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# NZSecurity

AUGUST - SEPTEMBER 10



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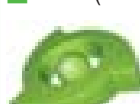
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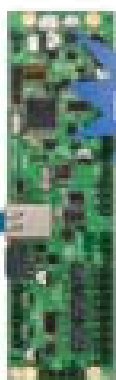
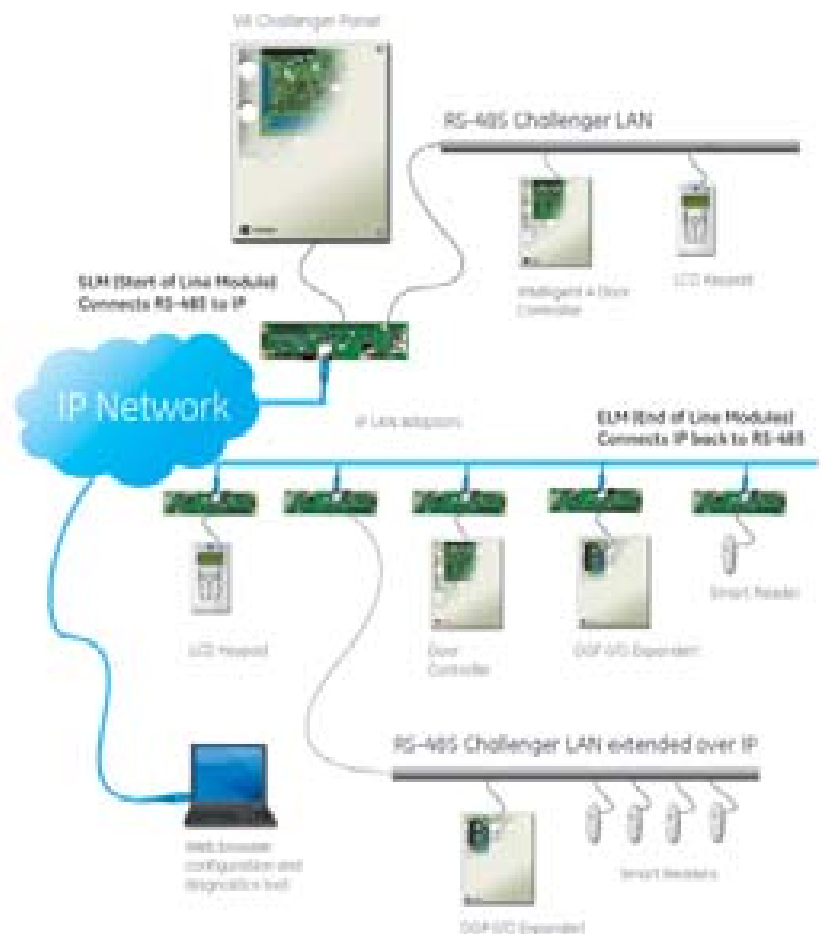


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**Deadline for copy**

October / November 2010

issue is the 15th September 2010

## Industry Associations



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## 3<sub>G</sub> GHOST SENSOR

Experience The Speed  
Of The Activation



# Ghost Catches Phantom

**W**ithin a few hours of installation, a new generation of PIR remote sensor was recently put to the test in a building that was the target of repeated break-ins.

The Wakefield Street building in Auckland's CBD is sitting vacant, and intruders regularly caused damage and vandalism. The building's owner was determined to find a way to put a stop to it.

That's when Adam Wheeler, Operations Manager for Newmarket Guard Services Ltd and City Guards suggested a new tactic based on technology that uses the 3G mobile network.

"We put in a Ghost GH168 sensor to try and get a shot of the burglar so we could catch him," explains Wheeler.

The new Ghost GH168 is a PIR sensor that is also a camera and a mobile phone. On activation it transmits live video and audio to any other 3G mobile phone.

"The very night we installed it the intruder came in, he ran past the camera but we saw a shot and we could hear what was going on, so we surrounded the building and we got the police in. It all worked rather well," he says.



*Ghost GH168 sensor*



*Mike Hughey, Digital Logistics Security Products Sales Manager*

The company is already very experienced with video surveillance. From the police station it operates the Newmarket CCTV system as a public/private partnership with the police. However Wheeler says the Ghost GH168 sensor fills a different niche.

"CCTV is relatively expensive and you need internet connections to run it remotely. But now you've got this type of technology for an affordable price that will give you that 3G video call," he says.

"It's all about the instant video verification."

But while you can directly check on activation from you mobile phone he emphasises that it is still important to have a safe security response plan if intruders are detected.

Wheeler has already employed the Ghost GH168 on other sites, even though he only saw the first units when they first arrived in the country a month or two ago.

"For example we have sites where people are leaving doors open and no-one is admitting to it. Obviously if you can dial in and keep an eye on it, you can work out what's going on and who is the phantom, so to speak."



*Grant Eveleigh, Managing Director Digital Logistics Group Ltd*

## **Passion for technology**

The Ghost GH168 sensors are distributed in New Zealand by Digital Logistics Group Ltd.

The group was started almost 15 years ago by Grant Eveleigh, who brings to his company the same passion for technology and craftsmanship that saw him meticulously restore several classic cars to perfection.

He is constantly investigating overseas markets and manufacturers, sometimes attending ten overseas trade fairs in a single year.

"It's a worldwide search for the best products. Digital Logistics is about bringing the technology to you," he says.

"But you never find the best by sitting in front of a computer screen, you have to go and see the products, meet the people and form support networks with the manufacturers."

"That means when we find a product like the Ghost GH168, you can be confident about the quality and the support. We have the technical staff that can help if you need it."



## Within Reach

Mike Hughey, Digital Logistics Security Products Sales Manager, says the device is available through security product wholesalers at around \$700 (ex GST) putting a higher level of security within reach of many smaller businesses, homes, and remote sites like the boat or the bach.

"Because the video comes into your mobile, it is instantly there for you to make an assessment of the situation. It might be the result of an activation alert, if you have the audio accessories, you can simply dial in and have a two way conversation - for example checking school kids arrived home safely, or checking on an elderly parent."

To set it up all you have to do is mount the device just as you would mount any normal PIR except no cabling or alarm control panel is required. This saves time and expense, making the unit an affordable option where surveillance coverage is required even on a temporary basis.

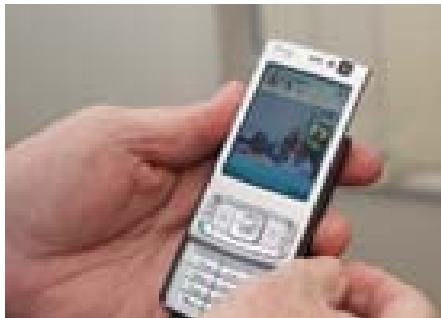
### Ghost GH168's has a simple 3 step set up



Step 1 - text alert



Step 2 - accept video call



Step 3 - you are now viewing in real time video direct to your mobile phone



Wireless remote

"It looks like a normal PIR so intruders ignore it, even if they have successfully brought down the security system, but unknown to them the Ghost GH168 keeps transmitting independently," says Hughey.

To receive video calls you need a modern 3G (3rd generation) mobile phone, available from many manufacturers.

The Ghost itself is set up like any 3G mobile on a pre-pay or account basis, and the phone is activated by installing a simm card. Video calls cost the same as ordinary calls but this can be reduced by choosing a payment plan with free minutes or a BestMates pricing option.

The 3G network covers most urban areas and many of New Zealand's popular recreational boating areas. If you are outside 3G network coverage the system communicates by text which still enables you to listen and speak.

The Ghost GH168 will text alert up to three additional mobile phones. Alerts will be sent for activations, low battery, AC power fail and tampering.

### Simple Text

Meanwhile, Johan Grobler, owner of Auckland licensed security hardware installer company Sigmatech Ltd, has been using the Ghost GH168 units since they first arrived.



Additonal Wireless Sensor



Wireless Sensor

"Set up is very easy, it is just a simple procedure and it is all done through texting," he explains.

The device activates like a normal PIR detector, and can be linked to an existing alarm system or operate on its own. It can also operate as a controller for other wireless sensors - a feature Grobler has been using.

"It will take up to ten additional sensors and you can arm and disarm everything remotely," he notes.

Grobler says the two gigabyte internal memory card has plenty of video storage to cover multiple events.

"It takes photos when activated, then it records to the memory card, you can extend the recording for 10 minutes by pressing a number on your phone keypad," he says.

For the best results Grobler recommends that the area is well lit or that the unit switches on security lights.

**For more information on the Ghost GH168 or any other Digital Logistic Product, please contact:**

**Mike Hughey**  
**Digital Logistics Group limited**  
**09 571 3375 • 021 881444**  
**mike@digitallogistics.co.nz**



# Unified Cabling Drives Security Convergence

By Keith Newman

**A** new era of plug and play services is being enabled by structured cabling networks that make no distinction between the security, audio visual and information technology industries, says Bruce Turner, chairman of the BICSI South Pacific region.

"It is no longer appropriate to say we have a security industry, an AV industry and a structured cabling industry, because the infrastructure that drives all of this is structured cabling and all the devices are migrating onto it," says Turner.

The transformation is being driven by the convergence of standards-based technologies, particularly IP-based products which are easier to integrate into the network, and the fact security technology is now more affordable and accessible.

Evidence of this is that security companies are now identifying more closely with structured cabling companies at trade shows around the world.

Turner says at the BICSI South Pacific conference in Melbourne in April the presence of security product manufacturers rivalled cabling company

manufacturers. "It was a stand out shift seeing this level of engagement with the structured cabling industry when they had previously been considered completely different industries."

## Everything Else Changes

A unified cabling infrastructure, whether its copper based or fibre optics, is designed to support all the communications needs of a building, a business and the end-user, from voice, data and multimedia to door controllers, security cameras, access and control systems, alarms and other services and devices.

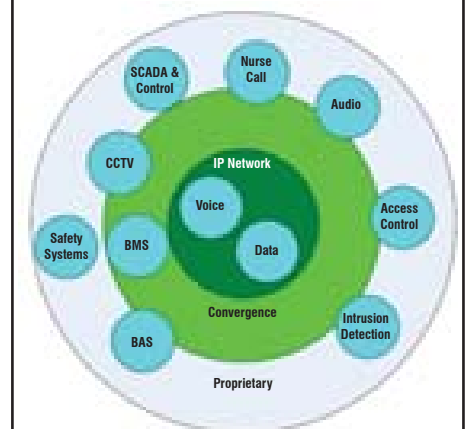
"You have to consider the infrastructure first because it's the hardest part to change. Cameras are going to be obsolete in 2-4 years, they may break down, or be vandalised and stolen and so you just plug another device in."

Turner says Power over Ethernet is increasingly being used to connect and power digital CCTV cameras and the new Power over Ethernet Plus standard has the capacity to handle pan and tilt cameras.

This means you don't have to worry about providing power points for the cameras which reduces the points of potential failure, removes the need for extra cabling, and possibly the need for another support person. "The user can plug and unplug cameras and take them anywhere they like," says Turner.

He says there are many opportunities to integrate different security devices on to the network that also provide business efficiencies. These might include wireless networks linking to RFID tags for security and asset tracking, using access and control systems to open car barriers as staff members arrive at work, or turning on lights as a protective measure as they 'badge out' and leave the building or walk past certain areas.

## Converging Applications



- Standardised infrastructure
- Copper, fibre, wireless and FSO platforms
- Simplified human interfaces
- End-user transparency
  - Operations
  - Maintenance

Turner says this level of integration also provides opportunities for the end-users of the systems to reduce the different responsibilities associated with security, access control, wireless LAN and structured cable management.

"It makes more sense to expand the role of the IT manager to cover all these areas and to have one contractor and one service level agreement."

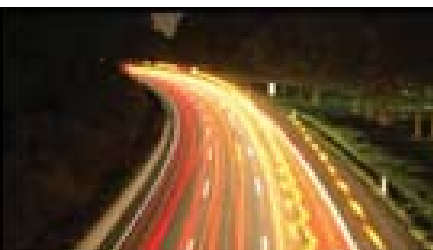
## Mutual Migration

He talks of 'a mutual migration of forward looking and active companies' who see new territory to move into and asks, why wouldn't a security business with the right skills, put in a structured cabling system or Ethernet and install the phone system as well; or an installer of structured cabling systems to put in alarms and security systems?

While there are some traditional rivalries he suggests the main barriers come from manufacturing and distribution channels who see these

## What is a converged network?

A single cabling infrastructure supporting all the communications needed of the building, the business and the end user.



- Common pathways and spaces
- Multi-purpose cabling
- Concurrent installation
- Shared use of resources
- Unified installation management
- More than the intelligent building



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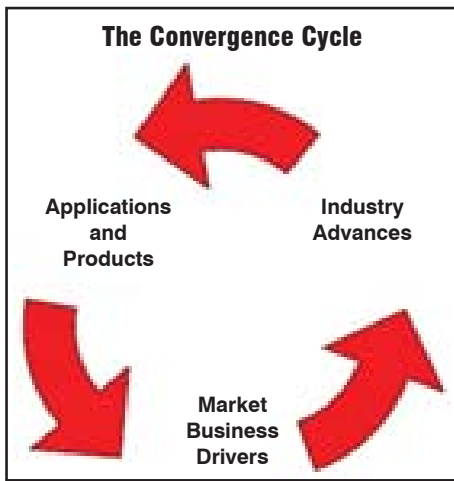
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SNC-CH140  
Network HD Fixed Camera



markets as separate and do not coordinate their programmes.

He says they train up their respective installers but don't think about the requirements of the other party. "Often the guy who provides the camera is not the guy who installs the structured cabling system cables so you end up employing two companies and duplicating effort."

Turner says he and many of his peers in network cabling design, will no longer, under any circumstances, have contractors installing different IP networks in the same premises.

"I'll put in a design for an IP network and structured cabling complete with ceiling mounted outlets and the specification document will say the CCTV contractor will plug his camera into the outlets provided. End of story."

Separated networks are in decline, structured cabling is the new infrastructure, he says. "From a security contractor's point of view, if they don't keep up to speed and maintain their links with the networking and structured cabling systems companies and manufacturers, they will quite likely get left behind."

# Installers Urged To Raise The Level

By Keith Newman

**P**rofessional development body BICSI wants to see more New Zealand security installers join its network of experts to ensure they're up to speed with the latest developments and challenges facing their industry.

Driving the renewed focus is Auckland-based director and chairman of the BICSI South Pacific Group, Bruce Turner, who's prepared to take part of the blame for what he calls an element of inertia among security companies reluctant to engage with structured cabling.

"BICSI should probably take a bit of a smack on the cheek for not having done a good enough job in keeping potential users informed about what's available but we're now trying to address that."

BICSI, a non-vendor specific body of communications industry professionals, who voluntarily share their knowledge and promote standards, has about 25,000 members worldwide. While its course material

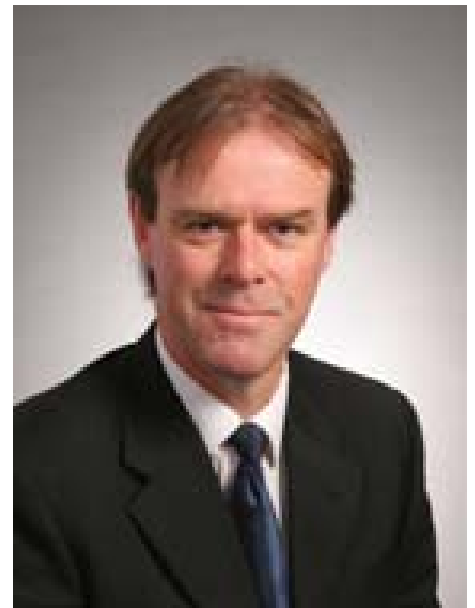
and certification is widely accepted in Australia, New Zealand so far only has 40 members.

While the New Zealand security industry is generally aware of market changes and positive progress is being made, Turner says it still has a long way to go. While many companies are installing sophisticated security products and systems others are maintaining older systems "using the Kiwi number eight fencing wire methodology."

There's a definite trend away from coaxial cabling. "If they want to be involved in the industry going forward they need to understand and start installing structured cabling systems and fibre optics based on Ethernet switching."

In his work as a network designer and planner, Turner recommends the Australian ASNZS 3080 standard for generic cabling within buildings, IP for traffic management, and his core reference for everything else is his BICSI manuals.

Worldwide, he says BICSI is at the forefront of setting standards and educating industry on future security design. So far there are 15 BICSI qualified Registered Communications Distribution Designers (RCDD) in New Zealand, with certification manuals that run to two volumes of 900 pages each. The 600 page Electronic Safety and Security Design manual, now in its



*BICSI South Pacific Group Chairman and Director, Bruce Turner*

second edition, covers off the convergence of security systems such as access control and surveillance onto the network and is geared for those involved in information transport systems (ITS).

Included in its pages are electronic security system design, network security, project management, standards and systems integration through to control and surveillance, intrusion detection, fire detection, alarms, notification and communication display devices.



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"We do get some of the great jobs," says Director Neville Carseldine, who's just returned home from being on the road with legendary musician Cat Stevens. "We've developed good relationships with our promoter clients over the years but we aren't relaxed about being a favourite. We know we need to consistently lift our game to deliver the best product to our clients and national qualifications training helps us do that."

At the end of the day it all comes down to competitive advantage. These days clients are demanding qualified staff as part of their criteria for selecting a security supplier. With a number of staff already highly skilled and qualified in various areas such as emergency

response, fire and first aid, Venue Security is setting the benchmark at the National Certificate in Security [Level 2] for their security officers.

"We're the first to admit that not everyone is on the same level and we want to bring everyone up to a standard where there is an understanding of what we're doing when we work an event, and why," says Tony Robinson, Venue Security's Operations and Training Co-ordinator and workplace assessor. "We often work in noisy environments across large areas, so it's important our employees have the basics down pat. Our ability to perform then reflects positively on our relationship with the client."

Investing in national qualifications training has other flow-on effects for the company too. Despite most of the staff being casual, there's now a real sense of the 'team' both during training sessions and on-the-job. Staff are taking ownership of their roles and aiming to please. "It's great to see them taking pride in their work, understanding and applying the law, and having the confidence to do their jobs well," says Tony. And, with employee engagement high it helps the company continue to raise the bar for performance in the security industry.

To find out more about how national qualifications training can benefit your security business, visit [www.etito.co.nz](http://www.etito.co.nz) or talk to an ETITO training manager today.

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# New era for security technology as market gears for growth

**A**ging or inadequate security technology, increased property theft, new access and control products and increasing competition, point to a long overdue recovery in the security technology market.

Access and control systems, once so costly and complex and largely the domain of big business are now being sought after by small to medium enterprises who're linking door control and traditional alarm systems with digital video. That's also driving business for card system providers who're accommodating a wider range of applications ensuring security access delivers much more than getting through the front door.

Meanwhile there is an increased incidence of people in office complexes and commercial buildings having their laptops, mobile phones, handbags and other personal items stolen also fuelling an uptake in security solutions.

"With money being tight at the moment the crime factor is quite visible and there's a greater uptake of smaller businesses wanting to have their doors locked during hours of business," says Todd Ryan, Senior Account Manager with Atlas Gentech Distribution. "They're looking to protect their assets and their people and want more control over who comes and goes."

ADT /Armourguard Security service manager Harley Vickers is expecting a significant increase in security investment over the next two years. "Many companies probably haven't upgraded since 9/11 when there was a big rush of high security which started with airports, ports and borders and flowed through to businesses. The technology has vastly improved in five



years and will improve again in the next five."

He says all ports and borders should now be using video analytics and even small businesses could be using it around a fence line or to keep an eye on the number of items in a room or warehouse so comparative imaging can show if items have been moved or changed.

He says customers want peace of mind from their security technology and many start by installing internal and external camera systems as an obvious deterrent to burglars. "If they do get into the building they may get out quicker if they spot cameras but there will also be some record of events to help with identification and assist with insurance claims if criminals get past their first line of defence."

## Video joins the mix

However simply having a video system on its own is not enough. "If we put in cameras they need to be able to trigger off an alarm and alert a manned service. All of these things need to work together and with full integration not only of the devices but the entire

monitoring system so if one step fails you've always got the next one," says Vickers.

Facial recognition as part of access control systems is becoming more accurate and along with other biotechnology solutions, is a growth market. Ideally he says these should be combined with personal ID numbers or card systems. "This prevents 'follow through' with a second individual pushing in behind an authorised card user."

And while access control hasn't changed much in recent years, there have been a series of hardware and software upgrades from the main players, often designed to embrace IP and next level security such as biometrics.

"We're a little different to the US and UK market because we don't have 24 hour manned sites and use our access control systems as an alarm system as well. In the US they have truckloads of smaller systems that are access control only," says Vickers.

While compatibility concerns are currently front of mind across the industry, security technology is clearly heading down a converged path, requiring card access companies to remain open enough to integrate with suppliers of special video systems and biotechnology equipment including fingerprint readers.

While smartcard technology has been around for some years, the costs have come down recently, making it more affordable to deploy, says Michael Danger, ISCS New Zealand Sales Manager. This and the fact that integrated systems with access control and alarm systems on a single panel alongside CCTV is helping bring the market out of 'a very flat period.'



Danger says businesses are now starting to increase their spending on access control systems and expects this to continue over the next 12-18 months. This is being driven forward by advancements from card reader and panel products including Concept, Tecom, Protégé and Cardax.

He says the whole market is becoming more flexible with more options available for vendors and installers. "Whereas once all you had was a screwdriver in your tool kit you can now have the tyres and the whole toolkit."

ISCS NZ deals with the Texas-based DSX access control system geared for enterprise level customers and with HID Global's ID cards and is able to print and programme HID credentials for customers pretty much on-demand.

The cards range from 125KHz read only models and Mifare products

through to 13.56MHz iClass smart card with read/write capabilities. These higher end proximity cards can be programmed for use with biometric, database and other detailed data which is encrypted as it passes between the card and reader.

Some basic issues still stand between the take-up of standard proximity or smartcards and biometrics. For example you need to clean biometric readers regularly but with proximity cards or tags there's hardly any maintenance required.

### Multi-purpose cards

Smart proximity cards meanwhile are finding new niches as they're more easily able to perform multiple tasks. However for multifunction access technology is to gain ground, higher levels of co-operation are needed between industry competitors. And closer alliances and common approaches will need to be forged between IT and security to streamline processes and procedures as technology platforms become increasingly standardised.

The global trend is to integrate access control and security systems with IT networks so that a single chip enabled ID card may be used to access office buildings in different cities, or in the case of multinationals other parts of the world. That same card might be used for financial transactions, personnel tracking, time attendance,

checking out equipment and materials and for network logons.

Gallagher Security Engineering and Compliance Manager, Doug McCormack says system owners need to be aware of the issues and insist that cards "aren't locked against other users who may wish to encode data onto the same card."

While this hasn't been a major issue in New Zealand so far in other markets some providers are asking exorbitant fees to unlock the card for others to use. He believes issues of compatibility appearing across the market, won't be overcome by standards or regulation but by co-operation between manufacturers. And there are some reasonable concerns.

While it might be possible to allow panels from one manufacturer to operate in the security system of another, he warns a 'rogue' panel could compromise security.

Meanwhile McCormack, says the security levels employed in card technology are already becoming more robust as physical security and related card management systems become more integrated with other on-site systems. That's already resulting in the use of such systems being embraced in IT management policies and plans.

In the big picture security cards and access control systems have come a long way from 'open the door or don't open the door' decisions to more complex algorithms. And while the systems that enable flexibility for the management of people within buildings are highly sophisticated, he says they must remain easy to use.

## Card Technology Evolution - 1980s to Today

- Magnetic stripe card insertion readers.  
A card is "swallowed" and read in a controlled environment, eg ATM machines.
- Magnetic swipe readers.  
A card is read when a user swipes it through a card reader, eg point of sale machines.
- Single application (125 technology) proximity cards.  
A card is read when in close proximity to a card reader.
- Multiple application cards (Mifare technology).  
A card and data associated with an application read when in close proximity to a card reader.  
The most widespread smartcard technology for access control, available in several variants including Classic, Plus, DESFire. A range of biometric options are now being offered.
- Bar code, concealed barcode (infrared) and non-linear Wiegand magnetic readers, have also been part of the mix.
- Biometric technologies now available include those that read iris, retina, facial, hand geometry, hand vein recognition, finger print and voice recognition. They are becoming more cost-competitive and accurate. Issues to consider are cost of technology, the convenience of not having to carry (and share)! an identification token and privacy.



*Doug McCormack,  
Gallagher Security Engineering  
and Compliance Manager*



These systems might support features such as anti-passback, to prevent card users 'passing back' their credentials so others can use their access privileges and dual card access authorisation where a card holder can only gain access to a highly secure area if another authorised card holder confirms this.

### Tracking visitors

Other uses for new generation cards might include 'visitor escort' so its known where site visitors are at all times, 'zone counting', the ability to keep a continuous count of the number of cardholders in any sector, setting and 'unsettling' intruder alarms, challenges to the user and changes between modes based on a time schedule.

McCormack says there's now a greater drive to align access control functionality with core business drivers, for example integration with human resources (HR) systems and OSH training records are often demanded to provide a single point of data entry for cardholder record information.

There's also a demand to bring DVR (digital video recorder) systems, BMS (building management systems) and industrial process management into the mix to provide a more complete business solution.

Gallagher Security Management Systems latest release pushes the boundaries even further with the Cardax FT version 6 software supporting the concept of Competencies, granting access based on the level of training or regulatory requirements, and providing 'pre-emptive feedback' prior to these expiring.

While changes in capability are ongoing, the main issue for the future, he says, is maintaining data security and integrity. To accurately manage access based on location, time of day and authorisation, data must always be current and not be easily duplicated or generated. "Privacy issues, the integrity of the historical event database and data transmission all need to be managed and kept secure."

### Lease for peace

While the capital cost of purchasing security access control systems has been coming down, Todd Ryan of Atlas Gentech Distribution says a number of companies are now offering 3-5 year leasing arrangements, including upgrades, adds and changes.

"It makes things a lot easier for an accountant to sign off a fixed monthly amount of around \$2000-\$5000 to secure a large number of doors and integrate a system with CCTV than to approve capital expenditure of \$50,000."

Generally Ryan says the security industry is becoming a lot network-based, and more IT literate. "There's much more involvement in integrating systems and different product groups, and working off existing networks rather than having independent LAN cable between various standard devices and keypads."

And he suggests standards and integration on the IT network, are contributing to the renewed confidence that has more businesses taking on access control systems.

Ryan believes those who invest in technology and training will continue to find a strong niche in the market, because "the demand has increased and the workload is there." Among them are many smaller firms who have been forced through difficult financial times to diversify.

"A lot of smaller alarm installers were forced to stop and look at what it might take to keep their businesses at the forefront of people's minds and they went into CCTV and access control."

Harley Vickers of ADT Security says customers are looking more closely at the price of technology systems and relating this to what it can achieve for them. "There's a definite move toward IP-based higher megapixel digital cameras as they become more affordable, and a growing interest in video analytics."

However he warns megapixel cameras can be 'pretty thirsty' and when you are trying to integrate and manage a range of devices, special



attention needs to be given to the network backbone and to ensure the network switches can handle the load.

"Any individual DVR camera or panel can be removed and replaced and software can be made upgradable, that's the easy part. You have to make sure your backbone, which is the big expense in security, is robust enough to be futureproof."

And if companies want to ease themselves into the new IP technology and start gradually integrating security devices they could embrace hybrid DVR systems. "They can continue to run analogue cameras and throw a couple IP cameras on until they're comfortable which gives options to use a coaxial backbone and IP, and even run some POE (power over Ethernet) cameras, so you don't have to run a power cable."

All indications are the downturn in security spending is over. While it's disappointing that increasing crime is one of the main drivers, other factors including the availability of smarter, more capable solutions that deliver more value for investment are making it an attractive time to rethink existing strategies and technology.

Higher resolution IP cameras, purpose built access control systems that appeal to small to medium business, and the ability to work with standard networking platforms, all bode well for security technology providers who have the systems and integration skills. Certainly convincing clients of the long-term value of protecting people, premises and property has just got a lot easier.

### Some of the security access card systems available

Gallaghers	Locally developed Cardax, including recent release of Cardax FT version 6
Atlas Gentech	Concept and Paradox Digiplex
ADT/Armourguard	GEM and Kantech
Hills Electronics	TCom
ISCS	DSX access control system



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# Dedication Yields Reliability

**D**edicated hardware based network video recorders (NVRs) promise set-and-forget installation and ease of set up that saves time and money.

Because they are hardware based, NVRs are optimised for video ingestion, storage and retrieval with built-in processing and control software. This means high quality NVRs also promise levels of reliability and hands-off maintenance that is the envy of software based network video solutions.

Capturing surveillance video on internet protocol (IP) network cameras, in theory, offers added functionality, operating flexibility and future proofing.

However, Oliver May, Zone Technology Technical Support Engineer, says the planning and design of the network is crucial if these benefits are to be realised.

Zone Technology is a security technology supplier on Auckland's North Shore.

He says software solutions that run on ordinary server operating systems and tie together third party equipment are more complex and time consuming to design and specify. Like any general purpose network they are prone to incompatibilities and unforeseen issues.

A system may be stable to begin with, but operating system patches and upgrades can create new issues and incompatibilities in the future. General purpose server operating systems are also subject to virus and malware attack.

"There is a risk you take by travelling down that path," says Oliver. "Of course the site may drive that type solution so that's what you have to do anyway."

May explains that buying third party equipment and joining it together means you take ownership of that system and any problems it may have, including the potential hardware vs. software blame game.

"But there are several ways that you can approach a project, and that's only one answer," he says.

## Turnkey

According to May, with a hardware type of solution - installed in conjunction with IP cameras from the same manufacturer, you effectively create a turnkey solution throwing any issues back to the manufacturer. This type of system is quicker to specify, purchase and configure which saves money and reduces the risk of the project's margin being eaten up by problem resolution and call backs.

Because the operating system is discrete and separate within the hardware, the need for constant upgrades and patches is eliminated reducing maintenance costs and risks - unlike typical Window or Linux servers.



*Oliver May is Zone Technology's Technical Support Engineer*

"As soon as you go to a server based system and hard drives, and all the rest of it, then where's the guarantee?" asks May.

You've got to make sure the specification of the system is capable of delivering what you're going to need without any unforeseen things in there.

But if you go and talk to a lot of the installers out there, there is a lot of claims made about some of the larger software systems, but in reality they're finding that they don't perform like that at all."

May contrasts the software solutions with a hardware approach, citing the Bosch 700 series NVR as a good example of turnkey network recorder that comes with credible specifications.

"Bosch says that it will record 32 cameras at full resolution, and record in real time on all cameras. That's a stated specification that they've got on their hardware box, and they can't just write that on there without being able to achieve it," he says.

"In this case Bosch, a major European brand, stakes their credibility on the performance of their hardware."

Hardware based NVRs refer to a hardware recorder with an Ethernet port designed to accept IP network cameras. A digital video recorder DVR is a similar device designed to accept coaxial cable inputs from analogue cameras, but functionality and picture quality is limited in the analogue devices.

Hybrids recorders have combinations of inputs. The Bosch 700 series is available as a full IP NVR or hybrid IP/Analogue version.

"There's a large part of the market for hybrid units, because you can go in and you can put some IP based cameras in," says May. "You save money because you don't have to throw away the analogue cameras that you've already got."

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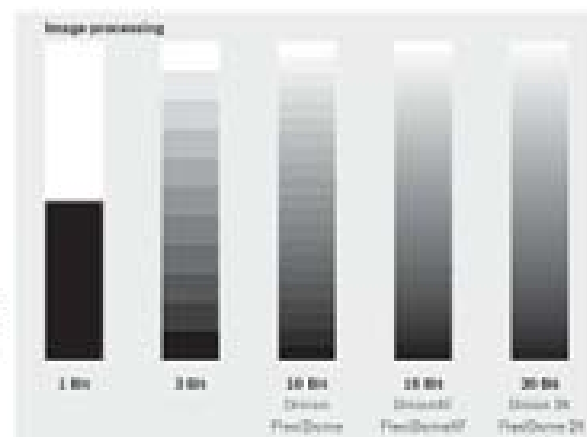
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Meanwhile, PDR refers to small single camera personal video recorders typically used for mobile single camera recording like taxis.

Hardware NVRs are limited by the number of camera ports built into the device, but because processing power is matched to the number of ports, it won't be overloaded, eliminating the risk of a creeping increase in loads degrading performance.

To upscale the system more NVRs are simply added to the network, often in a different segment - say another building – and controlled remotely from a PC or directly from the front panel.

### Can of worms

But there are many different hardware boxes put out by different companies.

"With the bigger brand names a lot of R&D has gone into the product and you're a lot more likely to get good ongoing support and warranties," says Oliver.

"If you're going for a no-brand name box – what are you actually buying there? How much R&D has been put into it, what support is there? It might be cheaper, but what am I buying as a solution? Am I buying a can of worms that I'm going to spend a lot more time on?

"If you're looking at a system you need to do a proper needs analysis with the client – what do you need the system to do, and what would you like it to do?

I think the fundamentals like quality of picture, stability and reliability are too often overlooked – it is easy to end up concentrating on the fancy features. For example core picture rate should be more important than some feature that you may not ever use anyway, although it looks nice.

You've got to consider it from an end user's point of view. For example the Bosch has got a very nice clean user interface and that can make a big difference to the overall product. I know of another big brand name that does a similar job, but the user interface is not nearly as good.

It should be easy to take footage from a system and put it somewhere else in a format that can be easily used."

### Huge requirements

This is easier said than done because even compressed video has huge processing and storage requirements - a reason why optimised hardware offers better performance. The Bosch 700 series – depending on options – will store up to eight terabytes of information and the four hard disc drives can be configured into a RAID 4 array - a system which spreads the data across discs so that if a hard drive goes down the data is not lost.

"If you want to think of that CD-wise, eight terabytes is about eleven thousand CD's of information," laughs May.

Eight terabytes allows over 70 days storage of 4CIF images at 15 frames per second from 32 cameras. More storage can be added to the Bosch 700 with an external hard disc.

"Thirty days of storage is a benchmark. But we're finding more and more that commercial and industrial sites are wanting to extend past that. Even a lot of the retail sites are preferring to extend it past that now too, because of credit card issues, because it takes so long for the information to come back."

The H.264 video compression, available on IP cameras, helps make this level of storage possible because it drastically reduces the size of a digital video file compared to previous motion JPEG format or MPEG 4 standards.

But because the H.264 compress works by transmitting only the differences between subsequent video frames, it requires more CPU power. Frames with a lot of movement or low light require more processing and storage than static, well lit frames.

H.264 compression also makes feasible megapixel camera video files by knocking them down to more manageable sizes.

### Intelligence

IP cameras are not limited to simply producing pictures. They have capability for built-in intelligence, analytics and other features like two way audio.

But May warns that different interfaces by different manufacturers mean the best approach is to match the same brand IP camera as the recorder.

However more flexibility is on the horizon. The Open Network Video Interface Forum (ONVIF) is a global industry forum that was created originally by Bosch Axis and Sony to development and use open standards for the interface of network video surveillance products.

Despite the lack of open standards, linking NVRs with other transactional systems is already a growing trend.

Typically video is linked with specific transactions at check out cash registers, ATM machines or traffic check points making the video searchable and traceable.

This would otherwise be near impossible thanks to the sheer amount of data on most systems. A suspect transaction can quickly be traced and viewed, and some companies offer remote review services that link into customer networks.

"With Bosch the linking is done via an interface module. Typically, it is done either via TCP/IP, ASCII or serial interface, but it varies a lot between manufacturers and systems," notes May.

"The major manufacturers have Software Development Kits (SDK), which will allow third party interfaces to be written to the unit."

But for all the flexibility, intelligence and integration possible with IP cameras and NVRs, Zone Technology still supplies a lot of analogue devices.

"I think over time it will change, but there are learning curves to be had by everybody in the industry because it is a technology shift," says May.

"Also there's always pros and cons to each system and at the end of the day analogue is still very stable as a platform. It easier to understand from an integrator's point of view and at this stage for smaller projects it is cheaper as well.

Larger projects are tending to go more towards IP these days.

There's a crossover point where IP can actually become cheaper than analogue on a large site with infrastructure already in place, for example where you might have lots of different buildings all around the site.

And if you want to go to better quality mega-pixel based cameras in the future, the system has to be IP."

May explains the choice of analogue vs. IP is difficult while the industry is in the middle of a technology migration. This means weighing up the needs of the client and asking what they want to do with the system and where they want to be in the future.

"Whether that ends up being analogue or IP," he says, "It comes down to finding the right solution to meet the clients' needs."



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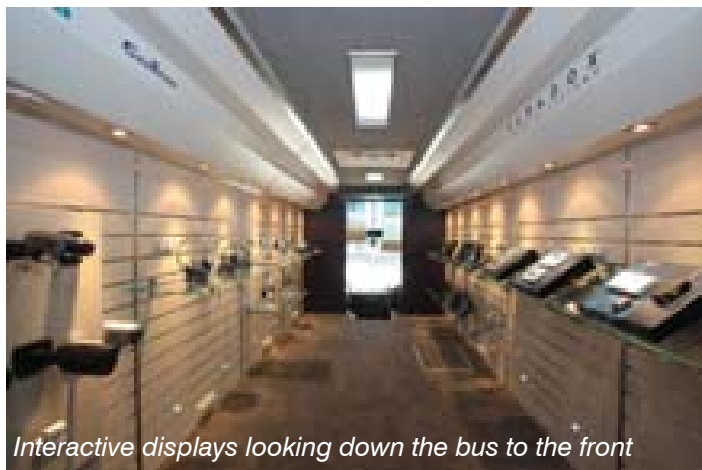


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NZTA traffic control centres have access to dedicated cameras as part of their ATMS (Advanced Traffic Management Systems) equipment. These cameras are typically not available to the public but are made available to other agencies such as the police who receive the motorway camera feeds. NZTA does not record or store data from web cameras.

Web cameras differ from the traditional traffic management cameras in that they are not typically used to look at any specific incidents. Some web cameras are 'dual use' so the Traffic Operation Centres can use them if required and there is a mechanism in place where the control rooms can block the web cameras from uploading images to the public website should there be an accident in view of the camera.

When installing a new camera, desirable sites are identified by the local NZTA office and then the site is evaluated by looking at suitable mounting places for a camera and pricing connections to power and ADSL.



*Auckland Traffic Operations Centre at Smales Farm*



*Esmonde Rd looking South*



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The site may be re-evaluated several times until the install costs are acceptable and the location selected will give a suitable view. Installing where there is existing NZTA power and network infrastructure is desirable to reduce cost.

The 60 second still image refresh rate has become a defacto standard for traffic cameras publishing to the Web. This also serves to limit data use and keep monthly costs as low as possible at sites not on NZTA network infrastructure. The Jpeg size is 352 by 288 pixels (CIF) and will generally produce an image between 20KB and 30KB which will use about 1 GB of data per month.

The images are watermarked with the NZTA logo and time stamped automatically when uploaded to the NZTA web server, overwriting the previous image and is made available on the NZTA websites and on the Infoconnect portal for external companies to access and republish.

Where web cameras are installed outside the NZTA network infrastructure, data connectivity is limited to commercially available connections such as Cellular or ADSL and use is limited by the associated data plans.

Axis cameras are used predominately when the camera is deployed on NZTA infrastructure. Bosch equipment has been used because of the heater option in colder locations or where the local contractor does not support Axis equipment. Technically the only requirement for IP cameras is that

the cameras or standalone encoders must be able to upload an image via FTP (File Transfer Protocol) of web quality (CIF). PTZ cameras are preferred over fixed cameras so that adjustments to the view can be made easily without the need for a site visit to adjust.

For use in Auckland the cameras must be able to support a streaming video feed of a different resolution to the snapshot image and so Axis equipment is used exclusively as TVNZ has developed the capability to receive the IP video feed from the Axis cameras and convert this for rebroadcast on television. TVNZ have a dedicated data circuit from NZTA for this purpose.

Streaming video to the web provided by NZTA has been identified as technically not feasible to do in-house.

NZTA are trialling different solutions such as the standalone cameras from Mi5 Securities. These are cellular fixed cameras, can be solar powered so don't require the installation of mains power or ADSL which make up a large portion of site install costs.

New technology is constantly being developed and NZTA is working closely with their partners in the public and private sectors to improve the scope and extent of their traffic management techniques and tools.

NZTA's policy is to NOT retain the web camera images. The web cameras are fixed to focus only on the motorways (and not neighbouring properties). They are low definition and are not capable of zooming.

# Keeping An Eye On Rural Security

Farmers and rural contractors are having a tough time of it, especially when it comes to protecting their property. Isolated rural properties are often seen as soft targets and the days are gone where you could just leave doors unlocked or the key in the ute's ignition.

In Hawkes Bay police say stock rustling is reaching 'epidemic proportions' while a Hawera farmer recently lost nearly \$70,000 worth of silage after it was vandalised in a paddock.

Increasingly farmers and rural contractors need to beef up security on their property but find traditional security products limited by a reliance on the ready availability of mains power and cabling.

There is now a solution to this problem in the form of Mi5 Security's RedEye – a standalone, wirefree and portable solution - no mains power or cables required. These cameras can be placed in the most out-of-the way places and the ease of use and cost effectiveness of the RedEye means that farmers or rural contractors can manage their own sting operations.

It's an approach Marlborough earthworks contractor Jason Bryant of Bryant Earthworks decided on after becoming frustrated with regular fuel theft from his vehicles at the company's gravel screening plant on the Pelorus River.

"We noticed it was being milked quite regularly of diesel. At least once a month we were losing about 150 litres which adds up over the year."

The camera was camouflaged and placed a few metres from the diesel tank. Within a week Mr Bryant had the first pictures of a theft in progress.

"The man was there for about 20 minutes and in that time the camera recorded nearly 600 security images," says Mr Bryant.

The police identified the offender immediately from the high quality images and the case is now proceeding to court.

"I will also be able to use the RedEye where I have logging crews," says Mr Bryant. "The locations where they work are often isolated which makes these sites more vulnerable."

The RedEye cameras have an IP65 rated housing (fully weatherproof) with



modular options that include integrated solar panel, integrated infrared spotlights for night vision, modem options and discrete wire-free motion sensors to trigger the RedEye cameras up to 80 metres away.

Mi5's cameras feature patented world-leading ultra-low power image processing technology (PSIS) in which the camera captures frames in rapid succession storing them to an SD card or transmitting them over the GSM network to a mobile phone or computer. Mi5 promotes the Eye Series through a channel model worldwide and are seeking new resellers for this unique technology.



## RED EYE



### Reseller Partners WANTED NOW

Standalone and Portable Outdoor Surveillance

Unrivalled Battery Life *delivers* Continuous Operation  
5 month battery is trickle charged by an integrated solar panel

Flexible add-ons: Night Vision, REMOTE Triggers,  
GSM Modem for immediate viewing of events

Latest PSIS technology for High Quality  
Security-grade Images

**RedEye from Mi5**  
at last; a security  
solution for covert remote  
surveillance anywhere

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call now: 0800 111 309



# Mi5

SECURITY

# Benefits of View-DR, DynaView and Visibility Enhancer

## Wide-D

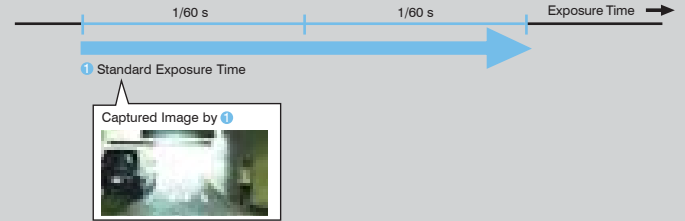
State-of-the-art technologies to expand the video dynamic range of the camera, to improve the visibility of images even in extremely high-contrast environments. Wide-D is a powerful feature to compensate for scenes with extremely poor contrast.

## DynaView

DynaView is one of Sony's Wide-D technologies. With DynaView technology, the camera captures two images for each frame using an electronic shutter – the first image is taken with a standard exposure time and the second image is taken with a very short exposure time. The dark areas in the scene are clearly reproduced in the first image and the bright areas are reproduced without appearing 'washed out' in the second image. The two images are then combined into one, using an advanced DSP LSI, to reproduce a high-contrast image.

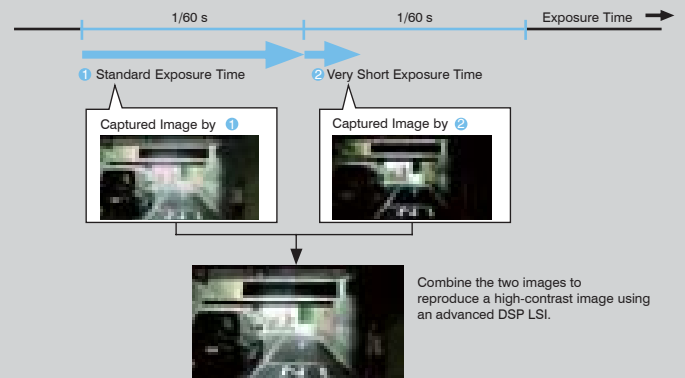
### **DynaView**

#### No Wide-D



#### DynaView

Two images for each frame using electronic shutter – The first image is taken with a standard exposure time and the second image is taken with a very short exposure time.



## View-DR

View-DR is Sony's latest technology to produce images with an extremely wide dynamic range. View-DR is a combination of Sony's full-capture Wide-D technologies, the high-speed "Exmor" CMOS sensor, and Visibility Enhancer (VE) technology. The full-capture Wide-D technology used in View-DR uses an electronic shutter to capture multiple images and reproduce each frame. One image is taken using a standard exposure time and either one or three images are taken using very short exposure times, depending on the camera type. With the newly developed View-DR algorithm, all of the electrons converted from the captured light are fully used by the imager, which is quite different from DynaView and some other Wide-D technologies in the industry which discard approximately half of these electrons. As a result, View-DR nearly doubles the sensitivity that is offered by conventional Wide-D technologies.

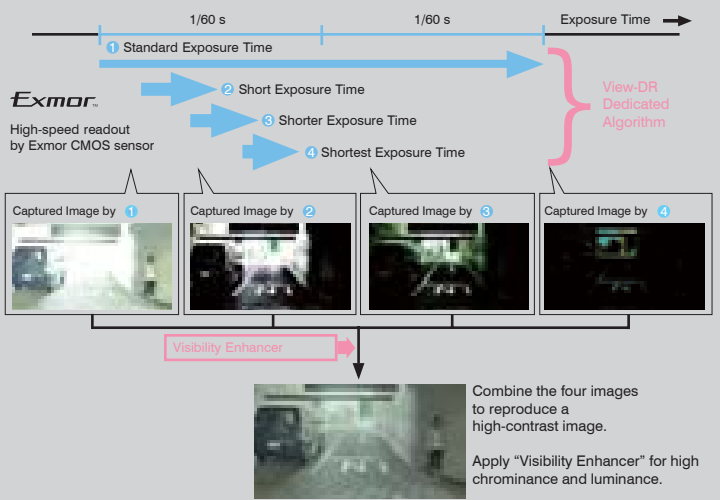
In order to capture multiple HD resolution images at a very high speed, the "Exmor" CMOS sensor is used because of its high-speed readout characteristics. During the process of combining multiple images, the Visibility Enhancer (VE) provides a high level of chrominance and luminance. With View-DR, the monitored images become very visible – sometimes being even more visible than when viewed with the naked eye.

### **View-DR**

#### View-DR

One image is taken using a standard exposure time and either one or three images are taken using very short exposure times, depending on the camera type.

(This illustration shows one standard exposure time and three very short exposure times.)



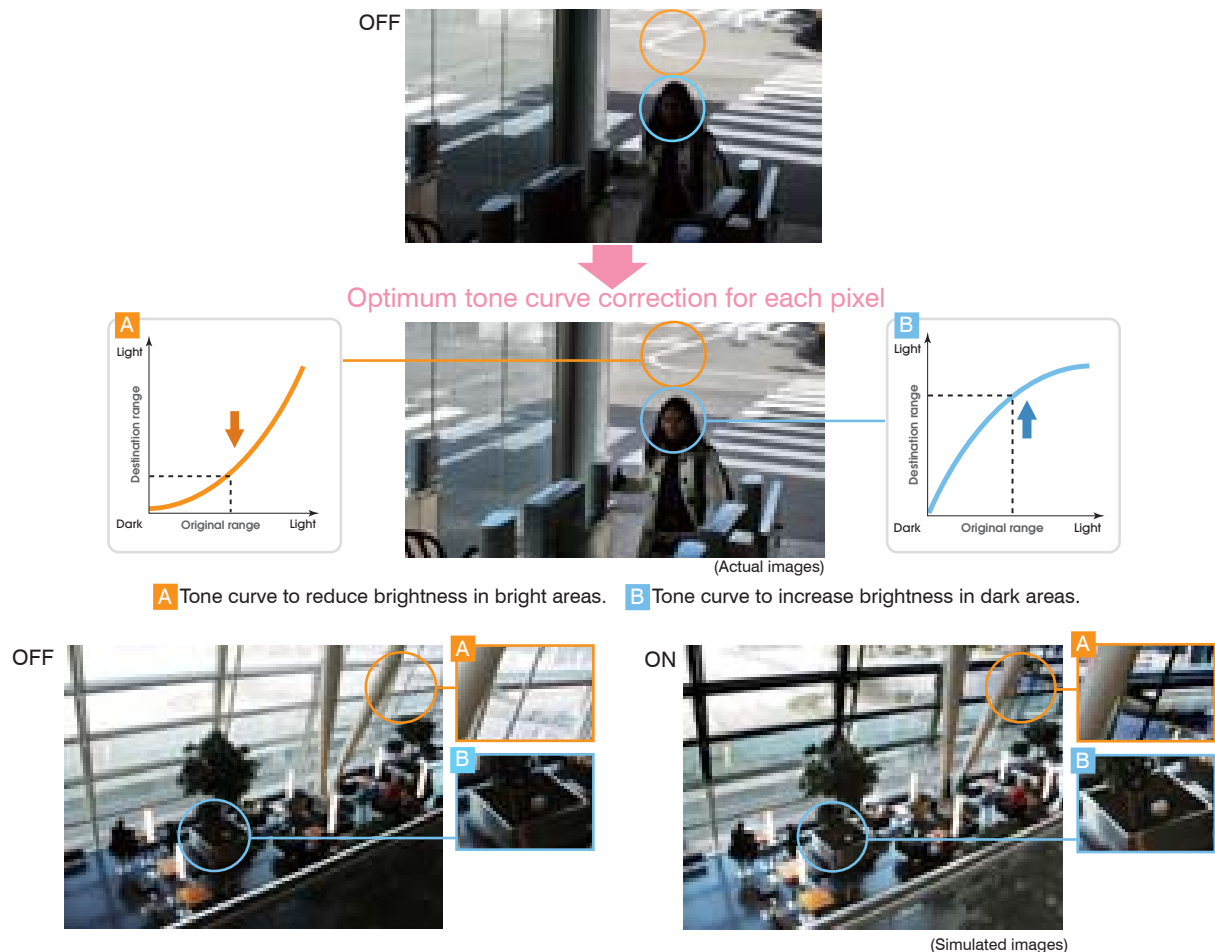


## Visibility Enhancer

Visibility Enhancer is one of Sony's new technologies that optimizes contrast and makes a scene more visible.

It is ideal for scenes where objects are hard to recognize due to severe backlight or shadows. Visibility Enhancer technology optimizes the brightness and color reproduction of an image dynamically on a pixel-by-pixel basis while continuously adapting to the scene. This method differs from the technique of using the preset gamma curves. Technically, Visibility Enhancer technology stretches the contrast in both the backlit portions and the shadows within the given dynamic range, which is different from Wide-D technologies.

Visibility Enhancer also contributes to the high sensitivity of the camera. By combining Visibility Enhancer with XDNR, the camera can reproduce clear and bright images in very low-light conditions, while keeping noise at a minimal level.



View-DR™ models: SNC-CH140, SNC-DH140, SNC-DH180, SNC-CH240, SNC-DH240

“Dynaview” models: SNC-DF50N/P, SNC-DF85N/P, SNC-RX570N/P, SNC-RS44N/P, SNC-RS46N/P, SNC-RS84N/P, SNC-RS86N/P

“Visibility Enhancer” models: SNC-RS44N/P, SNC-RS46N/P, SNC-RS84N/P, SNC-RS86N/P, SNC-RH124, SNC-RH164, SNC-CH140, SNC-DH140, SNC-DH180, SNC-CH240, SNC-DH240, SNT-EX101, SNT-EX101E, SNT-EX104, SNT-EP104, SNT-EX154, SNT-EP154

This information is as of January 2010. The Models with these features may be added without notice.  
Please contact your nearest Sony office or authorized distributor for the latest information.

# New Zealand Security Conference and Exhibition

This year's New Zealand Security Conference and Exhibition will be held at the Rendezvous Hotel, Auckland on 15 – 16 September 2010.

Price for the two day conference and exhibition are:

Member	\$495	+GST
Non Member	\$595	+GST
Industry Breakfast	\$35	+GST
Awards Dinner	\$95	+GST
Cocktail Event	\$35	+GST

*\*to qualify for membership rates you must be an NZSA, ASIS, NZISF, ASIAL, NZIPI, ICA member.*

## 3 Easy Ways To Register

Fax: +64 9 486 0442

Mail: PO Box 33 936, Takapuna  
North Shore City 0740, NZ

Email: [info@security.org.nz](mailto:info@security.org.nz)

## Registration

Registration is open to members of NZSA as well as any person involved or interested in the security industry.

Enquiries regarding the Conference should be directed to the NZSA office +64 9 486 0441 or [info@security.org.nz](mailto:info@security.org.nz)

## Discounts

Discounted rates are available when multiple people from the same organisation register at the same time:

5%	discount for 3-5 registrations
10%	discount for 6 -10 registrations
15%	discount for 11 or more registrations

## Early Bird Discounts

A 5% discount of the full conference rate (prior to team discounts) will be given if registration, bookings and payments are received by 16 August.

## Cancellations

If you must cancel for any reason please notify NZSA in writing at least 10 business days prior to the start of the programme and a full refund will be given. Cancellations received within 10

business days of the conference will be subject to a \$95 fee. No refunds will be made for cancellations received on or after Friday 11th Sept 2010.

## Delegates

If you wish to register more than one delegate (such as your spouse/partner or colleague) please use a separate form for each registration. Forms can be photocopied or down loaded from [www.security.org.nz](http://www.security.org.nz).

Please refer to the full Conference brochure for more information. Additional registration forms can be down loaded from: [www.security.org.nz](http://www.security.org.nz).

## Industry Breakfasts

Wednesday 15 September. A special guest speaker will be present. Cost of \$35.00 (+GST) per person.

## Cocktail Event

Wednesday 15 September. The venue is adjacent to the exhibitions and will run for two hours. Tickets are available at a cost of \$35.00 (+GST).

## Hilde De Clerk

Secretary General COESS

Hilde will be discussing the current state of the security industry in Europe, with a focus on the challenges for the industry, the legislative and regulatory framework, the ongoing trend for private security to become more and more visible and active in the public domain, public-private partnerships, standards and quality, tendering and procurement.

Hilde De Clerk holds a Masters degree in Law from the Katholieke Universiteit Leuven in Belgium as well as a Masters degree in International Studies and International Affairs from the Graduate Institute of International and Development Studies in Geneva, Switzerland. Since 2001, she is the Secretary-General of BVBO-APEG (Belgian Federation of Private Security Services) as well as of CoESS (the Confederation of European Security Services). She is also Secretary-General of ASSA-I (Aviation Security Services Association International).



## Awards Dinner

Thursday 16th June. The Dinner and Awards presentation will be preceded by a cocktail hour and followed by entertainment. Cost of \$95.00 (+GST) per person.

## Accommodation

Accommodation has been arranged at The Rendezvous Hotel at special conference rates. Deluxe Room Only \$155.00 (Inc GST) Deluxe Room, Breakfast Included \$170.00 (Inc GST). *Do not book directly with the hotel, book with your conference registration. Bookings will be subject to availability.*

## Awards

These will be presented by a special guest while you dine. Any nominations for awards, should be forwarded to NZSA.

## CPP Credits

Attendance to the conference by current CPP's can be reported for credit towards recertification.

## Debbie Mayo-Smith

[www.succesis.co.nz](http://www.succesis.co.nz)

Debbie is one of the most sought after business speakers in Australia and New Zealand and a world leading business productivity expert.

Media columnist as well as a best selling author of eight books, Debbie has sharpened the activity of over 1 million individuals from New York to London, Sydney to China, all around the world through her presentations, quick tip newsletters, articles, books and one minute videos.



## Steve Mayo-Smith

Steven Mayo-Smith is an experienced Chief Information Officer who has worked in a number of business sectors including Telecommunications, Health, Insurance, Security and Software Development. Most recently he was the CIO for the Radius Health Group.



## Conference Agenda

### Tuesday 14th

1500-1700 Registration and Reception

### Wednesday 15th

#### Speakers

0700 onwards Registration and Reception

0715 - 0845 Industry Breakfast Nick Tuffley (ASB)

0845 - 0900 Exhibition Opening

0900 - 0915 Opening Ceremonies: Mayor of Auckland; Chair NZSA  
0915 - 1000 Legislation Updates Assoc Minister of Justice:  
Hon Nathan Guy

New Registrar: Mike Tollhurst

1000 - 1030 Security Training to meet  
the needs of legislation ETITO

1030 - 1100 Tea Break

1100 - 1230 **Rugby World Cup** Panel: NZSIS, Police and RWC2011  
Securing the RWC  
Planning for major events Aaron Colthurst

1230 - 1330 Lunch

1330 - 1500 **Project Griffin/London 2012** Ian Mansfield - City of London Police  
Don Randall - Head of Security for  
the Bank of England

1500 - 1530 Tea Break

1530 - 1730 **IT Session**  
Using the web as a marketing tool Debbie Mayo-Smith  
What Cloud Computing can do for you Steve Mayo-Smith  
Info security threats Symantec

1730 - 1900 Cocktails

### Thursday

#### Speakers

0900-1000 **International Keynote 2**  
European Security Industry – Challenges and Developments Hilde De Clerck -  
Secretary General COESS

1000-1030 Latest research into Public/  
Private Security in NZ Dr Trevor Bradley -  
Victoria University

1030 - 1100 Tea Break

1100 - 1215 **Securing Business**  
Writing Winning Tenders & Proposals Gail King - Word Sense Ltd  
Security issues for Dave Wasley - Trade Me  
conducting business online

1215 - 1315 Lunch

1315 - 1445 **Employment Issues** Psychometric testing: Rob McKay  
Background checks: Craig Gubbins  
1. Getting the right people  
2. Fraud in the workplace: Jon Pearce - Deloitte

1445 - 1515 Tea Break

1515 - 1545 "Beyond Regulation – International Security Standards"  
Jason Brown  
National Security Director Thales

1545 - 1630 Industry Panel All available speakers, plus NZSA,  
ASIS and NZIPI chairs

1630 - 1730 NZSA AGM

1900 onwards Industry Dinner and Awards

Note: This information is correct at the time of publication, but could still be subject to change

### Public and Private Security in New Zealand

Dr Trevor Bradley from Victoria

University will share the results of his latest research



Dr Trevor Bradley is a lecturer at the Institute of Criminology, Victoria University of Wellington. He teaches courses on police and policing, criminological thought and crime prevention. He has been involved in an on-going programme of research on plural policing and private security since 2007 and has published a number of articles that present the findings of that research. In addition Dr Bradley has published in the areas of crime prevention and community safety, youth crime and justice, criminological thought and most recently public perceptions of crime and policing in New Zealand.

### Project Griffin Speakers

Project Griffin was developed by the City of London Police and introduced in London in 2004 as a joint venture between the City and Metropolitan police forces. Its remit was to advise and familiarise managers, security officers and employees of large public and private sector organisations across the capital on security, counter-terrorism and crime prevention issues.

Following its unqualified success in London, Project Griffin is increasingly being adopted by other police forces, cities and communities across the United Kingdom. It has also generated interest and acclaim overseas.

<http://www.projectgriffin.org.uk/>

#### Don W Randall MBE

Chairman, City of London Crime Prevention Association

Chairman Project Griffin Steering Group  
Don was Head of Security for JP Morgan when it started, and is now Head of Security for the Bank of England



#### Ian Mansfield

Ian Mansfield has been an officer with the City of London Police for nearly 30 years, the last 12 spent in the field of counter-terrorism work. In 2002, Mansfield became a counter-terrorism security advisor under the auspices of the National Counter-Terrorism Security Office.

### Your MC for the conference is Ginette McDonald (Lyn of Tawa)

Ginette's career has spanned over 30 years, including a five year stint in England in the 1970s. As an actress, she has done an enormous amount of theatre, television and radio in both countries. For many years she worked for TVNZ as a drama producer /director. She has written articles, opinion columns, reviews, after dinner speeches and debates. She has won numerous awards for acting, producing and public speaking. To many Ginette is probably best known for her vowel-challenged alter ego Lyn of Tawa.



# Time To Get In Training Before The Big Game Begins

*By Ross Clarke, Industry Manager (Security), ETITO*

**M**ost of us would have come across the saying that the early bird catches the worm. It may be well-worn but like many of its ilk, it holds some water. It means if you start something early, you stand a better chance of success.

The concept can apply to many things but for ETITO in the industry training business, it's one we see in action almost daily in our work with firms across numerous industries, including the security business.

The security firms who have caught the early training bug are reporting the kind of changes that build a strong platform for success. Some change is fairly quickly evident – morale and reduced absenteeism – while other benefits emerge in the medium or longer term – productivity, staff retention and customer satisfaction.

The overwhelming feedback our training managers receive from security industry firms is that they are pleased they have begun the training journey and are confident that they are building stronger businesses as a result.

It means when the security industry regulation does arrive, they believe they will be better placed to meet the requirements it brings. A workplace with a training culture already in place is always going to be in a stronger position to be prepared for further training and assessment that may be imposed by regulation. In turn, they will also be ready to seize the competitive advantage of a trained and qualified workforce to offer customers when it comes to bidding for contracts, particularly – but not exclusively – for Rugby World Cup contracts where a high degree of scrutiny on quality delivery is anticipated.

## **Increasing the value of each hour worked**

When the benefits of a well-trained workforce are discussed, terms such as increased productivity and high performance workplaces are often used. But what do they actually mean? ETITO's role is to work with industry and firms to develop skills to improve workplace performance – or to increase the value of work. With the benefits of training, every hour that is worked is worth more to the employer and firm through improved productivity and results and in turn, worth more to the employees through both intangible benefits and the tangible, including pay in most cases. Shifting that into the broader sphere, it means growth for the New Zealand economy.

All the labour market research points to productivity – increasing the value of each hour worked – as the key to economic growth. New Zealand already has relatively low unemployment so it's not a case of getting larger number of people into the workplace or of getting workers to do longer hours; they already rate as working long hours on an international scale. That leaves the gains to come from working smarter, not necessarily harder.

Working smarter comes from firms and staff equipped with tools and skills necessary for continuous improvement.

## **Training transformation**

ETITO is in the unique position of being able to see the training equation from all sides – from firm needs to the contribution that employees can make. It's our role to listen to the issues workplaces are facing – from both sides. Armed with this information, we can work with firms to develop strategies for the delivery of training



*Ross Clarke, Industry Manager (Security), ETITO*

packages and broker options for staff development.

As those firms who are committed to training can attest, it's not just about training and gaining a qualification. The most successful firms get the best results from using training as one, albeit essential, element in a broader approach to business improvement. Well-trained people need to have the tools and be empowered to do the job for firms to get the greatest return on investment. Organisations that use the skills of their people effectively are more likely to retain people and organise themselves better.

One of the ways in which firms can add to their development is by being able to share knowledge from others. It is natural for companies within the same industry to be reluctant to share the secrets of their own success with their competitors. We understand that. What ETITO is increasingly looking to be able to provide is knowledge-sharing from across industries. Our role with seven industries provides us with



# HOME SERIES

FOR 30th ANNIVERSARY

## HOME SERIES CAMERA OPTIONS

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RRP



**ES-916H**

540TVL, 16mtr IR, 12vlt,  
3.6mm, Dome

**\$140<sup>ea</sup>**  
RRP



**ES-920H**

540TVL, Outdoor,  
20mtr IR, 12vlt

**\$190<sup>ea</sup>**  
RRP



**ES-930H**

540TVL, Outdoor,  
30mtr IR, 4-9mm, IP66

**\$100<sup>ea</sup>**  
RRP



**ES-968H**

540TVL, 3.6mm,  
12vlt, Indoor Dome

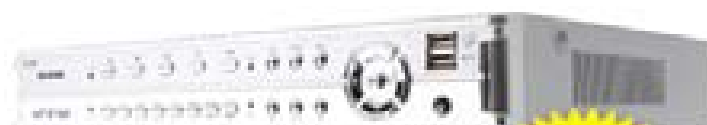
## HOME SERIES DVR OPTIONS



**DVR-204S500**

H.264 100FPS, 4 CH BNC,  
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## HOME SERIES KIT OPTIONS



**LILIN SOHO DVR 4**

- H.264 4 Channel DVR 500G HDD
- 2 X indoor dome cameras  
540TVL (ES-968H)

**KIT**  
**\$1,046**  
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**LILIN SOHO DVR 8**

- H.264 8 Channel DVR 500G HDD
- 4 X indoor domes cameras  
540TVL (ES-968H)

**KIT**  
**\$1,699**  
RRP







information and experience gained across hundreds of firms in a variety of businesses – many with lessons learned and success that is relevant not only to their particular area of expertise but across organisations in general. ETITO is able to tap into good examples of best practice across a range of businesses, many of whom are very happy to share what they have learned with others if it will help.

There are many examples of the transformation that has been achieved by training within security firms. You may have read of the changes experienced at a range of firms including First Security, Northern Districts Security and, in this edition, Venue Security.

Even putting to one side the National Certificate in Security, the transformation that has occurred for those involved in ETITO's Literacy and Numeracy Project is significant and in many cases quite inspirational. By investing in improving literacy and numeracy, many security staff have been empowered to do their jobs in a way they had previously been unable to. Incident reporting and communication with clients has drastically improved and reduced the workload on others in the firm who may have had to spend time addressing issues that arise from, for example, poor literacy. Staff retention has improved and

employees are more able to contribute in wider ways to how work is executed by being able to suggest improvements to the way things are done.

#### **Changing the market measure**

Our sincere hope for the New Zealand security industry is that one day [and hopefully in the not-too-distant future] firms will compete on performance, not on price. Firms will be confident in the value they offer to clients and clients will be clear about the value for money they are receiving. The cycle of cost-cutting and under-cutting will be disrupted and in this environment, the natural flow-on is that investing in people will be a necessity rather than a nice to have or an unwanted cost.

Achieving this new world order will only be possible through a partnership – between all with a stake in genuinely wanting the change and committed to playing their part in making it a reality. We're in this together. It's important for past, current and future security industry participants that we have an industry training system that is robust and has integrity. If the training system is slated, that only damages the industry, and the firms and the trainees that have invested time and resources and for whom training has provided value.

#### **Redefining the industry**

While the final Private Security Personnel and Private Investigators Bill is yet to be passed – and that will then be followed by the regulations that will establish the new landscape for industry – there is an opportunity now to prepare. Regulation and New Zealand's hosting of the world's third largest sporting event next year should provide a watershed moment for the industry. Where there is change, there is always a degree of discomfort or resistance but more often than not, down the track, we often realise that the short term pain was worth the lasting gain.

There will be a huge reliance on the security industry for the successful delivery of the Rugby World Cup. Now is the time for us all to work together to pave the way for the event and for a stronger industry long after the Webb Ellis Trophy has been lifted high [hopefully by the All Blacks, of course!]

**Training to the National Certificate in Security is one of the critical ways industry can lift the bar. To find out how to get started, contact your local training manager now.**

**For more information visit  
[www.etito.co.nz](http://www.etito.co.nz)**



# Beyond Expectations



*DVTEL Latitude NVMS V6 offers an enhanced visual experience, combined with the dynamic workspace, giving you more options, more control and superior ease of use. Latitude NVMS offers:*

**Supports  
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**Web publishing -  
integration  
with common  
streaming servers  
(MMS and VLC)**

**Enhanced Web  
Client**

**Advanced Alarm  
Management**

**Google maps™  
mapping service  
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**Added features of Latitude NVMS V6 include:**

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Exclusive suppliers of DVTEL, Hillsec, offers an unmatched sales and product support of the DVTEL V6 system.

**DVTEL is a Proven Product with Proven Support.**

**DVTEL won  
Project of  
the Year at  
IFSEC 2010!**

# Introduction to Bosch

## Introduction

The Bosch AutoDome modular camera system is a revolutionary new concept in dome cameras. The entire AutoDome system is based on five interchangeable modules: the Central Processing Unit (CPU), camera, housing, communications, and power supply. Simply swap one of the AutoDome's interchangeable modules and quickly upgrade from analog to IP, colour to day/night, or add motion detection, and AutoTrack. Never before have you had the ability to adapt a security system to your changing needs this quickly or inexpensively. The Bosch AutoDome also features a selection of power supply and mounting accessories with clear or tinted bubbles.

## Interchangeable modules

Five interchangeable modules allow you to update camera functionality quickly and cost effectively. Using common components lets you install a basic camera system today and migrate to a more advanced version tomorrow – without having to replace the entire dome, thus protecting your initial investment. By using the same housing components, all installations have a consistent look and observers have no idea which type of camera (if any) is watching over them. This unique, modular design also gives you the flexibility to move cameras between different housings when special coverage is needed, or as site plan



requirements change. For example, an 18x PTZ camera over a specific area could easily be 'hot-swapped' to a 26x day/night without removing the power. AutoDome's Ethernet communications module allows you to add IP functionality while maintaining connectivity to existing analog inputs and outputs.

## CPU Modules

### 100 Series CPU Module

The 100 Series CPU module provides fixed camera functionality, 'hotswap' camera module replacement, pluggable communications module upgrades, and built-in surge suppression.

### 200 Series CPU Module

The 200 Series CPU module delivers fast 360° per second pan/tilt/zoom speeds, 'hotswap' camera module replacement, pluggable communications module upgrades, built-in surge suppression, advanced diagnostics, and multilingual displays. This module supports 64 pre-positions and a single preset tour. The preset tour has the capacity for up to 64 prepositions with a configurable dwell time between prepositions.

### 300 Series CPU Module

The 300 Series CPU module includes all of the features of the 200 Series plus additional presets and tours, cable compensation to extend cabling distances, and third-party protocol support. The Advanced Series also supports privacy masking and advanced alarm handling via a built-in rules engine.

### 500i Series CPU Module

The 500i Series CPU module includes all of the features of the 300 Series plus AutoTrackII motion tracking and video motion detection.

## Camera Modules

### High-performance 18x PTZ Colour Camera

The high-performance 18x PTZ colour cameras have a 1/4-inch color CCD. With 470/460TVL horizontal resolution and sensitivity down to 0.5

lux, this camera offers exceptional performance at an affordable price. A rugged motor with fewer moving parts mean that this camera uses less power and is extremely reliable, making it ideal for high usage applications.

### High-performance 18x and 26x PTZ Day/Night Camera

The high-performance PTZ day/night cameras have 470/460TVL horizontal resolution. These cameras are available with either an 18x or a 26x optical zoom lens, and all cameras offer a full 12x digital zoom. The patented AutoScaling (proportional zoom) and AutoPivot (automatically rotates and flips the camera) ensure optimal control.

### High-performance 36x PTZ Day/Night Camera

Bosch offers the industry-leading 36x optical zoom lens with a full 12x digital zoom. The 36x camera provides a full 540 TVL of horizontal resolution for outstanding clarity and image detail. The 36x camera also incorporates an advanced backlight compensation technology that dramatically improves the dynamic range by 128 times, resulting in clear image reproduction in extreme high contrast environments.

## Housing Modules

All housings feature recessed screws and latches for increased tamper resistance. AutoDome pendant housings (indoor and outdoor) are rated to provide IP 66 protection. In addition, the pendant housings come equipped with a low-impact, high-resolution acrylic bubble for enhanced image clarity. AutoDome in-ceiling housings provide IP 54 protection and are rated IK 8 (IEC 62262). These housings feature an impact-resistant polycarbonate Rugged Bubble to protect your camera from vandalism. The Rugged Bubble can withstand impacts equivalent to a 4.5 kg (10 lb) weight dropped from a height of 3 m.

Outdoor EnviroDome housings provide an operating temperature range down to -40°C (-40°F). The optional "XT" extreme temperature kit allows an AutoDome to operate in

# Modular PTZ Cameras



**BOSCH**  
Invented for life



temperatures down to -60°C (-76°F), ensuring reliable operation in even the harshest environments.

The Pressurized Environmental Housing is rated to provide IP 67 protection for a VG4 Series AutoDome® Modular Camera System from the elements, both natural and manmade. It is the ideal surveillance solution for applications that require frequent wash-down, including traffic, transit, bridges, tunnels and coastal installations where salt, moisture, dust, insects and fumes threaten the long-term operation of the camera.

## Communication Modules

### Standard Analog Communications Module

The Standard Analog Communications Module (standard on the AutoDome 200 and 300 Series) supports a variety of data transmission methods, including Bilinx (over coax and UTP) and fiber. Remote control, configuration, and firmware updates can also be performed over these cables, offering you unparalleled control of your cameras. Cable compensation provides extended coaxial and UTP distance runs while preventing the image quality degradation caused by signal losses from long cable lengths.

### Alternative Protocol Communications Module

The Alternative Protocol Module allows you to control a VG4 AutoDome from an American Dynamics Manchester or Sensormatic RS-422 PTZ control device.

### TCP/IP Communications Module

The TCP/IP Communications Module is an integral part of Bosch's AutoDome Modular Camera System, adding network connectivity to any AutoDome 100, 200, 300 or 500i Series camera. The TCP/IP module provides complete network-based control of all dome functionality including pan/tilt/zoom operation, presets, tours, and alarms as well as web-based configuration of all dome settings.

AutoDome cameras equipped with the TCP/IP Communications Module deliver true hybrid operation. With both Ethernet and analog BNC connections, network enabled AutoDome cameras provide direct network connection while simultaneously supporting existing analog equipment. The TCP/IP Communications Module uses MPEG-4 compression, bandwidth throttling, and tristreaming capabilities to efficiently manage bandwidth and storage requirements while delivering outstanding image quality.

## Power Supplies

Bosch offers a variety of power supply units that are available with 24 VAC or 230 VAC transformers, come with an optional analog, multimode Fiber Optic video transmitter/data receiver module, and are NEMA-rated.

## Accessories - Fiber Optic Kits

The VG4-SFIBER-MM (multimode) is an analog, fiber optic conversion kit for use with VG4 Series AutoDomes using either the Fixed or the Standard Communications Modules. This module is a video transmitter/data receiver modules designed to be mounted directly into a VG4 AutoDome power supply box.

## Mounts

Bosch offers three mounting options for the AutoDomes: roof, pipe, or pendant arm mounts. The pendant arm mounts come with a connected power supply unit. In addition, Bosch offers an accessory to mount a unit in an upright position on a flat surface.

## Bubbles

All housings feature recessed screws and latches for increased tamper resistance. AutoDome in-ceiling models feature an impact-resistant rugged polycarbonate bubble to protect your camera from vandalism. Designed to meet stringent strength standards without compromising optical clarity, the Rugged Bubble can withstand impacts equivalent to a 10 pound (4.5 kilograms) weight dropped from a height of 3 meters. AutoDome pendant cameras come equipped with a low-impact, high-resolution acrylic bubble for enhanced image clarity, but can easily be upgraded to the Rugged Bubble when needed. Both the rugged polycarbonate and the high-resolution acrylic bubbles are available in clear, tinted (smoke), gold and chrome. The clear bubble offers maximum sensitivity by allowing as much light through as possible. The tinted, gold and chrome bubbles offer covertness by making it difficult to see the direction the camera is looking from the outside.



For more information please contact your nearest Zone Technology branch:

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Your Security Supply Partner



## Dialock DFT Furniture Locking System

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

### The Product

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

- Electronic keys +
- Dialock Furniture Terminal – DFT +
- 12VAC Power Supply +
- Locking Device – FLC for all hinged doors and drawers **or**
- Locking Device – SDL for sliding doors **or**
- Locking Device – EPL3 for all applications including doors and drawers with soft-close.

### Dialock DFT can be used on:

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

### The Features

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

### Where to install Dialock DFT

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

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

### Application Examples

#### 1. Shops

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

#### 2. Offices

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

#### 3. Hospitals and Doctor's Surgery

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

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



For more information about Dialock DFT, or to request an information pack visit [www.hafele.com](http://www.hafele.com) or email [dialock@hafele.co.nz](mailto:dialock@hafele.co.nz)



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# Dialock

Versatile Access Control Systems

**HÄFELE**  
FINDING BETTER WAYS



## DFT Furniture Locking System

**The Key to Customer Comfort and Store Security.**  
Dialock DFT is used by the world's leading luxury brands to protect valuable store display stock. It is an electronic furniture locking system that meets the highest requirements of store security, functionality and aesthetic appeal.

### Convenience

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

### Design Freedom

Electronic locks and switches are normally not seen and furniture can be fully secured without any holes or visible lock components.

### Security

An audible alarm sounds if the door or drawer is left open too long. Lost keys can be quickly and easily replaced at low cost and without compromising security.

- Dialock devices utilize RFID tags (tag-it technology- ISO Standard 13.56MHz) with secure UID (manufacturers unique ID code)

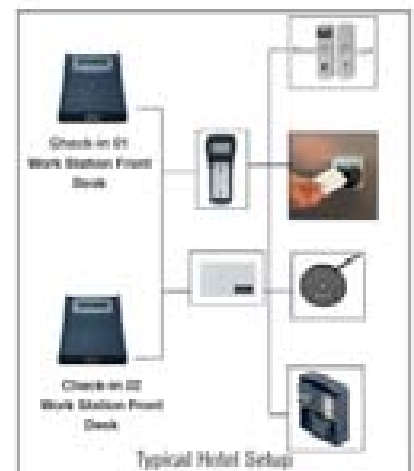
## Hotel Locking System

**Number one choice.**

Dialock is chosen over other systems due to being unobstructive, combining maximum security and convenience to all guests at minimum cost and effort to management.

### The Possibilities:

- All electronic doors
- Internal doors
- Lifts
- Car park barriers
- Porter doors and gates
- Point of sale
- Time keeping
- Lockerlock
- Retail security
- Many more...



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# Zoom: Less is more in the world of surveillance

In many surveillance situations, being able to effectively magnify an image to reveal specific details is a necessity. Often, the small details that are picked up by a security camera are the most important; in criminal prosecution cases, for example, obtaining clear pictures of faces and clothing can affect the course of justice.

It is a common assumption that the higher the zoom factor of a lens, the better its ability to magnify a scene and make details more visible. This is not always true. In the world of security cameras, 18x zoom can be equal to

36x. More specifically, a high-resolution security camera with 18x optical zoom can provide images that, for surveillance purposes, are just as, or even more useful than those delivered by a standard resolution, 4CIF camera with twice the zoom capability.

## Which has better zoom: 18x or 36x?

HDTV network cameras can easily fulfill demanding surveillance requirements using just half the zoom, demonstrating that what appears to be less can actually be more.

Compare the pictures below. Figure 1 shows a 36x zoomed-in view using a pan/tilt/zoom (PTZ) camera with 4CIF resolution (704 x 480 pixels). Figure 3 shows an 18x zoomed-in view using an HDTV 720p PTZ camera with a resolution of 1280 x 720 pixels.

The pixel resolution in both cases is virtually the same: the newspaper's name, for example, is readable. However, the HDTV camera offers the same details with just half the zoom capability of the standard-resolution camera.

It is also important to note that the HDTV camera's wider (16:9) field of view makes it possible to monitor a larger area without compromising image details. In the image from the 4CIF camera (Figure 1), only one person can be seen in the picture, while in the HDTV image, the operator can see more than one person and



Fig. 1 Max tele view with a 36x zoom, 4CIF camera



Fig. 2 Cropped view of Fig 1



Fig. 3 Max tele view with a 18x zoom, HDTV 720p camera



Fig. 4 Cropped out view of Fig 3

simultaneously pick up small details such as texts on the newspaper. So while the level of detail is similar, the HDTV 720p camera enables more of a scene to be seen, which is advantageous in surveillance situations. The wider field of view in zoomed-in mode also makes tracking easier and more reliable since the risk of losing sight of a person or object while panning or tilting the camera is reduced.

### How can an 18x zoom camera produce the same level of detail as a 36x zoom camera?

A zoom lens is an assembly of lenses with the ability to vary its focal length. A longer focal length means stronger magnifying power, but also a proportional reduction in the angle of view.

The zoom capability of a lens is usually expressed as the ratio between its longest and shortest focal lengths. For example, a zoom lens with focal lengths ranging from 50mm to 200mm is referred to as a 4x zoom lens, or sometimes a 4:1 zoom lens. (Or seen another way, using the maximum zoom on this lens will reduce the angle of view to roughly one fourth of the widest angle). Two different lenses with the same zoom factor, therefore, may perform very differently since their focal lengths, and hence, the magnifying power, may not be the same but their ratio is. Furthermore, a lens with a

higher zoom factor may not necessarily have the stronger magnification capability. For instance, a lens with a focal length that ranges from 15mm to 150mm—a 10x zoom lens—would actually have a weaker magnifying capability than a 4x zoom lens with focal lengths ranging from 50mm to 200mm, since the 200mm focal length has a stronger magnifying power than a 150mm focal length.

However, like zoom factors, determining the magnification capabilities simply by the focal length number can also be misleading. The 4CIF camera used to produce the image samples above has a longer focal length than the HDTV 720p camera. How then can the level of detail in the zoomed-in images be similar?

Let's take a look at how the cameras perform in wide mode; that is, using their smallest focal lengths (with no zoom). Compare the pictures below.

The field of view in both cases is almost identical. However, the higher resolution and better colour fidelity in the HDTV camera is immediately apparent, producing sharp, crisp pictures with great detail. Compare the cropped-out views of Figures 6 and 8. The numbers on the score board are visible in the HDTV image while hardly visible in the image from the 4CIF camera.

These images show that in wide mode, the HDTV camera offers much

more details than the 4CIF camera. In fact, the HDTV camera has almost double the number of pixels for the same field of view. In tele or full zoom mode, the HDTV and the 4CIF camera offer virtually the same level of detail, but the HDTV camera has a wider field of view.

### Look past zoom factor for image quality

These results illustrate that comparing a camera's magnification capability simply by looking at the zoom factor can be misleading. It is important, as this exercise demonstrates, to take into account the camera's pixel resolution.

Compared with a standard 4CIF camera, an HDTV camera with 1280 x 720 pixels will have two to three times more pixels in every frame. The high pixel resolution is why an HDTV camera can perform just as well with limited zoom. High resolution PTZ cameras, in fact, can be used in different ways: either maintain the same field of view as 4CIF cameras and improve the level of detail seen as in the case with the HDTV camera used here, or increase the field of view with the same level of image detail as standard cameras.

Image quality, however, is not defined by pixel resolution alone. Other elements, such as the resolving power and overall quality of a lens, as well as the properties and quality of the glass in a dome cover, have an impact. Another important factor is having full frame rate video streaming so that activities in a scene and fast-moving objects can be easily seen and captured. An HDTV camera that is compliant with the SMPTE standards in resolution, frame rate, colour fidelity and aspect ratio ensures that a rich viewing experience with excellent image detail is achieved.

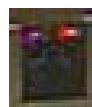


Fig. 6  
Cropped  
out view

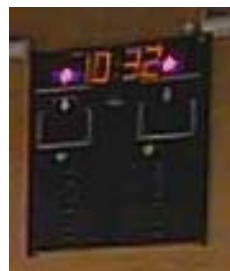


Fig. 8 Cropped  
out view

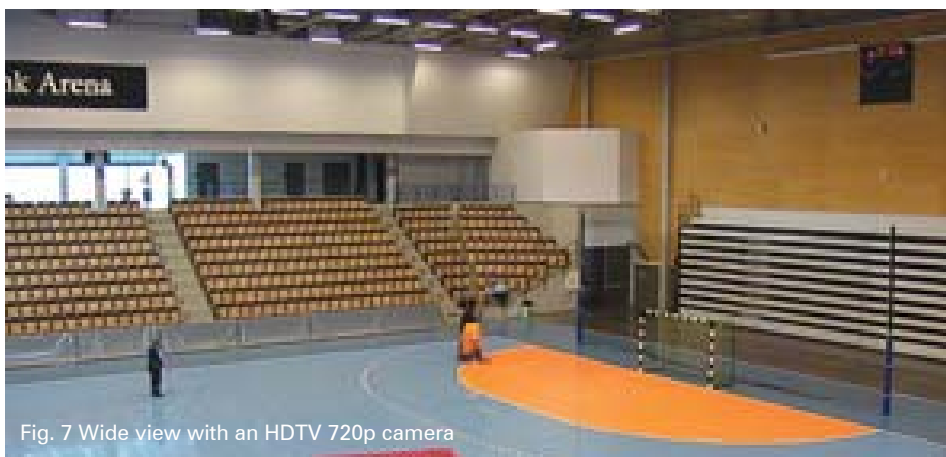


Fig. 7 Wide view with an HDTV 720p camera



By Erik Frännlid, Director Product Management, Axis Communications



*"If you look at the capacity of the VertX system versus its physical size, VertX installations are always going to be more compact than their competitors and that means less time consuming expansion, less additional power supplies and fewer enclosures. For an installer, that counts."*

*- Dean Monaghan  
CEO of Integrators Australia and  
Installer of the VertX Solution*

# MCG and HID's V1000 Network Controller

The Melbourne Cricket Ground, known to fans as simply 'The G', is Australia's largest and most iconic sporting venue. With a history dating back to 1853, upwards of 100,000 fans as well as thousands of catering and hospitality staff, hundreds of security officers, police, medical teams, and media crews, as well as sports teams and match officials, flood the site.

## The Problem

After a site survey, it was also found that the existing access control system not only needed to be replaced, but taking the new public threat levels into account, access control needed to be significantly expanded to protect equipment and infrastructure across the site.

In addition, a management solution was required that could weave the existing surveillance gear together with the new access control system, as well as other electronic security and building management solutions. Whatever solution was implemented, it also had to be scalable and completely future-proof.

MCG Facilities Manager Andy Frances quickly realised the key to the MCG's electronic security future would be an open architecture networked solution. A key challenge for Frances was that MCG's electronic security and building management systems were incompatible with each other and the multiple layers of cabling infrastructure that sprawled across the site were a complete unknown.

Frances also knew that he would need a powerful graphical user interface incorporating mapping – that

meant all the hardware employed across the site had to be built for a networked environment.

## A networked Path to success

According to Frances, integrating the entire system in a networked environment was a crucial factor. Frances explains that in terms of what he wanted to achieve at The G, the main goals were to upgrade the access control system including door controllers and door hardware and to look at software management programs for controlling access control, CCTV and alarms.

"Given the current state of technology, the first thing we had to look at was the security infrastructure," Frances states. "I saw the key to the site was going to be a future-proof network infrastructure supporting video surveillance, access control and alarm monitoring, integrated by a powerful software management solution."

That overall management solution was important because for our critical infrastructure areas. We wanted a system that would allow us to know if a door was forced open, and to have some auditing capability," says Frances.

## The MCG's VertX solution

All parts of the new system have been selected on the basis of their ability to support open architecture. The network components include off-the-shelf hardware and firmware installed in IT rooms and supported by the IT department. This part of the system includes switchers and the recording solution.



# I prefer...

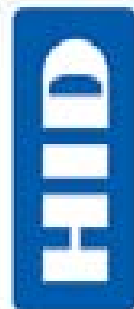
products and solutions  
that are backed by a  
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## **HID Global is the trusted source...**

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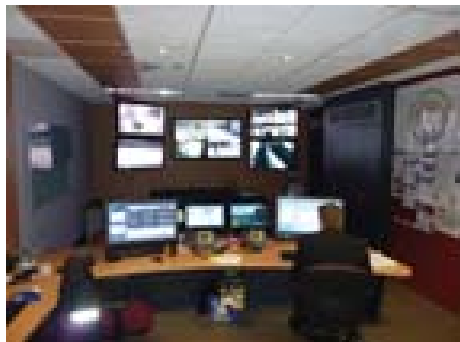


The access control side is the major part of the new installation at the MCG, with Genetec Security Center's Synergis module supporting VertX IP access control solution, a powerful modular solution designed to carry access control solutions into an IP environment.

According to Frances, as the decision solidified and VertX came to the fore, a catastrophic failure of the existing access control system took over the decision making process.

"While we were calmly assessing the product, we had a failure of the access control system we couldn't recover from," Frances explains. "Fortunately we had already talked to HID about the VertX IP access control solution", says Frances. "What we liked about VertX was the fact that along with its excellent functionality, HID Global would provide the specifications of that product to any software manufacturer. This satisfied our IT team because it was non-proprietary."

The MCG's need for open architecture and the proprietary nature of virtually all other access control systems meant HID Global's VertX solution built on HID's OPIN application programming interface was the perfect solution for this application. OPIN enables HID Global's Edge access



*"I think the networked model works very well and there's no question this is the way most security managers on large sites should be heading. Working with HID Global has been very good for much the same reasons – they understood where we were at and what we wanted. HID Global is able to come to the party very quickly with a system designed with this sort of solution in mind. I can pick up the phone and speak to them and get things resolved."*

- Andy Frances  
Facilities Manager  
Melbourne Cricket Ground

control devices to operate seamlessly with any management software and in almost any conceivable configuration. The perfect compatibility of VertX meant that it was the first component of the new access control solution selected, which is uncommon. The operational functionality of VertX was also an important part of the decision making process.

"When looking at HID Global's VertX, there are some key elements that are important. If the system goes offline, it has a cache and when the network is available, VertX downloads all interim events - that was an important thing for us," Frances says.

"While we wanted a fully networked system, we didn't want to lose any data if the network was offline. We also wanted to retain functionality - we wanted to have the doors operate as they normally would under all circumstances."

#### Reasons For Choosing HID Global

1. Overall operational functionality of VertX.
2. Support of open architecture.
3. Ability to download all interim events.
4. Reliability of HID products and its people.

Most importantly, VertX's OPIN architecture allowed the use of non-proprietary management software – this was a major issue for MCG. VertX's hybrid nature meant virtually the entire site's existing RS-485 cable could be retained. This saved an enormous amount of money, given the challenges of re-cabling a site so large and heavily constructed.

No account of the MCG's access control solution is complete without recognition of the power and capability of HID Global's V1000 Network Controller. This robust and highly intelligent Linux-based unit is really the hero of HID's VertX solution. With its RISC processing the V1000 pulls system smarts all the way down to remote network closets giving multiple benefits.

The V1000 reduces the number of dedicated ports the access control system needs and buffers events when the network is down. And the V1000 can receive and action commands from



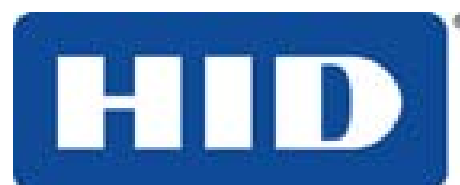
third party control software and is also able to activate a digital dialler or GSM modem in the event of longer network failure.

#### The right decision

Frances has no doubt that he has made the right decision going with a fully networked solution at the MCG. "I think the networked model works very well and there's no question this is the way most security managers on large sites should be heading," Frances says. "Working with HID Global has been very good for most the same reasons – they understood where we were at and what we wanted. HID Global is able to come to the party very quickly with a system designed with this sort of solution in mind. I can pick up the phone and speak to them and get things resolved."

"The way things are now I can call up the integrator and discuss changes and improvements and talk about ways to keep things within budget. If there's a location where a low cost camera works well and I can save money for other things, then I can buy that. If Bosch releases a new high end camera for external environments then I can buy a hundred of those. And it's the same with access control readers, or if Genetec releases a new version of a module, I can upgrade to it and know I have the best possible system at any given moment," Frances states.

Integrators Australia installed the HID Global VertX access control solution at the Melbourne Cricket Ground. It is managed across the site's network by Genetec's Security Center software that includes a Synergis access control module and Omnicast video surveillance module.





# Parabeam a hit for Rural Security



**P**arabeam is a New Zealand made wireless photo-electric beam-set, having a receiver capable of monitoring up to six points on a property, such as driveways, fuel storage areas and implement sheds.

The system is solar powered, long range and detects people and vehicles by means of an active infrared beam. With a special 'Megabeam' antenna at the receiving end, distances of up to 2.5km's from 'base' may be monitored. Without this antenna, ranges in the order of 300-400m are typical.

#### Contact Details:

**Paratronics  
Developments Ltd**  
Ph: 04 905 3858  
Freephone: 0508 727 223  
Mobile: 027 814 0265

website:  
[www.parabeam.co.nz](http://www.parabeam.co.nz)  
email:  
[mikev@parabeam.co.nz](mailto:mikev@parabeam.co.nz)

A primary point of difference between Parabeam and other "gate alarms" is Parabeam's longevity.

Achieved by UV resistant coatings on solar panels, IP66 rated enclosures, conformally coated PCB's and insect-proofing.

The low failure rate resulting from these measures means Parabeam can offer a three-year guarantee. Other advantages are its freely mountable and overrated solar panels that may be located for the best sunlight without compromising the beamsets location.

The system is user-friendly and individual zones may be easily isolated and unisolated at will, or beep volume adjusted. As well as the base receiver, the user may need to receive alerts to a pocket receiver or by text-message to their

mobile phone, these options are also available. A no-brainer product that all companies servicing the rural or up-market

residential sectors should be offering.

For information call Mike for pricing and specifications.

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# Animal Shelter keeps Animals in and Intruders out

**T**he Manukau and Papakura District Animal Shelter had a different problem; disappearing dogs.

The shelter, referred to colloquially by dog owners as 'the pound', found its effectiveness was compromised in the past as impounded dogs were broken out.

It is not only wandering pet pooches that get locked up, there's unregistered and aggressive dogs to be put in the compound.

A quarter of Manukau's 25,000 dogs are unregistered and over 6000 dog complaints are dealt with every year.

But if your unregistered dog gets picked up for a few days in the can, with fines and late registration fees, it can set you back over \$500 before you walk out with your animal – even registered owners will not walk away with any change from \$200.

This was incentive enough for a number of disaffected owners to break into the animal shelter enclosures and steal their dogs back, saving themselves fees but causing a massive headache for the shelter.

"Monthly we have 200-300 dogs come in just from Manukau alone; Papakura is a little bit less," says shelter manager, Tania Grube who has seen the problem first hand over her four years working at the shelter.

The shelter was built some nine years ago but at that time was not protected by secure perimeter fencing. "We used to just have a gate," she explains. Secure perimeter fencing changed all that and has solved the problem.

Leaweld's Steve Evans says the Leaweld Security Palisade fencing now enclosing the front car parking area is triple pointed for maximum effectiveness as a barrier against intruders.



"It is designed to a British standard so it has inherent strength," he says. "It will be there for years and will not sag or deform over the years."

The fence's hot dip galvanising provides long term protection against corrosion, important in areas like Manukau which are prone to problems from salt laden winds off the nearby harbour. For premises where style is important, a smoother look powder coating on top of the galvanising is offered in a range of colours.

For quick installation the fence is pre-fabricated with tamper proof fixings in convenient 2.75 metre panels 1.6 or 2.4 metre high.

Evans says the fence not only acts as a barrier, the distinctive palisade design along the street frontage sends a message to would-be intruders that the premises are secure, providing an effective deterrent.

But that's not the only deterrent says Grube, pointing to block walls topped with hot wires also installed by Leaweld.

The Leaweld security palisade fencing and electric fences are complimented by automatic gates.

Evans says gates can be on timers for stop/start or be controlled by small fob remotes.

Leaweld residential, commercial and industrial security products are available from Leaweld or from dealers throughout the country.





# LEAWELD

Total Perimeter Security

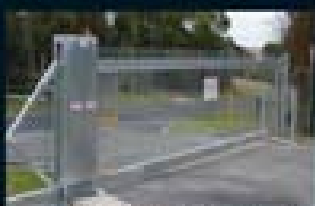
## Risk Assessed



**THE TRUSTED ARMOUR SOLUTION...**  
*for all your perimeter security requirements*



TRUCK STOPPER



INDUSTRIAL CANTILEVER



LOUVERED GATE



SWING GATE



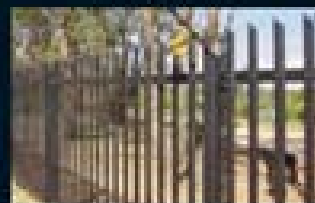
WIRE MESH SLIDER



HANDIFENCE FLAT TOP FENCING



HANDI FENCE SPIKE TOP FENCING



PALISADE



MILD STEEL MANUAL  
RETRACTABLE BOLLARD



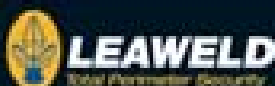
BURGLAR BAR GRILL



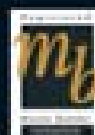
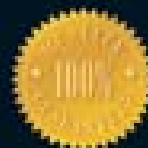
SECURITY TURNSTILE



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# Lifting the Industry's Game

One of the biggest challenges faced by the security industry today is that many participants treat the industry as a temporary stopping place. They are on their way to what they perceive as bigger and better things elsewhere, says Greg Watts, New Zealand Security Association (NZSA) Executive Officer.

"Those people are often the ones at the coalface," he says.

For Watts this is a contrast to management and administration of security businesses which tend to be staffed by people who have been there for many years.

Yet at the coalface, human skills and experience is critical.

"It takes three to five years, even more, to gain some skills, to really learn your job, how to deal with people, how to deal with situations. Some people have the right personality and the right nature even when they are young. But mostly, how to be mature only comes with experience."

Watts joined NZSA some six months ago, and has been taking a fresh look at industry and the organisation.

"There needs to be a road map to give people the opportunity to develop good strong careers within the industry - it is one of the things I've been focussing on," says Watts.

"And they need to be paid accordingly for it to be seen as a career."

But it is not just permanent staff; Watts thinks temporary staff have an important role.

"As more and more events are being staged, peaks and troughs will occur. Some of it is seasonal, some based on projects, but you don't just go and bring in anyone. You still have to have high quality people delivering those services.

"Say someone knew that they could gain good solid recognised NZQA security qualifications. They could gain certain skills, whether it be as security

guards, security for stadium events or whatever."

Watts says if these people were paid according to their skills, then they could become consultants working with companies for several weeks or even several months at a time.

"They could move around, but they would know that there is a demand for those services, and those skills."

## Investment

"To have good quality security staff costs money. You are going to pay for what you get, so that's a step that the industry needs to make," notes Watts.

But for the industry to take that step requires investment that will produce a revenue line that will support a higher cost structure.

"I think the industry needs to sell itself better. A number of organisations out there could really put themselves on the map with the Rugby World Cup," says Watts.

"They might have to invest to achieve that, and the fruits of that might not come for months or years later. But it will come to those companies that do invest, and the companies that offer a lot of internal and external training.

If a company doing man guarding goes and puts a fleet of brand new cars on the road it's a big investment. But after you see these cars travelling around the streets for a year, if you want to sign up and have a response team to your house, or your office, you're going to phone them aren't you?

You're going to see they've got nice, clean, modern quality cars, they've got well dressed professionally spoken, professionally qualified staff. If the company can give a list of qualifications to show the sort of level of the qualification of their team, they are going to secure the business."

According to Watts this is a shift - both in how the industry sees itself and need to accept changes.



*New Zealand Security Association  
Executive Officer, Greg Watts*

"Some companies are already doing it, and some have been doing it for quite a long time, and those companies are growing. The industry needs to see that, but then also business customers need to understand that this transition is happening.

I know it is happening, because of the number of businesses that are phoning up NZSA asking which companies should they talk to regarding man guarding and who is accredited."

When this happens Watts points enquiries to the website because it's not appropriate for him to favour any individual members.

Thanks to this kind of demand NZSA Accreditation is growing in importance as businesses, corporates and governmental customers look for quality assurance.

"I also get phone calls from companies saying 'it appears I need to be a member to win business.' Some people are finding it difficult out there if they're not members," says Watts.

But acceptance of an NZSA membership application is not automatic.

"The company has to be a sound organisation to become a member. We don't just take on anybody, we need to look at the company and make sure all the directors are all sound, the business is legitimate and is not involved in dodgy practices."

When it comes to accreditation all the large member organisations are accredited, often across multiple accreditations and different services.



But accreditation is attracting growing interest from small to medium business members as well, says Watts.

"We're getting quite a lot of demand from people saying they want accreditation but they want us to mentor them first to get up to the standard. This is excellent from our point of view, as it generates additional revenue for us and it means that we're helping companies to improve their service."

But the mentoring process is not just for first time accreditation.

"We're finding that there are companies that have been accredited for many years but they want an independent third party to come and say whether they are still achieving the standard, or have slipped. Sometimes it will be that there's been a change, for example they've brought a company into their existing business and they want us to mentor that."

### **Independent assessors**

"Obviously mentors come from a sector of the industry they understand very well. But there is no commercial link, they go in totally independently."

Actually gaining accreditation is a step that is far from a rubber stamping process; independent accreditation assessors work to objectively audit against the NZSA codes of practice.

Watts says accredited members also can't expect an automatic renewal from one of the regular audits, which normally take place every three years but can be more frequent.

"If we think there are potential issues with a particular accredited member, we may choose to audit them more frequently or we may choose to give them a random audit."

Watts believes that for larger organisations, the accreditation scheme is seen as one of the key benefits of membership.

"It immediately says to them that their systems, their standards, their practices are up to spec. They can confidently go out there and market their particular service. It's become more and more accepted in the industry that there is a minimum standard that people should be at if they're offering a type of service."

### **Complaints**

But for all the standards and regular auditing, Watts does receive complaints.

"It's not a huge amount," he says. "Maybe one or two a month. When I

first came on board there were a few that had been lingering around for a while, but we cleaned that up.

Sometimes it's more a misunderstanding – maybe somebody has requested something and they haven't specified exactly what they want. Some people want to air their concern, but not necessarily take it any further.

There is a complaints procedure, they will generally come into the front desk and then to me. I'll review a complaint, and if it's a genuine complaint, then we have a complaints committee.

It's a number of board members who deal with the complaints. They identify again whether it is genuine or not. Then we investigate it further and take up the complaint with the company that's been complained about. And we have a whole action process of communicating back to the original complainant," explains Watts.

In some cases people phone up NZSA and ask if a company is a member, because they'd like to complain about them.

"There's not an awful lot we can do with a company that's not a member, but we do give them advice on how to deal with their complaint because ultimately we need to represent the industry," says Watts.

"We want to be aware of organisations that maybe aren't offering services that are up to standard so we keep a record of those complaints."

If NZSA membership was mandatory the organisation would have greater power to deal with complaints, and it would raise additional revenue for NZSA. However, Watts says mandatory membership is not on the horizon and NZSA already represents most of the industry in terms of revenue because bigger companies are generally members.

But Watts is keen to increase membership among smaller companies to the point where NZSA can also claim most of the businesses in the industry are members. He is excited about a soon to be announced package of benefits that he believes will make membership more attractive to smaller companies.

"I think as an association we are getting better every year," he says.

"And I also think there's many things that happened five or six years ago that are now paying dividends. The introduction of the codes of practice,

accreditation and auditing, are now really starting to show value to the association and the industry."

### **Put to the test**

One of the goals of NZSA is to promote the highest standards and lift the professionalism of the industry. It is a goal that will be tested on the world's television screens during the 2011 Rugby World Cup.

"Gearing up for the Rugby World Cup is a hot topic in the industry," says Watts. "We recently put together meetings between the event companies, the Rugby World Cup, and the police. It's to ensure that as a country we have everything in place to provide a good secure World Cup."

That's been very successful. It's about reassuring event companies that provide the manpower to manage these events, that there's going to be a large demand for people and to gear up for it. These companies are waiting to see what happens with tenders and things. There's a lot of people sitting on the fence right now, and it's quite late in the day to be sitting on the fence. We will need three to five thousand security personnel to manage events around the country. These people need to come from somewhere."

Watts cautions that training up enough temporary workers will be a challenge.

"The dialogue is now happening. I'm not saying it was just us, but we certainly helped bring that together, and we're driving that. And we are here to help co-ordinate some activities that need to be coordinated."

According to Watts event companies have already seen fairly good growth in the past two or three years, and he thinks this will continue. "The Rugby World Cup will highlight it," he says. "There are some big concerts that are being put on now, and New Zealand is now on the global plan for most of these acts."

Because we're dealing with events, and we're dealing with all sorts of people and different circumstances. The people who are providing security at those events need to be fairly high skilled and well trained, and also have the right personalities.

In the past it used to be companies would phone up their mates and ask if they could provide some security. It's not like that now. It's much more professional, much more structured."



# NZIPI Update

**A**s I write this article, arrangements are being made to hold our AGM and what a year 2010 has been for our industry. After 36 years, our legislation is soon to be changed and at last New Zealand private investigators will no longer be the only people in the world that are unable to obtain best evidence for our clients. I refer of course to the outdated Section 52 of our Act that prohibits us from taking a video of someone stealing products or committing insurance fraud. The government has taken on board the submissions made at the Select Committee and for that we must applaud them and their political partners.

NZIPI also has a new website [www.nzipi.org.nz](http://www.nzipi.org.nz) and this now allows you to click on different parts of New Zealand and find the nearest member.

We have now signed off the Crime Prevention Partnership Forum Memorandum of Understanding, a testament to the role that PI's now play in fighting crime in New Zealand.

We have also been working with Police on the Local Order signed off last May, which provides guidelines for PI's working with and submitting files to Police. A year on, there have been no issues identified and our members are able to have some degree of expectation when they come to hand over a file to Police (Police resources always accepted).

In a recent article, I wrote about the changes in our work versus the past, it is worth perhaps reminding ourselves just how far technology has come and

how the modern PI has so many more tools at their disposal and how quicker it is to resolve issues for clients. Now versus 20 years ago;

## Then and Now

- |              |  |
|--------------|--|
| <b>Then:</b> | Spending three 16 hr days in the cavity between the 1st and 2nd floors of George Courts Store, K Road, Auckland peering through a hole and making notes of staff stealing from the till. |
| <b>Now:</b>  | Install a covert camera, watch it from your desk on-line.  |
| <b>Then:</b> | Driving to Lorne St, City parking and spending hours just to establish the directors of a company.   |
| <b>Now:</b>  | Login into Coys.co.nz and do the same in 60 seconds.   |
| <b>Then:</b> | Chop down a bush, drag it to your surveillance location, hide underneath, get pee'd on by a passing motorist and make wet notes of occurrences.  |
| <b>Now:</b>  | Park your surveillance van, leave it and return later to uplift the footage.   |
| <b>Then:</b> | Follow a suspect truck driver stealing product at slow speeds and around various commercial premises to see if they make unauthorised deliveries.  |
| <b>Now:</b>  | Install a snitch tracking device and watch from your desk.   |
| <b>Then:</b> | Be excited about starting a "database" on a Commodore 64 "computer" with 64kbs of memory.  |
| <b>Now:</b>  | Operate a fully integrated client login management system with investigation updates in real time.   |

The modern day PI is now regarded as a credible and valuable part of New Zealand business and by engaging a member of the NZIPI, our clients can be assured they are dealing with a person who has committed themselves to a formal code of ethics.

*Ron McQuilter  
Chairman NZIPI*



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# Tough Economic times?

**A**mazing opportunities! That is how the exhibitors at the recent Trade and Training Weekend put on by the Master Locksmiths Association of Australasia, saw it.

With well over 200 locksmiths converging on Rotorua for this year's convention, anticipation was on high alert.

From apprentices to 'Grey Beards', from newbies, to managers, to Life members, they came from far and wide. Auckland, Dunedin, Whangarei, Wellington, Gisborne, New Plymouth, Nelson, Napier and every place in between. Up and down the country by any means of travel, they converged. They started arriving on Thursday and by the time the main exhibition floor was opened on Saturday it was standing room only. Within moments of the doors opening there was the din of hundreds of excited voices speaking in a cacophony of sound. Music to the ears of the suppliers who were manning their stands with an astounding range of products and equipment.

The range of products, tools and equipment has to be seen to be believed, and all under one roof. From specialist car opening tools to high tech key machines. From Access Control systems, to Safe Cracking gear, from Alarm panels to Pick Resistant locks, from keys to door handles. The options just seemed to keep leaping out at you from yet another stand. Big safes, Little safes, Burglary safes, Pretty safes. The suppliers were armed with the latest information, just waiting to share how they could help your business prosper. The deals were real, the competition formidable. Without question this was a new level at which suppliers had to operate within the locksmith industry. They did themselves and the Master Locksmiths Association proud. Judging by comments made afterwards, their bank managers will also be happy people.

At the same time, the faces of the Locksmiths and Managers moving around the room gave clear indication that they too felt that they were better off than when they had arrived for the weekend. A definite win – win result.

## Learning

While the exhibitors were busy in the main room, other events were happening in side rooms. For three days across the weekend, training sessions for Locksmiths were going on in rooms around the hotel. Small 'Hands on' classes with perhaps 10 people, being taught and practising some new skill, through to presentations with dozens of people enthralled with the latest developments in the field of locksmithing and automotive security systems. Hundreds of happy locksmiths appeared out of those rooms. Some with a new skill, others with a better understanding, and others with a solution to a problem that was now solved.

- ◆ Impressioning Keys
- ◆ Understanding EEPROMS
- ◆ Tips for Designing the perfect Master Key System
- ◆ Identifying Transponders
- ◆ Basics of Locksmithing
- ◆ Advanced Transponder Chip Theory
- ◆ Instacode 2010
- ◆ Hands on Automotive
- ◆ Remote Cloning and Transponders

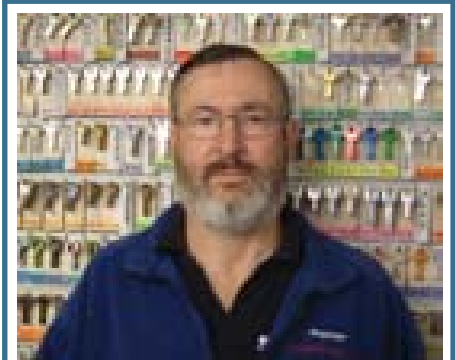
These are just a few of the classes that were presented, along with product updates from some of the suppliers. Many of the classes had been booked out for over a month in advance. Even putting on repeat classes did not provide enough room for everyone. The rapacious desire to learn has not weakened, rather, like a forest fire, it has gathered increased strength. The demand for more classes next time has grown yet again.

## Learnt

In yet another room a group of Locksmiths were sitting Trade Exams to prove that they too were now skilled craftsmen. This was the culmination of time spent studying and practising the art of Locksmithing. And we are very proud to be able to say that this time the pass rate was 100%. Very well done to each of you who sat your various modules.

In the week leading up to the MLAA Weekend, WH Software and LockTech Training ran the first two of the ProMaster7 Certification classes in the world. A strenuous week in which the students had to become fluent in the Master Keying software and how to use it in real world applications. This too had a 100% pass rate. Well done each of you.

Obviously there is nothing else for it. You will have to pencil in time for next years Master Locksmith Association Trade and Training Weekend. Book in early if you don't want to miss out.



*Fraser Burns is the current President of the New Zealand Branch of the Master Locksmiths Association of Australasia Ltd.*

Email [safe@safemasters.co.nz](mailto:safe@safemasters.co.nz)  
or contact the Master Locksmiths Association of Australasia Ltd:  
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**The Pacom EVO is now available from your nearest Hillsec branch.**

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## Pacom H.264 DVR's



Hills Electronic Security is excited to introduce the latest Pacom DVRs - the PDRH-8-RT and the PDRH-16-RT H.264 standalone DVR's, which utilises the all-new ClearView ISP1000 multi function chipset, designed specifically for Pacom DVR's.

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

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

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


- Embedded Linux operating system
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- Built-in DVD-RW
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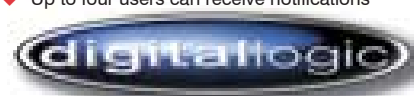
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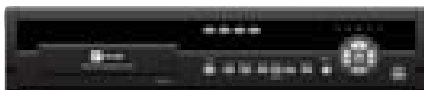
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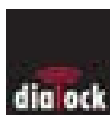
### Features include:

- 4 Channel Loop-Through Video Connectors
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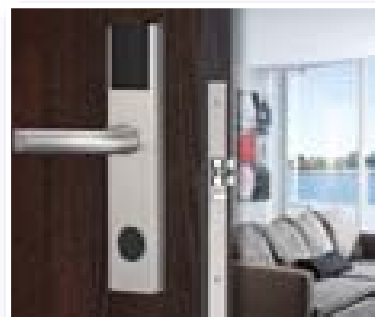
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