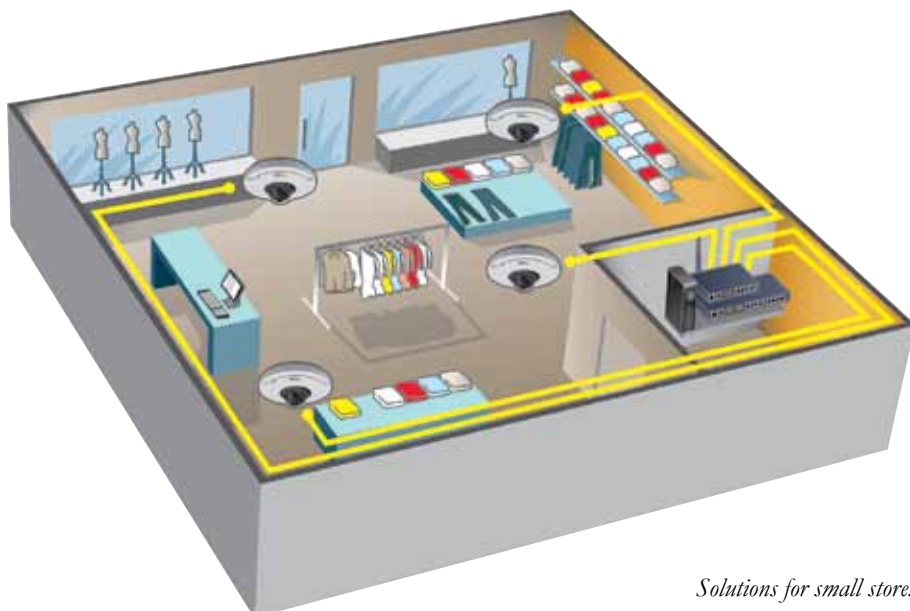
This means better color and sharper images even when zooming in for extraordinary detail.

Watch your store from home, across town or halfway around the world

Want to see exactly what's going on while you're gone? AXIS Camera Companion is a network video system that gives you the peace of mind and business possibilities associated with mobile and remote live monitoring. Keep an eye on things in real time from anywhere in the world. It's quick and easy to log in from your computer or use viewing apps for iPhone, iPad and Android. Simple. Convenient. Secure.

Get the latest surveillance technology in an all-in-one, easy-to-use system

An AXIS Camera Companion system consists of Axis cameras, SD cards, software for PC and mobile devices, and network equipment. Video is recorded to



Solutions for small stores



the SD card inside the camera, making each camera an independent surveillance device.

That means there's no need for a separate recording device (DVR) or computer during operation making the system extremely simple and cost-effective. Plus, it's more reliable, since there's no single point of failure in the system. With AXIS Camera Companion, basically, everything you need is in the camera. Get direct access to the surveillance functionality you need with the best picture quality — even on the go. It's simple: install it, watch it, interact with it, depend on it.

Enjoy easy, straightforward operation

The AXIS Camera Companion viewing software for PC, iPhone/iPad or Android makes it easy to manage your video surveillance system. The interface is simple and intuitive, with easy access to the features you need.

- ◆ *For 1 to 16 cameras*
- ◆ *HDTV image quality*
- ◆ *Easy to install and use*
- ◆ *No central PC or DVR needed*
- ◆ *Remote access to video*
- ◆ *Apps for iPhone, iPad and Android*
- ◆ *Scalable and futureproof*

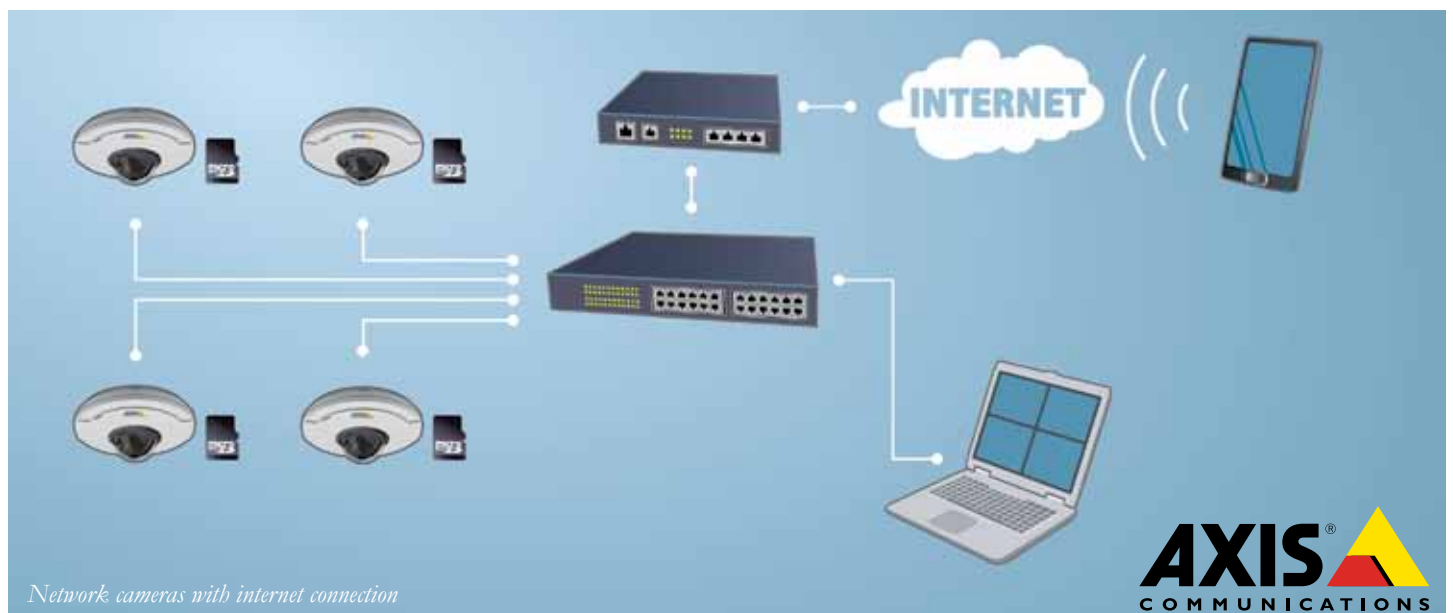
Video surveillance that grows with you

In business, it pays to stay one step ahead. AXIS Camera Companion helps you do just that — on two fronts. You get innovative surveillance that keeps you secure today, and a scalable solution to help you prepare for future challenges, growth and technology.

Made to fit your needs today

AXIS Camera Companion is quick and easy to set up in any small-business setting. And if you already have analog cameras installed, use Axis video encoders to connect them to the network protecting the investments you've already made and giving you an easy path to the digital world.

Scalable and future-proof for tomorrow, AXIS Camera Companion makes it easy to expand your security system later as your needs change positioning you to take advantage of new cameras and advanced features in the future.



Identity Management with virtual credentials - adding a new dimension to the access control industry

Use of virtual credentials to manage identity is opening the access control industry to new solutions

Dr Tam Hulusi, Senior Vice President, HID Global

Today's mobile phones are so much more than communication devices - they have become an indispensable consumer appliance for numerous personal, professional and entertainment applications. With the advent of Near Field Communications (NFC) technology, these mobile phones can now also be used to hold your identity keys and used to carry out numerous secure transactions.



Near Field Communication technology

A short-range wireless communication technology standard, NFC enables the exchange of data between devices over short distances such as a few centimetres. NFC is one of several new platforms that can be used to hold virtualized credentials that previously were stored on contactless smart cards and used to open doors.

The same contactless credentials that are programmed to provide various levels of facility access can now be loaded onto a mobile handset and used with NFC for secure access. Users benefit immensely as it eliminates the need to carry any other access credentials, while making it easier for security managers to track who is entering and exiting monitored access points.

Benefits of Near Field Communication

NFC enables physical access, cashless payment and other exciting capabilities, but the only way to make them secure is by establishing an identity methodology. This methodology must be based on a comprehensive chain of custody in which all system end points can be validated. Only in this way can identity transactions between the end points be trusted at any time.

Contactless payments and contactless access control go hand-in-hand with NFC

Contactless payments and contactless access control go hand-in-hand with NFC-enabled phones can make several contactless transactions including cashless payment and transit ticketing, data

transfers including electronic business cards and access to online digital content. This makes it easy to combine multiple virtual credentials on a single device for things like secure facility access and the ability to make cashless payments at the facility's canteen. Cashless payment is rapidly growing in popularity and contactless payments are becoming increasingly popular in Canada. According to an August 2010 study by Technology Strategies International, an Oakville, Ontario-based tech market research firm, a significant chunk of transactions in Canadian stores will be carried out using cashless payment systems by 2014. The value of contactless transactions is expected to reach \$5.6 billion and there is also strong interest in mobile payments.

The changing face of "identity" and identity management

We often think about identity in terms of the card that carries it. Clearly, though, 'identity' can now take the shape of a mobile phone, a USB stick or some other medium. These and other virtualized credentials expand the concept of identity beyond traditional I.D. cards to include many different credential form factors.

This new way of thinking is driving fundamental changes in how we deliver and manage secure identity. Today's new form factors for credentials improve user convenience and flexibility. But they also raise questions about how to ensure that all identities can be trusted. For instance, if a user's identity resides on a mobile phone, how can one be sure that the

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:



device is trusted and secure? Or if a user loses a USB stick that houses his/her identity, how does one disable that device without affecting the user's identity/credential residing on another device?

Factors involved in virtualized credentials' authentication and management

Managing virtualized credentials can be a complex process. In one typical example, a server would first send a person's virtualized credential over a wireless carrier's connection to the person's mobile phone. To 'present' the person's virtualized credentials at a facility entry point, the phone is held close to an IP-based access controller connected to another server. Throughout the process, there must be a way to ensure that the credential is valid. Both end points, plus all of the systems in between, must be able to trust each other. There needs to be a transparently-managed chain of trust going from one end to the other.

The basis for modern transactional systems has been the ability to trust the identification of a person, computer, web-site, check, or a credit card. Unfortunately,



the effort required to authenticate them has grown exponentially. There is, however, an aspect of secure identity systems that simplifies the problem: like mobile networks, secure identity systems are closed systems. To use them, you generally must complete a background check and sign a legal document to construct the basic blocks describing your identity. It's this strong authentication and binding that endows a secure identity system's basic blocks with inherent trust.

To even have a current and valid set of identity blocks usually means that one has passed this bar and is a member in good standing of the closed system. It also means that the blocks and the systems supporting them can be simpler and constructed so that they use industry standards. This is the approach taken with TIP [Trusted Identity Platform], which enables the validation of all endpoints, or nodes (such as credentials, printers, readers and NFC phones) in the network so that transactions between the nodes can be trusted.

Benefits of the Trusted Identity Platform [TIP]

TIP is a framework for creating, delivering and managing secure identities in a virtualized credential environment. At the heart of the TIP framework is the Secure Vault, which serves known nodes within a published security policy. TIP delivers three critical capabilities: plug-and-play secure channels between hardware and software; best-in-class key management and secure provisioning processes; and seamless integration with information technology infrastructures.

Data security, privacy and reliability are ensured in the TIP environment using symmetric-key cryptography, so

that all nodes can execute trustworthy transactions. Once a 'handshake' is accomplished between the Secure Vault and a node device, then the device is deemed to be 'trusted' in the network. Trusted devices no longer must communicate with the Vault and may operate independently. In this way, the transaction between nodes, such as a credential and a reader, is trusted and the resulting transaction, such as opening a door or logging onto a computer, can also be deemed trusted.

NFC-based access systems and other virtualized credentials will enable a new era of more convenient and secure transactions. Delivering on this promise will require a simple but protected, fully scalable and standards-based identity delivery system. These systems will need to support a wide variety of identity nodes - ranging from readers and cards to NFC-equipped mobile phones - that each can be registered as a 'trusted node' so that it can be securely provisioned anywhere in the world.



For more information on HID's products and services within New Zealand, please contact Stephen Blakey.

Stephen is the HID Regional Sales Manager for New Zealand.

Stephen can be contacted on 09 537 0279 or 0210 824 6096 email:sblakey@hidglobal.com.





4 Channel High Resolution Outdoor kit

An affordable and reliable solution for use in any outdoor environment where discreet surveillance is necessary.

4 x 700TVL Outdoor IR Cameras

1 x Pinetron 4 channel DVR

1 x 17" CCTV LCD Monitor

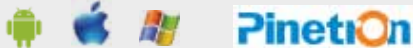
1 x Power Supply

1 x 4-Way Power Board

1 x CCTV Warning Sign

1 x 4GB Usb flash-disk

iPhone, Andriod and Windows compatible.



Portable Hybrid HD IP Kit

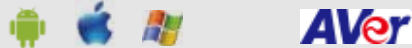
An affordable High definition Solution and fully onvif compliant. Capable of recording 4 analogue cameras and 4 ip cameras simultaneously. A compact and versatile CCTV solution.

2 x 1080p HD Outdoor Cameras

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PDR-X5000 Series DVR

Rock solid recording solution available in 4ch/8ch/16ch recorders.

- Real Time CIF Recording (480/400 fps)

- Real Time Display

- 4 / 8 / 16 channels available

- H.264 Compression

- HDMI Output

- 2 x Usb 2.0, 1 x Network Ports

- Event log Search, Preview Search,

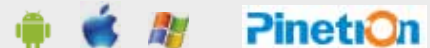
Motion Area Search, Go To Search

- Built-In Multiplexer Pan/Tilt/Zoom/Focus

- User Friendly GUI(True Color)

- Mouse/Keyboard Controller/IR Remote

iPhone, Andriod and Windows compatible.



Dallmeier DMX 800 S Matrix

Your ideal entry into the world of Video IP solutions!

The Smatrix is ideally suited for applications requiring high-speed recording, expanded storage capacity up to 10TB with low power consumption, while ensuring optimal security. The DMX 800 is a hybrid audio and video recorder with integrated storage system for up to 16 free allocatable video channels. Using a release code the basic version with 8 free allocatable video channels can be expanded by up to 8 further free allocatable video channels (maximum 16 channels in total). Unit now supports RAID 5, 6.

The DMX 800 has a compact design (2HU) and is designed for mounting into a 19" rack!



Dallmeier DMS80

The DMS 80 is a stand-alone hybrid audio and video recorder with support for up to 24 channels including High Definition.

- Up to 8 free allocatable and 16 IP based video channels (SD-IP/HD-IP)

- PentaplexPlus functionality: Simultaneous real-time recording, streaming, live display, playback and remote access

- Hybrid recording: H.264, MPEG-4, MJPEG

- Bit rate up to 1.5 Mbps with analogue cameras, up to 6 Mbps with IP cameras

- Resolution with analogue cameras: up to 4CIF

- Resolution with IP cameras: SD, HD (720p, 1080i, 1080p), up to 8 MP

- Frame rate per channel up to 12 fps at CIF with analogue cameras, up to 25 fps at 1080p with IP cameras



Dallmeier DDF4910 5mp HD Camera

The DDF4910HDV is a 5-megapixel High-Definition IP network dome camera with Dallmeier Cam_inPIX® technology built into a vandal-resistant enclosure. The camera provides real-time Full HD video (1080p/30), with outstanding day/night capability also available in different mounting variants.

- 1/2.5" 5-megapixel CMOS image sensor

- Automatic Day/Night switching

Resolution: SD (up to D1), HD (720p, 1080p, 2MP, 3MP, 5MP)

- Frame rate up to 30 fps

- Simultaneous Dual- or Tri-Streaming

- 3D Digital Noise Reduction (3D DNR)

- Low power consumption (max. 4.5 W)

- 3-axis adjustment

- IP67 (surface mount variant)

- ONVIF compliant



The DINION capture 5000 & 7000

The DINION capture 5000 is a specialty camera designed to capture consistent, high-quality images of vehicle license plates. Available in IP and analog versions, it is ideal for monitoring parking lots, public areas, and for controlling vehicle access.

The DINION capture 5000 overcomes the problems encountered when using conventional surveillance cameras in vehicle identification and automatic license plate recognition applications. The Night Capture Imaging System delivers a burst of infrared illumination and simultaneously filters out visible light to ensure clear license plate images in complete darkness while eliminating the negative effects of headlight glare.

Advanced Ambient Compensation minimizes plate overexposure from sunlight for more accurate automatic license plate recognition. Finally, adjustable imaging modes allow for fine-tuning the imager for specific regions or license plate recognition algorithms.

System Overview

The DINION capture 5000 is available with a high performance analog camera or with a progressive scan CCD IP camera. Both models use high intensity short pulse width IR illumination to attain a crystal clear plate image while minimizing the effects of ambient light. Automatic Mode Switching can be used to overcome scenarios where the plate image may become overexposed, such as when the sun is behind the camera.

With an operational range of up to 28 m (92 ft), the DINION capture 5000 delivers high contrast number plate images across the complete spectrum of ambient lighting conditions, from total darkness to direct glare from sunlight and vehicle headlights. The camera can capture clear plate images from vehicles moving at speeds of up to 225 km/h (140 mph) enabling effective capture on motorways, highways and in other high speed applications.

The DINION capture 5000 easily integrates with the Bosch Divar 700 Digital Video Recorder, the Bosch Video Management System, and with the Bosch Video client. The imager is also specifically designed to work with third-party ANPR software.

Analog Cameras

The DINION capture 5000 features a 1/3-inch, wide dynamic range CCD sensor and incorporates advanced (20-bit) digital signal processing for outstanding picture performance.

The highly accurate 20-bit digital signal is automatically processed to reveal every detail of the image in both the high- and low-light areas of the scene simultaneously.

IP Cameras

The DINION capture 5000 IP features a CCD with progressive scan technology. These models can quadstream video simultaneously — on two H.264 streams, an I-frame recording stream, and an M-JPEG stream. Equipped with a 20-bit DSP the signal is automatically processed to reveal every detail of the image in both the high and low light areas of the scene simultaneously.



The DINION capture 5000 IP uses H.264 (Main Profile) compression, bandwidth throttling, and multicasting capabilities to manage bandwidth and storage requirements efficiently, while delivering high image quality and resolution.

Three power options, PoE+ (Power-over-Ethernet+), 11–30 VDC, and 24 VAC are available. Using PoE+ makes installation easier and more cost-effective, as cameras do not require a local power source. To increase system reliability, the camera can be simultaneously connected to both PoE+ and 11–30 VDC/24 VAC supplies.

The camera conforms to the ONVIF (Open Network Video Interface Forum) specification which guarantees interoperability between network video products regardless of manufacturer. ONVIF conformant devices are able to exchange live video, audio, metadata and control information. They are automatically discovered and connected to network applications such as video management systems.

Functions

Night Capture Imaging System Capturing usable images of vehicle license plates is one of the most challenging problems in video surveillance, particularly at night. Typically there is not enough light on scene to properly expose the plate image and vehicle headlights only reduce the exposure making the plate image even dimmer. The DINION capture 5000 overcomes these problems by using the Night Capture Imaging System. The Night Capture Imaging system illuminates a license plate with a burst of infrared light and simultaneously filters out visible light ensuring clear license plate images 24-hours a day.

Advanced Ambient Compensation

The DINION capture 5000 uses Advanced Ambient Compensation to decrease overexposure, unreadable plate images, and false ALPR readings. Advanced Ambient Compensation combines high-intensity pulsed infrared illumination, and ultra-fast shutter, and automatic mode switching to deliver a clear, consistent license plate image, day or night.

The DINION capture 7000 is a specialty camera designed to capture consistent, high-quality images of vehicle license plates. It is ideal for monitoring parking lots, public areas, and for controlling vehicle access.

The DINION capture 7000 overcomes the problems encountered when using conventional surveillance cameras in vehicle identification and automatic license plate recognition applications. The Night Capture Imaging System delivers a burst of infrared illumination and simultaneously filters out visible light to ensure clear license plate images in complete darkness while eliminating the negative effects of headlight glare.

Advanced Ambient Compensation minimizes plate overexposure from sunlight for more accurate automatic license plate recognition. Adjustable imaging modes allow for fine-tuning the imager for specific regions or license plate recognition algorithms. Finally, the overview camera provides a complete vehicle image in tandem with the plate image for positive vehicle identification.

System Overview

With an operational range of up to 28 m (92 ft), the DINION capture 7000 delivers high contrast number plate images across the complete spectrum of ambient lighting conditions, from total darkness to direct glare from sunlight and vehicle headlights. The camera can capture clear plate images from vehicles moving at speeds of up to 225 km/h (140 mph) enabling effective capture on motorways, highways and in other high speed applications.

The DINION capture 7000 easily integrates with the Bosch Divar 700 Digital Video Recorder, the Bosch Video Management System, and with the Bosch Video client. The imager is also specifically designed to work with third-party ANPR software.

The DINION capture 7000 uses high intensity short pulse width IR illumination to attain a crystal clear plate image while minimizing the effects of ambient light. Automatic Mode Switching can be used to overcome scenarios where the plate



BOSCH

Invented for life

image may become overexposed, such as when the sun is behind the camera.

The license plate imager camera and the overview camera use a 1/3-inch, wide dynamic range CCD sensors and incorporate advanced (20-bit) digital signal processing for outstanding picture performance.

The highly accurate 20-bit digital signal is automatically processed to reveal every detail of the image in both the high- and low-light areas of the scene simultaneously.

Functions

Night Capture Imaging System

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Wireless Alarm Interconnection from BROOKS



One item that we think is extremely important when considering alarms for your home is 'interconnection'.

So what is interconnection?

Quite simply with interconnection if one alarm sounds, all alarms sound, thereby increasing the time available to respond. Interconnection, whilst not mandatory in New Zealand and Australia, significantly increases early warning in the event of a fire. At BROOKS we believe that interconnection should be mandatory where two or more alarms are being fitted, especially in dwellings with two or more levels.

Interconnection of BROOKS alarms can be hard wired or RF (wireless). RF is particularly suitable for an existing dwelling where wires may be difficult or costly to run. The advantage of RF is that separate dwellings at the same location, such as granny flats, sheds, caravans etc, can be connected into the main house system.

- Interconnection significantly increases safety by providing an earlier warning.
- Hard wired interconnection can be time consuming, disruptive and costly if done after construction; RadioLINK® solves this by providing wireless alarm interconnection using radio signals.
- When one alarm detects smoke it sends out a radio signal, triggering all the other alarms in the system.
- RadioLINK® makes interconnecting alarms quicker and easier to install and gives residents added protection and early warning.
- RadioLINK® is only available from BROOKS, the first name in residential fire protection in New Zealand and Australia.

New Zealand Standard 4514:2009 recommends interconnection of smoke alarms where audibility (75dBA when measured at the sleeping position) may be a concern.

Making it easy to connect BROOKS Smoke, Heat & CO Alarms wirelessly to a Fire Alarm or Security Alarm Panel

The BROOKS EIB413RF, a RadioLINK® (RF) Module, has been designed to make wireless connection easy between any BROOKS RadioLINK® Smoke, Heat and CO Alarms to Fire Panels and Security Alarm Panels.

The EIB413RF is ideally suited to commercial, industrial, residential (apartments or multiple story buildings) and heritage listed buildings where running cables is not physically viable or uneconomical.

The benefits include the ease of installation, less and bulky wiring, knocking down walls unnecessarily, saving both time and money, and has an added advantage, since the RadioLINK® Smoke, Heat and CO alarms are interconnected, when one alarm activates, all alarms activate adding optimum fire protection and peace of mind.



EIB413 Features:

- Connects RadioLINK® alarm to panels for additional alarms and remote signalling etc.
- Powered by 11 - 30VDC from panel.
- Can be mounted internally or externally to the panel.
- Provides relay outputs (NC, C, NO) from:
 - Smoke Alarms sensing fire
 - Alarm fault (Low Battery or Chamber contamination)
 - CO Alarm sensing CO
- Panel can trigger all smoke / CO alarms to sound.
- Antenna built-in.
- Unique house coding feature.
- Blue LED to facilitate house coding and visual RF transmission indication.
- RF performance to AS/NZS 4268:2003.
- EMC performance to EN301489-1 referencing EN301489-3.
- 5 year guarantee.

For more information visit:

www.brooks.co.nz or call 0800 220 007

INTERCONNECTION....

Make your home a lot SAFER & SECURE!!!



Interconnection significantly increases safety by providing an earlier warning.

BROOKS alarms can be either hard wired or wirelessly interconnected. Hard wired interconnection can sometimes be time consuming, disruptive and costly, **RadioLINK** solves this by providing wireless alarm interconnection using radiosignals.

When one alarm detects smoke it sends out a radio signal, triggering all the other alarms in the system.

RadioLINK makes interconnecting alarms quicker and cheaper to install and gives tenants added protection.

RadioLINK is only available from BROOKS, the first name in residential fire protection in New Zealand and Australia.

Features:

- * Removes the need for disruptive hard wired alarm interconnection
- * No ugly trunking and no re decorating required
- * Saves time, mess and money
- * Quick and simple to install
- * Reliable – no interference
- * Flexible – allows for changes to the system
- * Now available to wirelessly connect to BROOKS CO alarms
- * A complete range of optional accessories

To find out more just give us a call on 0800 220 007



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BROOKS Australia
Ph: 1300 78 FIRE

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Web: www.brooks.co.nz
4 Pike Street Rydalmere NSW 2116
Web: www.brooks.com.au

Fire system reliability key to safety reputation

Keith Newman talks to Jacqui Bensemenn of Argus Fire Protection about challenges and changes in the industry

The out of control fire that ripped through a Qatar mall killing two year old Kiwi triplets Lillie, Jackson and Willsher Weekes in May wouldn't happen here unless there was intentional evasion of the country's rigid codes of compliance, says Argus Fire Protection Managing Director, Jacqui Bensemenn.

The potential for such a tragedy in such a large building; the fire killed 19 people including the New Zealand toddlers who were in a creche facility, "would have to be picked up through our rigorous codes, regulations and independent inspections that ensure things are done correctly."

Bensemenn says building owners and tenants would have to consciously evade inspections and the fire service for that to happen and local councils would have to be either unaware of the building or changes that had occurred within it.

When developers apply for a building consent or a change of purpose for existing premises, it triggers all the alarms

around fire protection and the need for compliance to New Zealand standards and building code regulations.

For a start consenting officers need to see a fire report written up by a recognised fire engineer with a must-do list. That report is attached to the building consent and, depending on site, purpose and location, will determine the extent of fire protection, including evacuation requirements and whether passive or active systems are needed.

Argus Fire Protection typically deals with the property manager, facility manager or the person in charge of business continuity when engaged in fire protection. It advises clients to invest a bit more on up front engineering consultation to get things right and ensure long-term objectives are clearly understood.

Due diligence essential

She urges new tenants, or building owners, to undertake due diligence on fire protection, the same way they would on other aspects of their purchase. "Make sure you employ people who know the intricacies as there are building code changes going on all the time," says Bensemenn.

Argus usually recommends one of the big engineering firms like Holmes, Norman Disney & Young, Becker or a number of smaller independents. "Any decent architect will immediately recognise there's a need for a fire engineering report or if there has been a change of use."

If an increased fire risk is not picked up early the cost of compliance at a later stage could be enormous, says Bensemenn. "A warehouse for example may have a sprinkler system that was compliant for storing concrete blocks."

Rather than making assumptions, the tenant should know what the current fire system protects before signing on the dotted line and well before the industry's independent inspectors make their two yearly rounds and discover it isn't fit for purpose.

However, Bensemenn says New Zealand has an enviable success rate of fires being controlled by the systems in place with the industry becoming increasingly professional over the 15-years she has been involved.

Ownership evolution

In mid-1999 Jacqui Bensemenn moved from Wellington with her family to take over the role of General Manager of Auckland-based Argus Fire Protection from her father Erle Bensemenn. Her father, who died in 2001, had a long career in the fire industry and developed a range of fire panels and detection systems to broaden the company's offerings.

Argus originated from a decision of former employees of A & T Burt to join with other fire protection specialists and establish their own sprinkler company in 1981. It was acquired by current shareholders, the Bensemenn family, Graeme Mander, Bruce Sheppard and Ian Maclean in 1991, who in turn purchased respected fire alarm business. Fletcher Fire Protection (north of Taupo) in 1993.

Bensemenn says a number of new entrants with skills across fire protection disciplines are changing the dynamics of the fire protection industry, including those who have gone out on their own after their former employers downsized.

They're also making the field more competitive and challenging the



*Jacqui Bensemenn
General Manager, Argus Fire Protection*

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Standard, floor mounted, wall to door distance 114mm



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dominance of some of the larger players. "I'm not concerned about them, competition is a good thing; what concerns me are a few cowboys that can threaten the good name of the industry."

She says 'cowboys' can be identified by the kinds of systems they put in, and how quickly their staff and clients churn. "They tend to hang around inexperienced purchasers who buy on the cheapest price. My advice is look into who owns the company, their history and background."

Bensemann says Argus wouldn't have had the capacity 20-years ago to do a number of the projects it's involved in today. "There's been a conscious effort to make sure we have the right staff and resources for highly technical and engineered systems."

She says it would be unusual for more than one company to be involved in installing a system or systems in a building; generally the same firm would install sprinkler and fire alarm system and most jobs go out to open tender.

Long-term relationships

The key to success, suggests Bensemann, is building long term relationships with clients like Fletchers, Hawkins or other construction companies who designate preferred suppliers. Getting on that shortlist means you get first look at requests for proposal (RFPs) for fire protection systems.

Argus prides itself on customising solutions to meet client needs with divisions that specialise in consultation, project management, and installation and design. That includes sprinkler and intelligent fire alarm systems, special hazard systems and extinguishers and the ability to undertake everything from a minor interior fit out to large highly complex engineered systems.

Building trust and an ongoing dialogue about current and future needs and helping clients save money are good for return business. This can simply be through smart placement and sensitivity of equipment, advising a client to move a wall six inches or stretching

implementation over time to make an installation affordable.

"One of our key clients OI, the old ACI Glass, stipulates that the production line doesn't stop in the case of a fire alert. We partner with these companies and our philosophy is everyone has to win or it's a dead end relationship."

The Argus client list includes installation and maintenance of fire systems at University of Auckland campuses, a number of hospitals, the new Westfield complex in Albany, The Base retail complex in Hamilton, Ohakea airbase, the Te Mihi Power Station near Taupo, The Auckland Museum and Auckland Art Gallery.

Her company is able to step up to projects that are complex system design wise or just architecturally.

"The new Auckland Art Gallery for example was complex because we had to install fire protection equipment into difficult architectural features such as the ceiling and small service spaces. "Some of those crawl spaces were hard to get into," she says.

Typically the Argus design team would create a project using AutoCAD software to determine where to locate all the sprinkler heads and do the hydraulic calculations for the water supply.

There's potential to use elements of this technology at graphical fire panels or as part of a system to ensure NZ Fire Service fire fighters are more informed but those discussions haven't yet been initiated.

Cautious about future

So what will the fire protection industry look like in five years? "At the end of the day it's a bit like the security industry, you have to ask what will the detectors look like? The biggest thing that could happen is wireless technology, although there are huge technical barriers to overcome first."

In fact there are also significant compliance and regulatory barriers to pass as the fire protection industry is not known for implementing innovative solutions without much test and trial.

"Whatever happens it needs to be robust and the fact is we've been talking about wireless for 20-years already," says Bensemann.

Fire alarms, sensors and smoke detectors are always changing to become better in terms of sensitivity for different situations. "If you are prepared to spend the money the number of nuisance alarms can be drastically reduced; at \$1000 per false alarm if you've had three in a 12 month period, it can get quite expensive."



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Kiwi sprinkler certification leads world in reliability

A rigid certification scheme with buy in across the building, insurance and fire protection industries, has resulted in New Zealand claiming to have the most reliable commercial and industrial sprinkler systems in the world.

Chris Mak, Technical Services Manager for Aon Sprinkler Certification (ASC), attributes our high standing to the unique way in which the country approaches sprinkler and fire systems, in particular its third party certification and inspection system.

The strict compliance requirements around monitoring of sprinkler valves, direct fire alarm connections to NZ Fire Service, the use of super-pressurised systems and strong cross industry buy-in for certification, have proven a winning combination.



Chris Mak, in a former life as Technical Manager for Wormald demonstrates a new fire retardant liquid to Cliff Mears of the Auckland Fire Service back in 2004

"In most other countries certification is done by companies or consultants, and in some cases fire departments, which typically don't have the detailed expertise to review sprinkler system design," says Mak.

That's not necessarily the case in Australia where there are reports that a number of larger companies won't work in an open tender market and in the end 'the biggest idiot' wins the job through undercutting.

"They're concerned that compromises may have to be made to put in a competitive price and the potential liability from making those compromises," says Mak.

That sort of activity is not seen in New Zealand because the design verification and inspection regime has created a level playing field. "Certification is the backstop to ensure the system is fit for purpose."

Early detection exemplary

Mak, a fire protection engineer with more than 20 years experience, will argue in a paper he's presenting to November's Fire Australia Conference, that New Zealand is a world leader because its certification process picks up potential problems with sprinkler and fire systems before they occur.

"The Americans claim 93 percent reliability and there's a combined 99.4 percent reliability across Australia and New Zealand, however we claim New Zealand on its own had 99.8 percent reliability."

He quotes John Hall of the US National Fire Protection Association, stating the human element is responsible for 6.8 percent of sprinkler system failures there which mostly relate to

fundamental design issues. Mak insists these arise because there's no robust certification regime.

Locally he says there have only been eight deaths by fire in commercial or industrial premises in recent years; two involved intentional fires in prisons in circumstances sprinklers could not have prevented. "There's never been a multiple death in New Zealand from fire in a protected building and no-one's died outside the room of origin."

Currently ASC is the only accredited New Zealand inspection body managing the process and looking over the fundamentals of sprinkler design. The company has had the market to itself since it upstaged a former competitor a few years back.

"The other company decided it wasn't cost effective, and financially I still don't think there's room for another player as it's such a small country," says Mak who's on the Sprinkler and Hydrant Standards committees, the NZ Fire Protection Association (FPA) executive and the Department of Building and Housing's Fire Advisory Panel.

He says it makes sense to have an independent third party handling the 'desktop expert reviews' because smaller councils, for example, could not afford to have a full time person certifying sprinkler design.

Peer review process

Mak and fellow sprinkler system certifier, Christchurch-based Matt McLennon, handle all the applications and some field inspections, although those are mainly done by other fire engineering companies.

ASC may be on the design team for more complex systems but mostly gets



A qualified installer from Argus Fire Protection puts the final touches to a sprinkler system that will be signed off by Aon Sprinkler Certification

involved once the contract is let and the architect has engaged a fire engineer to specify a design. They peer review sprinkler system designs, evaluate the fabrication and take evidence at the end of the project to certify everything meets installation and performance standards.

The check boxes, among other things, will ensure there's an adequate water supply, the right water densities for the area of coverage and that the right sprinkler heads are being used.

There is no one-off formula for compliance; it can be as simple as a run of the mill apartment building to an extremely complex project such as the Skytower or an aircraft hangar, where you have to have detailed knowledge of international practice.

Mak says research and development into sprinkler systems is ongoing, mainly with a view to reduce cost, boost sales and increase reliability and effectiveness. "As we get a better understanding of how sprinklers interact with fire, systems are becoming more complex with a greater attention to detail needed in the installation."

Lower margin for error

That's also left a narrower margin between success and failure when it comes to system design. For example Mak says a lack of co-ordination, placing a 20mm pipe 300mm below the sprinkler, will ensure a system fails... You have to be more diligent."

Even the piping is undergoing an evolution; today's installations typically use thinner, lighter pipe work compared to even 20 years ago and jointing systems are also becoming more efficient.

While piping is still predominantly steel, in certain cases plastic is acceptable and economical but hasn't caught on yet for commercial and industrial buildings in New Zealand. "It's about ascertaining resistance to heat and ensuring it will stand up long enough for sprinklers to take effectively."

And many heads are clearly better than one. When Mak began in the industry 30 years ago he had a choice of about half a dozen different sprinkler heads. Now there are "hundreds of thousands" so the designer needs to be aware of the options in order to deliver the most cost effective design.

While statistics suggest 90 percent of fires are controlled by four heads or less, Mak believes most fires are now brought under control by one sprinkler head.

"Each head has its own valve and a sensor set to activate at typically 30 degrees above the highest anticipated maximum ambient temperature. For the majority of offices and accommodation buildings that's 68 degrees Celcius." Designs for premises where there are ovens or other heating equipment may specify a trigger point as high as 250 C.

Mak, who is also president of the New Zealand Society of Fire Protection Engineers, says sprinkler systems only have to be fully tested every 50 years, which involves removing a sample for the lab. "Generally they come back fit for purpose and very few need replacing unless they've been painted over, oversprayed or are corroded."

The oldest plant in the country, until it was replaced by an office block, was in the Northern Roller Mills, Fort St, Auckland which had been installed in 1896 and was only decommissioned a decade ago. "Most of Smith & Caughey's 100 year old sprinkler system is still in good condition."

Fire protection market wants greater choice

Over the past year Christchurch-based Tyco Fire Protection Products has re-evaluated its go-to market strategy for specialised products, ending its exclusive arrangement with stable partner Wormald Fire Products.

While its sensor product are widely available in Australia and New Zealand, Tyco had an exclusive arrangement for its specialised MX1 fire panel systems and emergency notification equipment with Wormald.

Increased competition from recognised fire protection products and a few cowboys in the market have pushed the local manufacturer to open its range up to all Fire Protection Association (FPA) certified resellers.

"The days of exclusivity are gone. People are expecting a lot more from the market and want a greater choice," says Dave Sharp, Tyco Fire Protection Engineering and Business Manager.

Now any FPA certified provider can acquire and install the full range of equipment offered by Tyco once they've received the appropriate training. Wormald however, will still continue to stock the range of product and be involved in installation.

Tyco designs and manufactures, heat, smoke, flame and even specialist explosion sensors that can be linked into a network, feeding real-time data to intelligent fire

panels as part of an overall commercial or industrial fire protection system.

One of Tyco's differentiators is the communications capability it has established that allows multiple fire panels to talk to each other over a large site or across campuses.

Tyco Fire Protection Products export around 70 percent of the equipment designed and manufactured at its Christchurch facilities to Australia and the Pacific Islands. While everyone would like a larger slice of a bigger market, the standards and codes for fire detection and how authorities and fire brigades function differ around the world.

"We can't make a universal fire alarm panel, although we have tried. So we're sized to meet our market," says Sharp. Regardless the company remains at the leading edge, sharing R&D and the latest technical information with Tyco engineers around the world.

Tyco employs 15 people at its R&D facility including engineers, product support people, business development staff and sub-contracts to a neighbouring factory for production runs.

Its analogue addressable sensors can detect a range of environmental changes that inform intelligent control units in real time about potential threats. The system can easily distinguish changes in sensors that might simply mean they need cleaning, to smoke or heat readings that pinpoint the location and type of fire.



*David Sharp, Engineering Manager
Tyco Fire Protection*

The sensors and alarm panels are fully capable of delivering digital data that can be translated into graphical format including maps and 3D images when hooked up to computers and third party software.

While the data is there to give a full picture of what firefighters are facing, says Sharp, that information has to be easy to understand. "You don't want information overload. It's got to be simple enough in an emergency that you can do something useful with it quickly."

Because fire protection is a big investment when you first put it in, you want to make sure you don't have to change it in five years because technology has moved on or is no longer available.

"It's important to get it right first time so you will still have a compatible system in 15 years and your initial investment can be carried through when you have to upgrade," says Dave.

In fact that he says is one of Tyco's hallmarks, its robustness, stability and backward compatibility and adherence to standards. "You can upgrade at minimal cost rather than having to rip it out and put a new one in."

Keith Newman



Kiwi first in fire protection

New Zealand was at the leading edge of the worldwide fire protection industry at the dawn of the 20th century when two New Zealand Post & Telegraph engineers independently designed pioneering automatic fire alarm systems.

Post and telegraph engineer, Charles Edward May, had an epiphany trying to understand why bare copper telephone lines kept short circuiting and realised they were arcing as they slackened in the heat of the day.

If copper stretched in the heat, he began wondering whether he could rig a device that would alert building owners to fire hazards. His research led to the invention of heat detectors and the May-Oatway company in Dunedin.

These cumbersome detection devices comprised of a rod with copper wire stretched between two points and a weight, that under heat, would cause a circuit to be closed resulting in a bell ringing or a signal being sent to the fire station.



Matthew Maloney, the Christchurch inventor who patented the Vigilant Thermostat Fire Detector

He and his partner George Henry Oatway began putting these devices in the ceilings of warehouses and larger buildings and in 1905 went to the UK to further develop their invention and set up another branch of the company. The invention was first patented in the US in 1906.

Line of acquisition

May-Oatway was subsequently purchased by AFA Minerva then by Thorn EMI and ultimately by security company Tyco in the UK as it branched out into fire systems.

Around 1914, another former Post & Telegraph engineer in Christchurch came up with a different type of detector based on a metal rod that expanded in the heat to close a circuit. Inventor Matthew Maloney patented the Vigilant Thermostat Fire Detector and founded the Vigilant Automatic Fire Alarm Company which ultimately acquired the Dunedin branch of May-Oatway.

The market grew slowly with only about 200 detectors installed around the country but changed drastically after the 18 November 1947 Ballantynes fire in Christchurch which claimed the lives of 41 people.

A Royal Commission of Inquiry into the fire resulted in some very specific building codes in relation to fire and fire alarm standards. That was the turning point in demand for fire detection equipment boosting Vigilant's sales substantially; by 1955 it had branches in all the major cities.

Vigilant also began manufacturing fire brigade receiving equipment which presented the brigade with information about where to go to respond to alarms.

Wormald Brothers, founded in Australia in 1889 to manufacture and sell specialised fire sprinkler systems, built up branches in the UK and US. In 1961 Wormald purchased Vigilant in New Zealand and merged it with its Wormald Electric's security branch to create Vigilant Alarms.



Call centre operators at the ADT emergency communications centre use Tyco's specialised communications technology to monitor fire alarms across the country

Cross discipline legacy

When David Sharp first joined Vigilant Alarms in 1970 he found himself working across fire alarms, security and control systems. "You had the luxury of gaining experience in manufacturing, research and development and administration. You could work in a service branch installing and servicing fire detection and security and control systems."

Today, Sharp, Engineering and Business Development Manager for Tyco Fire Protection Products in Christchurch and Business Development Manager for Australia, says most people now specialise and it's harder to get out of fire mode into security and vice versa; fire being far more code and standards orientated.

While the same cabling can be used for both systems that forces building owners to go with the connectivity that has the most exacting requirements, which is fire. "It's a lot more costly to meet fire detection standards." Tyco acquired Wormald worldwide in 1991.

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Emergency communications creates fire-security crossover

The need for greater integration between security and fire protection as part of 'emergency life protection systems', is forcing owners and managers of large public buildings and campuses to rethink communications strategies.

The nation's emergency services already have common call centres across fire, police and ambulance and while many companies sell, install and advise on both fire protection and security systems, they're mostly two separate disciplines.

Tyco Fire Protection Engineering and Business Manager, David Sharp says there is a growing cross-over when it comes to life safety with an ongoing debate on how fire and security will interact in the future.



While Tyco's reseller arrangement with sister company Wormald is no longer exclusive, Wormald continues to install and service its high end fire systems and a wide range of fire equipment across New Zealand and Australia

"There are many large complexes where security has become part of life safety requirements, for example, if you have an intruder who is likely to harm people you need systems that are for emergency and fire."

Events such as the September 11, 2001 terrorist attack, shootings at university campuses and the Christchurch earthquake keep raising the bar for emergency notification and response systems which are a growing part of Tyco's business.

These events make people realize how vulnerable the normal means of communication are, says Sharp. "Universities may rely on text messaging to get information out to students in an emergency, which is fine, but not as the only means. It doesn't have the large scale capacity to cope with a lot of events happening at once and the phone system may be impacted in an emergency."

Sharp says this mass notification market is heating up with a growing requirement for public buildings and campuses to comply with more stringent emergency communications. One of Tyco Fire Protection's most successful products is an emergency warning and inter-communication system used in large buildings throughout Australia and New Zealand.

This technology gives emergency management teams a system that will continue working as it uses fireproof wiring to ensure a public address capability with evacuation alerts and fire tones around the building or across the campus.

"We're in the internet age and we use some of the technology behind that, like voice over IP and redundancy in our fire protection and emergency systems," says Sharp.



Tyco's MX1 intelligent fire panel

"One of the things we do very well is big wide-area IP-based communications systems to monitor fire alarm systems around big cities for example handling information from 10,000 locations."

Locally that technology is used at Tyco's ADT communications centre, the largest emergency call centre in the country, which monitors fire alarms for the NZ Fire Service. It's also used for alarm monitoring in Victoria, Canberra, Sydney and all of Queensland.

Sharp says building codes and emergency management get a major rethink from disaster to disaster. "Balantynes in Christchurch was one trigger point that said we had to do better. After every disaster in hindsight we see what should never have happened."

He says the Christchurch earthquakes have provided another opportunity to reconsider existing approaches and do things differently.

Keith Newman

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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

5 Arawa Street,
Grafton, Auckland
Ph: 09 3666 150
Fax: 09 3666 151
Email: salesnz@iscs.co.nz • Web: www.iscs.co.nz



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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Loktronic Limited Unit 7 19 Edwin Street Mt Eden
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20237_FL



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_PSC

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
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20238_PDM



With increasing demands for superior image quality, megapixel cameras are turning the world of video surveillance on its head. VIVOTEK invites security experts around the globe to partake in the momentous release of our complete 5-Megapixel product line and enjoy the utmost in picture clarity.

Celebrating a New Era in Megapixel

More Detail, More Coverage, More Security



FD8372



FE8172/72V

Coming soon



IP8372

Coming soon



IP8172/72P

Coming soon

Major Features

- H.264 • 5MP
- Full HD • ePTZ
- ICR • WDR Enhanced
- Smart Focus System
- EN50155 (FE8172V)
- P-iris (IP8172P)



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www.securityimports.co.nz sales@securityimports.co.nz

Dunedin Office
11 Wharf street
Dunedin
+64 (0) 21 776238

Auckland Office
5 Arawa Street
Grafton Auckland
+64 (0) 9 2152300