



NO ONE DELIVERS MORE.

**ALERT!**

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# ALERT!

NEWSLETTER

THE FULL STORY ON SECURITY



## Gardiner voted number one for distribution

Gardiner Security has been voted by installers as the industry's top distributor in the 2001 Premier Awards for Customer Care, in what the company sees as welcome recognition of its efforts in recent years to raise service standards.

"We are very pleased to win this award, which we see as real recognition from our customers for the hard work put in by all our staff to ensure our service standards are second to none," said a delighted Jeremy Kimber, Gardiner's Commercial Director, after receiving the award from GMTV's Penny Smith, who hosted the presentations at the NEC's Metropole Hotel following IFSEC.

Organised in conjunction with PSI magazine, the Premier Awards recognise the highest performance in

five categories, three for manufacture (of intruder alarms, access control and CCTV products) and two for service (by distributors and training providers).

Gardiner Security was voted top from a final shortlist of four. All the nominees were identified by installers for their professionalism and service, responding to the industry's engineering base with support which genuinely assists them rather than looks for a sale.

"We are continually taking account of what our customers say to us," adds Jeremy Kimber. "Apart from improving on the spot service at branch level, we survey customers annually so that we can respond more effectively on the issues which matter to them. Undoubtedly this has been part of the reason for our success this year."



# CCTV DIVISION

## VANTAGE POSITION HEIGHTENED BY QUADS AND MULTIPLEXERS

### Advantage to CCTV range with new products

Gardiner Security has added two key new ranges to its own Vantage portfolio of CCTV products through the introduction of colour and monochrome quads and a comprehensive range of multiplexers.

Vantage products are widely used in the industry for their combination of quality and keen pricing. To date, the portfolio has been focused largely on cameras (including board cameras, covert cameras and dummy cameras) lenses and VCRs, plus ancillaries such as housings, brackets and cabinets.

Gardiner has now brought to market two monochrome quads and a high specification colour duplex unit, all of them elegant looking 19" x 1U freestanding or rack mountable in order to suit any environment. They have simple functionality yet contain many advanced features including:

- Character generation
- Alarm inputs
- Video loss alarm
- Security lockout
- Remote control RS232

The Vantage multiplexer range runs to six units, comprising three colour and three monochrome with a choice of Duplex and full Duplex for independent monitoring and recording, available in 4, 9 and 16 camera versions. Features include:

- EIA/CCIR and NTSC/PAL compatible
- Time and Date generation
- Up to 12 character generation per camera input
- Adjustable Dwell Time
- Auto VCR Sync Pulse input
- Activity Detection
- Priority recording

Also included in the new multiplexer range are optional remote controls for each of the camera versions (4, 9 and 16). All units have clear and easy to follow instruction manuals and on screen menus for ease of installation.



## GARDINER AND IKEGAMI TOGETHER PROVE THEIR POINT

### A common connection

CCTV is a leading edge business, and one that has developed in leaps and bounds over the last 20 years. Remaining at the top of the manufacturers is more challenging than ever before. So why does Ikegami continue to sell exclusively through a broad based distributor? What is it about the Gardiner Security connection that means so much after 20 years?

The association originally began when Ikegami was signed up by MVD (Multi Video Distributors on its formation in 1981). Gardiner's subsequent purchase of MVD in 1999 might have seen a loss of focus for Ikegami. But Gardiner's purchase was highly strategic. It meant the addition of a specialist niche distributor of CCTV equipment with an exclusive product range of top professional quality. And for Ikegami, it offered a broadening of their market segments and the opportunity to diversify into new security areas, with an even greater exposure to a large customer base.

"Even with these advantages, the relationship might not have worked as well as it has," says Gardiner's sales director Hemant Trivedi. "No, the key to its length and success has really been in our shared philosophies - Ikegami's ethos of production, developing innovative products, and our ethos in driving sales in the right applications with the right level of support."

"With customers from different parts of the spectrum, Ikegami are industry leaders used by everyone from commodity installers to real specialist installers. Equally, Gardiner and MVD have become a real force to be reckoned with in CCTV," says Hemant Trivedi.



Tsukasa Yano of Ikegami, Bob Orr of Gardiner Security

## REDEFINING THE ART OF COLOUR SURVEILLANCE

### Ikegami Breaks New Ground

Despite modern compression techniques most video recording systems still require day-to-day intervention, whether using DAT, AIT, or DV tape recording. In addition, optimum reliability and consistent results require attention to all the moving parts.

After extensive development and attention to the needs of the industry, Ikegami is pleased to announce a comprehensive solution to these problems, employing hard disc technology and a proprietary compression system that makes the minimum of compromises to picture quality, the SDR-G8000.

The SDR-G8000 uses proprietary SMICT (Super Motion Image Compression Technology) which measures foreground and background changes as well as motion vectors within each captured video scene. This results in a high resolution digitised picture frame. Multiplexed video from 16 cameras can be recorded on to the hard disc for a period of between 30 to 60 days, depending on the amount of movement within the frames.

As a result of these dynamically changing frame sizes, video scenes may be transmitted over a LAN as well as, for the first time, efficiently over a standard PSTN telephone circuit.



# STRUCTURED CABLING DIVISION

## INNOVATIVE TECHNOLOGY

### Be part of I/T

The ever growing demands to deliver CCTV solutions based on IP technology increases daily. Needless to say, such demands need to be serviced, however, an understanding needs to be recognized and adopted by the CCTV industry, and Gardiner has done exactly this.

By the fall, we will have inaugurated key partners to satisfy these needs by embracing IP based technology products, which allow simple installation along with easy integration.

What's it all about then?

On the whole IP, commonly known as TCP/IP (Transfer Control Protocol/Internet Protocol) is the defacto standard for transferring data over LAN/WAN/PSTN/ISDN/GSM/ADSL and the more commonly used, Internet.

TCP/IP represents the transport mechanism for transferring data. Based upon open standards, the protocol allows for different types of hosts (computers or peripherals), all running a variety of operating systems, to communicate with each other. Behind all web

sites is a TCP/IP address; these addresses are unique to each host or peripheral. For example: 195.134.541.34.

In effect, a telephone number designated to that Web site or peripheral connected to a network. So, a LAN communicates with another LAN via dialing these unique numbers, hence, creating a WAN.

As with digital remote transmission, connectivity is needed whereby PSTN or ISDN is generally used. In IT terms, these links also exist, but are more commonly found to be continuously 'online'.

On exploring modern day buildings, the trends are firmly biased on Category 5 cabling structures embedded within every building.

The backbones carry day-to-day business data. Other general usage includes the transmission of Building Management Systems control data, the occasional visit to web sites for the enhancement of business, education and also for other purposes. Such developments indicate a positive move towards the use of networks. Many companies now utilize network cameras and servers for the observation of Computer Network Rooms, CCTV, door entry solutions, marketing and management of the business.

The applications to which a new and proven technology can be integrated are immense and clearly define a new milestone for CCTV in the security industry. For instance, a typical scenario is the loading bay, vehicles in and out constantly, seasonal workers, and the infamous shrinkage problems that occur in such environments. The ability to view from anywhere on the network allows for 'depot managers' to identify and rectify incidents, or the corporate Security Manager at Head Office to intervene without interference to the composite site security system. Rapid deployment CCTV solutions entail a basic network point and direction of view to another point (Wireless Networking).

To find out more...learn more....and be part of I/T ,contact Ray Ashby, Divisional Manager on 07740 394530.

## GARDINER FORMS DEDICATED STRUCTURED CABLING DIVISION

### Rapid expansion in the structured cabling market

Structured cabling is seen as such a major market by leading security distributor Gardiner Security that it has formed a new division dedicated to this fast developing side of its business.

Headed by manager Ray Ashby, Gardiner's Structured Cabling Division has already built up a portfolio of products to cover the bulk of customer needs, all from market leading manufacturers such as Brand-Rex for fibre, Molex and RW Data for Cat5, and Ortronics for residential.

"With the UK market expanding over 15% a year, the division will serve installers in a number of ways," says Ray Ashby. "Training - such as for Cat5E and residential structured cabling installers - and technical support are two, together with the assurance of good stock availability."

Most commercial new-build is now flood wired with Cat5, meaning installers can offer to fit CCTV/Access at much lower cost if they

connect into the Cat5 network. And because home owners want the facility to work from home, often using multiple PCs and telephone connections, and whole house audio and video systems, residential structured cabling is an equally important opportunity for security system installers.

Fibre optics, with their increasing use in large multi-site systems, plus the offer of pre-terminated cable offering and fibre training, all further explain Gardiner's decision to set up structured cabling as a new and discreet business.

"As specialists with a clear and distinct professional relationship to house builders, security installers are a vital part of the equation," says Ray. "Their expertise means they can recognise the need for and deliver the related commercial opportunities - the same opportunities which apply to small offices, student accommodations and apartment complexes."



## AUTHORISED INSTALLER TRAINING

### A Fundamental Component of Business Success

Gardiner Security are currently running two authorised installer training programmes, developed especially for professional security installers who are looking to exploit opportunities in or offer data and networking solutions as part of their overall service.

Become a **Molex**® authorised installer by attending this one-day course to learn about Professional Structured Cabling systems. Alternatively, we offer an **Ortronics**® Authorised Installer two-day course, dealing with Residential Structured Cabling systems. Gain the benefits:

- A1 certificate and manual
- Direct access to specialised technical support
- Automatic product and technical updates
- Credibility and status

The courses include standards, LAN technologies (Molex programme only), installation practice and guidelines, cable types and handling, components, testing, fault finding, and fibre optic overview.



# INTRUDER DIVISION

## MENVIER INTRODUCES PROGRAMMING AND INTERROGATION

### New and powerful investigative management tool

Menvier Security has launched its new Windows Lineload Software. Designed for use with the Networker production range, the new product allows an alarm panel to be programmed, maintained and interrogated remotely via a laptop or desktop PC. This easy to use system delivers flexibility in control, substantially improved response times and is a powerful investigative and analytical tool.

Lineload allows a remote office, either installer, Alarm Receiving Centre or a corporate security HQ to access the system controls via a PC, modem, and telephone line. This downloading capability allows an alarm system to be quickly re-configured and tested by security staff located many miles away. User codes can also be changed remotely.

Problems on site can now be interrogated and potentially remedied off site resulting in much quicker response times, while the information is collected remotely from the control panel's memory can help improve management efficiency. A central location will be able to review all system activations and get an instant picture of who was where at any time of day or night, providing managers with a powerful investigative management tool.

The new system is an easy to use Windows based programme that has an on 'on-line keypad' mode. This straightforward pictorial format enables easy remote programming. And installing the download software onto your PC using a CD Rom could not be easier, making downloading from an existing Networker control panel simple and straightforward.

Contact your local branch for details.

## AVANTI ALERT

### Resetting the standard

New to Gardiner Security is the Avanti range of control panels from mdt, providing a cost-effective solution for domestic and light commercial applications.

The Avanti is available with either an on-board keypad or a remote endstation; either option allows you to fit up to 4 RKP's.

- 8 fully programmable zones plus PA and Tamper
- Easy to operate and programme
- Operates external lighting
- Engineer/Manager - 4 user codes and holiday code.

The Avanti system is CE marked and complies with all relevant standards and directives.



## NEW PRODUCTS FROM C&K

### Intellisense Technology

#### DT7550CUK

This Intellisense Dual Technology detector features Dual Core processing with MaskAlert anti-mask technology which provides superior protection for high security installations. Features include:

- K Band Microwave Technology
- Uniformity Sensitivity Optics
- Dual Adaptive Microwave Thresholds
- Digital Fluorescent Light Interference Filter
- White Light Immunity
- Concurrent Diagnostics
- Bi Directional Temperature Compensation
- Range 15x18 meters (90 degrees)

#### DT7235

This Intellisense Dual Technology detector features the 'Lick and Stick' simplicity. There is nothing to adjust! Simply fix to the wall, wire the detector and walk away. Other features include:

- Pet Immunity to 100lbs
- Pattern Containment and Pattern Shaping through K-band Technology
- Improved White Light Immunity with patented Black Bug Guard
- Range 11x12 meters (90 degrees)

## THEY'RE CHEAPER THAN YOU THINK!

### New ME12 & MEQ12

If you're looking for a reliable, value for money detector Pyronix have just introduced 2 new products to suit your criteria. The ME12 offers reliable dual element sensor detection whilst the MEQ12, with quad element sensor, provides increased false alarm immunity for those requiring a higher specification detector.

Both detectors feature the following:

- White Light Filter
- Patented Independent Floating Thresholds
- Advanced Temperature Compensation
- Analogue Pulse Count of 1, 2 or 3
- High RFI immunity to exceed EN50130
- Sealed optics
- 4 interchangeable lenses on the ME12
- On/off alarm LED indication link
- Adjustable range from to 12m
- Low power consumption

The trade price for the ME12 is £7.85 and just £9.10 for the MEQ12 representing outstanding value for money. Ask at your local Gardiner Branch for more information quoting codes 045-999 and 045-998 respectively.

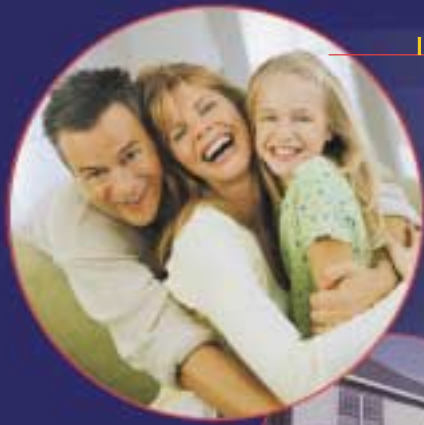
### New EC115 DT

If it's dual technology that's required then the EC115 DT is superb value for money. This highly specified dual technology detector incorporates a host of features including:

- Dual PIR and Microwave technologies
- High RFI immunity to exceed EN50130
- Microwave supervision
- White light filter
- Advanced Temperature Compensation
- Microwave isolated backward radiation
- Adjustable detection range to 15m
- Microwave auto test
- Creep zone
- Patented Independent Floating Thresholds
- Analogue Pulse Count 1 & 3
- Magnetically shielded Relay
- Low current consumption
- Sealed optics

Presented in an attractive, sleek casing the EC115 DT fits neatly into any interior and at the trade price of just £23.00 it's probably cheaper than you think! Quote product code 046-365 when enquiring at your local Gardiner Security branch.





It's 4:00 p.m.

The children come home.

The alarm is disarmed.

The latchkey child-monitoring mode is activated.

Mum is notified.

Children have two way communication with Mum.

The lights are turned on and the TV is powered off.

All controlled and secured automatically by PowerMax.

But you'll have to make them do the homework yourself...



## Smart Home Control from Your Customers' Point of View **PowerMax**

Now you can have complete control and security for the home with just a single convenient wireless system - PowerMax™. There's no mess and no new wiring, so installation is fast, simple and hassle-free. There's even a voice prompt for easy programming and use. For control of appliances, PowerMax™ utilizes your existing wiring, with X.10 signaling.

Now parents can know when their kids arrive home with the "latchkey" child-monitoring mode, or enjoy two-way communication - without picking up the phone. Remote control of PowerMax™ is simple through any mobile or touchtone phone. *PowerMax™ is the smart wireless system that gives you total control and security.*

*So at last you can have a relaxing evening with your family. Make life easy. Contact us or visit our web site at [www.coolsecurity.com](http://www.coolsecurity.com), or [www.visonic.com](http://www.visonic.com).*



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# ACCESS CONTROL DIVISION

## ADD IT. SHADOW IT. LOSE IT. REPLACE IT.

### New features on the KeyPAC Solo from PAC International

KeyPAC Solo is a cost-effective access control kit that's simple to use, yet flexible enough to manage up to 2000 users, ensuring only authorised personnel gain entry to secure areas. KeyPAC Solo consists of a universal reader controller, two master cards and 10 proximity tokens. With a bi-directional reading range of 200mm, the system enables users to be added and deleted easily and has a built-in sounder activated when a door is not secure.

Now two complete packages are available, which include everything you need for fast and easy installation. Suitable for mounting either internally or externally KeyPAC Solo is guaranteed for 5 years, while the cards and tokens carry a lifetime guarantee against electronic failure.

The new KeyPAC SOLO now features the ability to easily delete and replace lost ID devices by utilising PAC's new shadowing technology.

Each set of ID devices purchased for use with the KeyPAC SOLO will be accompanied by a set of shadow cards, which means every ID administered to the system has a back up card that is stored safely in a special display wallet. So now your ID devices will never be alone with SOLO.

- up to 2000 users
- up to 200mm reading range
- easy add and delete
- tamper protected
- door monitoring
- alarm outputs



### KeyPAC SOLO kits -

21587 - KeyPAC SOLO Universal reader release kit. Includes Universal KeyPAC SOLO reader, 12V DC 1 Amp PSU, universal 12V DC release, 10 tokens and 10 shadow cards.

21588 - KeyPAC SOLO Universal reader maglock kit. Includes Universal KeyPAC SOLO reader, 12V DC 1 Amp PSU, slimline maglock, exit switch, break glass unit, 12V 2.1 Amp backup battery, 10 tokens and 10 shadow cards.

### KeyPAC ID Devices -

20018 - KeyPAC wallet containing 10 ISO proximity cards and 10 shadow cards.

20019 - KeyPAC wallet containing 10 proximity tokens and 10 shadow cards.

## ULTRA LAUNCHES ADVANCED NEW ID-CARD PRINTER RANGE

### Two outstanding printers from Ultra

Ultra Electronics Card Systems is now shipping a new family of professional desktop colour ID-card printers that offer outstanding security and ease of use.

The Rio single-sided printer and the Tango duplex printer are the flagships of the new Magicard printer range. Both feature the patented HoloKote™ security system that uses a new compact-flash sized encrypted key plug-in to authorise the application of a custom security overcoat across the front of the card to foil potential forgers.

Both printers also have completely new operating mechanisms and interfaces that have been designed for simple and intuitive loading and printing. Dye film capacity has been increased to 350 shots of five-panel film, and dye-film loading is now drop-in, without the need for threading.

Both the Rio and the Tango feature high-speed Universal Serial Bus (USB) ports in addition to conventional parallel ports and both feature bi-directional operation to facilitate printer status-reporting via the driver. The Rio can download and print a full, five panel card image in less than 20 seconds



### NEW SALES REPRESENTATIVE

**Debbie Gilbey** joins Gardiner's Access Control division as sales representative for North London and Norwich.

Formerly with Cardax, she has also held positions in aviation engineering, international software, and telecommunications. Debbie's work in these areas concentrated on Smart Chip and other technologies including the successful introduction of Electronic Purse into universities and hospitals within the UK.



Contact Debbie on **07836 383 982**

Debbie brings with her technical experience gained in a wide range of access control systems.

(25 seconds for a six panel card on the Tango), and both have whisper-quiet operation thanks to an advanced new micro-stepping drive system.

Despite their innovative design, the new printers incorporate all the unique and popular features of the Magicard 300 and Turbo families, including the ability to handle very high-duty applications and the two-year, no hassle UltraCoverplus™ warranty.

- Down loads and prints a full card image in around 20 seconds
- Easy drop-in dye film loading
- Whisper quiet operation
- Built tough to withstand high throughput print jobs





# FIRE DIVISION

## SOUNDERS

### Cranford Controls

An interesting addition to the comprehensive range of sounders by Cranford Controls, is the Vara VLS combined sounder and high visibility red LEDs which provides an enhanced alert. Developed from the Vara bedroom sounder, the unit produces 97 dBA at 1 metre with 30mA consumption.

It is designed to fit to either a flush single gang plaster box or to an optional surface box, available in red or white. Applications range from bedroom sounder, general area sounder or with the volume adjusted to its minimum setting, a discrete staff alarm to prepare staff for an evacuation command.



## FIRE BEAMS

### New improved reflector beams

Fire Fighting Enterprises, Manufacturer of the Fire Ray range of fire beam detectors, have launched an improved pair of reflector beams, the 50R and the 100R. With ranges of 50m and 100m respectively. The transmitter and receiver elements are provided within the one housing. The 50m beam utilises one reflector prism and the 100m beam 4 reflector prisms arranged in a one metre square arrangement.

By the use of reflectors the cable requirements are reduced to wiring only to one end of the protected area, all fire ray units require a local 24vdc battery backed power supply.



### NEW REGIONAL FIRE SALES MANAGER

**Mark Walsh**, a well known voice on the fire division technical support line, will be venturing out and about in Yorkshire and the North East in his new role as a regional fire sales manager.



Contact Mark on 07770 632 590

Mark has worked within the fire division for the last 6 years and has a wealth of knowledge covering the fire product range. His remit is to provide a support for customers and staff in all aspects of the life safety product range. We wish him every success.

## INTRODUCING NEW NAMES IN THE FIRE DIVISION

We have two new members, recently appointed to enhance our technical support, Daniel King and Richard Bloor. Both are based at head office in Rochdale (01706 510515) their role is to assist customers and staff with fire based queries. Both have come to us from an installation and fire engineering background and will, I am sure, continue the tradition of knowledgeable technical assistance to back up our field sales force.

### Field sales contact

<b>Head Office</b>	Fire Division	<b>01706 510515</b>
<b>John Lloyd</b>	Fire Division Manager	<b>07836 276771</b>
<b>Campbell Bailey</b>	Scotland and Cumbria	<b>07768 947093</b>
<b>Martin Crossley</b>	North West	<b>07767 327762</b>
<b>Mark Walsh</b>	North East and Yorkshire	<b>07770 632590</b>
<b>Tony Williams</b>	West Midlands	<b>07831 458112</b>
<b>Graham Stride</b>	East Midlands	<b>07831 356476</b>
<b>David Hynds</b>	South West	<b>07775 798716</b>
<b>Brian Horne</b>	East Anglia	<b>07836 658943</b>
<b>Karl Tart</b>	London and South East	<b>07768 303715</b>
<b>Julian Behmber</b>	South Central	<b>07778 558129</b>

## FIREPROOF CABLE STRIPPING MADE EASY

### New cable stripping tool

A novel tool designed to ease and speed the stripping of silicon fireproof cables, comprising various blades to enable splitting or stripping of the outer sheath, 6 sizes of insulation stripping and a general purpose blade.



Daniel King



Richard Bloor

