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## Western Resources And Protection One Announce Merger Closing

*By David Draty*

**Topeka, KS** — Western Resources and Protection One, Inc. has announced the closing of the combination of their security businesses which will establish a \$1 billion company and one of the largest security alarm monitoring companies in the United States. As a result of the combination, the companies now have more than 935,000 security customers in 48 states and leading positions in key security markets. The merger was first announced in July 1997 with the combined entity being called Protection One, Inc.

"Based on its successful and rapidly expanding dealer program, substantial internal resources and aggressive participation in the security industry's continuing consolidation, Protection One is well positioned to build on its historical track record of growth," stated Western Resources Board Chairman and CEO John E. Hayes, Jr.

"We are excited to commence the execution of our shared strategy of growing Protection One to become



Hayes

the industry leader and building national brand recognition," stated Protection One President and CEO James M. Mackenzie, Jr. "Based on the work of transition teams which have in-



Mackenzie

stantial momentum as we enter the post-combination period. The involvement of Western Resources, with its excellent reputation and financial strength, will open new avenues for growth and lower Protection One's cost of capital, enhancing our competitive position."

In addition to its leadership position in the western United States and substantial customer concentrations in major metropolitan areas of Florida, Georgia, Ohio and Texas, Protection One has co-marketing agreements with several electric power utility companies and affinity relationships with numerous other major residential service companies. It is also a market leader in providing mobile security services through emergency monitoring and roadside assistance to companies such as Ford Motor Company in its Lincoln RESCU program.

The combination of the security businesses was approved by Protection One shareowners on Nov. 25, 1997. As part of the combination, Protection One issues 68,673,402 shares of common stock to Western Resources, raising Protection One's current outstanding shares to 83,362,632. Western Resources contributed its security operations, as well as cash and equity securities in exchange for 82.4 percent of Protection One's outstanding

## 1997 Security Industry Forum Held

**Alexandria, VA** — The 1997 Security Industry Forum, presented by the Security Industry Association (SIA), in Palm Beach, FL, Nov. 2-4, has passed into the pages of history.

In what was hailed as a success by attendees, the forum succeeded in turning around the concept of a SIA-sponsored management conference. The "forum" concept and content was what past attendees had been asking for based on audience surveys from prior events. Most importantly, the forum's timing did not conflict with annual strategic planning events, major business meetings or association events.

At the forum, there were sessions on the following topics:

- "What the Fortune 500 Wants From You!" — Security directors and loss prevention managers from IBM, 3M and Hewlett-Packard shared with those gathered the interests and problems they faced. It was one of the most popular program sessions.
- "New Revenue Opportunities From Existing Security Capabilities" — This identified a number of new products and services which could be offered to both end-users and distributor/dealers that employ technology and capabilities already available to the industry.
- "Extending the Security Market: Outside USA Opportunities" — From Joe Hurst, Caddx-Caddl, as the moderator through his panel of Larry Tracy, Radionics/Detection Systems; John Waldstein, IEL; and John Hakanson, System Sensor, this session was a wealth of observations and suggestions for successfully entering the international marketplace, particularly the economic realities and rewards.
- "New Information Technologies In Security" — Louis T. Fiore, L.T. Fiore, moderated an exceptional presentation of new emerging technologies that have significant revenue and profit potential.
- "Utilities and the Security Industry" — Is there a more interesting topic of discussion in light of today's realities? Lessing Gold, Esq., brought together Jim Covert, Signature Security; Steve Millstein, Westar; and Beth Wrobel, Nipsco Security Services, to present the views of big power, big telco and power company growth investment as business potentials for both manufacturers and service companies.
- "Standards, Are They the Solution or the Problem?" — SIA President Ron Spiller moderated an excellent session which presented the diverging viewpoints of UL and IRI on the one hand and two high quality installing dealers with an insurance industry investigator to add to the observations. This was a real enlightening discussion of cause and effect of the best in security.
- "Acquisitions and Mergers as a Strategic Force" — As evi-



Spiller

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### Guerin Retires From Republic

*Remote Video Surveillance  
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## Remote Video Surveillance

*By Robert King*

According to Steve Wilber, sales application manager for Gyyr, an Odetics Company, manufacturers of traditional and remote video surveillance products, when talking about video surveillance, normally, transmission takes place over conventional coaxial cables which are limited to a couple of thousand feet.

"Once you need to go beyond that distance, it becomes problematic and also very expensive if you're going over some form of cable," Wilber said. "The most cost-effective means of transmitting or getting video from point A to point B over long distances is to go over the switched telephone network."

Simplistically stated, remote video surveillance is the ability to send video images from one location to another over standard telecommunications media such as telephone lines, ISDN lines, cellular or networks using TCP/IP protocols. Perhaps in the future, satellite communications may be used as well, although for now, the cost for such a system would be prohibitive.

Excluding cameras and controllers, the four basic components to remote video surveillance systems are the communications lines, modems, transmitters and receivers. To reference George Orwell, with all pigs being equal, what dealers should concern themselves with most when specifying video transmission products are the rates at which the images are captured, transmitted and displayed, with displayed being primary.

"Systems will vary in transmission speeds," Wilber said, "the thing to make sure [customers] are aware of is that you're not going to get full-motion, high-resolution, real-time video over a regular

phone line. It's just not possible."

According to Wilber, there is a direct correlation between the speed at which the image is transmitted and the resolution of the image is displayed. The higher the image resolution, the slower the transmission rate, the faster the transmission rate, the lower the resolution.

Again, according to Wilber, another area dealers should consider when specifying, designing and installing remote video surveillance systems is flexibility in transmission methods.

"Since it is a substantial investment, you want to make sure the system can be upgraded from dial-up line to ISDN to possibly networks," Wilber said. "They have to look forward, with a substantial investment like that, at least several years."

Along with transmitting and receiving, remote video systems should allow operators to view multiple scenes and control components at remote sites from a centralized location. "More sophisticated systems would probably use a PC-based receiver which, of course, allows you a lot more flexibility in controlling or managing a lot more sites," Wilber said. "We have a different system that works in conjunction with our FasTrans 2004 to provide that capability."

The system Wilber referred to is Gyyr's ControLink™, a remote control system for all of its RS-232 closed-circuit television peripherals, as well as other manufacturers' RS-232-capable equipment and camera pan/tilt/zoom products.

ControLink offers users remote control of all of Gyyr's CCTV peripheral equipment, including its video storage, video processing and video transmission systems either at a local site using hardwire

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connections or over telephone lines for remote site management.

From a single ControLink matrix, this expandable system can remotely fast-forward search, change multiplexer screen views, zoom in on a picture, dial up a new site, time/date search to a recorded event and control many other commands for up to four different pieces of video management equipment.

The eight or 16 video inputs with two or four video outputs provide flexibility for the operator. For small installations, the 8/2 matrix can be connected to up to five different peripheral units and eight cameras for local control. Or, the operator can expand the system in the field using the 16/4 matrix that also allows for five peripherals such as Gyr's 16-channel DigiScan multiplexer or TLC1800MX16 value-added VCR with built-in multiplexer and supports 64 cameras.

Along with remote control capabilities, ControLink can be configured as a cost-effective and expandable mini and mid-sized matrix system. Operators can control and preset pan, tilt and zoom functions as well as lights, doors, outdoor gates and other security system elements. With 256 different programmable sequences, ControLink provides a complete virtual guard tour. Additionally, two or four relay outputs offer system programmed response from triggered activities.