



**BOSCH**

Certified  
Security Dealer



# TriadTimes

## What is a Commercial Locksmith?

The following states require locksmiths to be licensed:

AL	CA	CT
IL	LA	NE
NV	NJ	NC
OK	TN	TX

Wash, D.C.

\*There are many cities and counties that require a license if there is not a requirement at the state level.

In New Jersey, an individual must pass certain criteria and have been approved by the state of New Jersey to practice their trade. All licensed locksmiths have been fingerprinted, undergone and passed background checks and meet and maintain certain state practices and requirements including carrying a surety bond on their work.



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## 5 Reasons TRIAD is One of America's Top Systems Integrators

Triad Security was named one of America's Top 100 Systems Integrators by SDM Magazine...AGAIN! 2009 is the third time Triad has been included on the list and we are very proud. When we sat back with gratitude to assess why exactly we were selected and what made us such a good example of a security systems integration company.



We can look at several of our recent installations as examples of what we do right on a consistent basis. They can be summed up into five categories: quality workmanship, scalable products, responsiveness, experience and our "Yes We Can!" attitude.

**Quality Workmanship:** From our Union, NJ headquarters, Triad Account Managers are responsible for the implementation of regional and national accounts. One client recently opened a new building requiring over \$400,000 worth of security equipment. Whether we are working with a 50 year old mom-and-pop store down the block or a Fortune 100 company, Triad installations are clean, mistake-free and non-disruptive to the client's daily operations.

**Scalable Products:** Triad's client base varies in requirement, industry and size. As clients expand or ownership changes from one generation to the next, security requirements change. Triad's product line offers equipment from leading manufacturers where our technicians have been trained directly. Security technology ranges in price and

quality to features and functions.

**Responsiveness:** Customer satisfaction is so important to us at Triad that we have gone so far as to have a live person answer every phone call during business hours. We know how frustrating it is to have a question and have to keep pressing "0" to get some help. We cut out the time that could be wasted and your frustration, and put you right in touch with a person who

can help you or put you directly in touch with the person who can.

**Experience:** Having been in the industry for over 25 years now, we have seen technology change and customers needs evolve. This is second nature to us. We believe we have the best of the best working for us and we are proud to help assess your security needs and offer the professional installation of top of the line equipment to help prevent loss and secure your building, employees and assets.

**A "Yes We Can!" Attitude:** Our attitude goes beyond just being friendly. We go to almost any length to get the job done well. If it's possible...we can get it done. We have great pride when our name is on a system and we want to be sure that each client is satisfied that they have a quality system done by a reputable company.



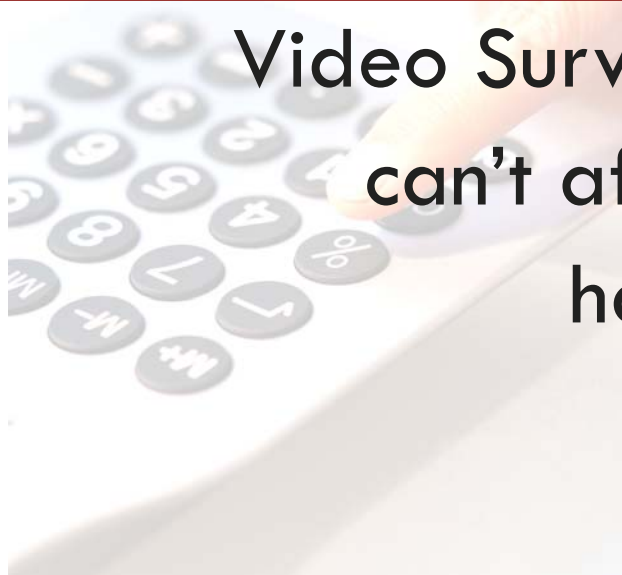
## Ten Tips to Secure Your Personal Computer

(courtesy of National Crime Prevention Council, [www.ncpc.org](http://www.ncpc.org))

1. Use “anti-virus software” and keep it up to date.
2. Don’t open emails or attachments from unknown sources.
3. Protect your computer from internet intruders - use “firewalls”
4. Regularly download security updates and “patches” for operating systems and other software.
5. Use hard to guess passwords.
6. Back up your computer data on disks or CDs regularly.
7. Don’t share access to your computers with strangers.
8. Disconnect your computer from the internet when not in use.
9. Check your security on a regular basis.
10. Make sure your family members and/or your employees know what to do if your computer becomes infected.



# Video Surveillance: You can't afford *NOT* to have a system



sent using analog but migrating to IP transmission over time. IP cameras connect directly to an IP network (just like your computer). Analog cameras cannot directly connect to an IP network; however, you can install an encoder to transmit analog feeds over IP. The encoder has an input for an analog camera video feed and outputs a digital stream for transmission over an IP network.

### What type of cameras should I use?

- ◆ **Fixed vs. PTZ:** A camera can be fixed to only look at one specific view or it can be movable through the use of panning, tilting and zooming (PTZ). Most cameras used in surveillance are fixed. PTZ cameras are generally used to cover wider fields of view and should generally be used if you expect a monitor to actively use the cameras on a daily basis.
- ◆ **Color vs. Infrared vs. Thermal:** B&W imaging makes sense in low lighting. Infrared cameras require special lamps and are fairly inexpensive for producing clear images in the dark. Thermal cameras require no lighting but they only outline objects and can be very expensive. Day time or lighted areas, color cameras are the choice.
- ◆ **Standard Definition vs. Megapixel:** In 2008, megapixel cameras represented only 4% of the total cameras sold and are a matter of client preference and the need varies with the application.
- ◆ **IP vs. Analog:** the largest trend in video surveillance today is the move from analog cameras to IP cameras. While all surveillance cameras are digitized to view and record on computers, only IP cameras digitize the video inside the camera. While most infrared and thermal cameras are still only available as analog cameras, you can only use megapixel resolution in IP cameras.



- ◆ **Wired vs. Wireless:** Video can be sent over cables or through the air, whether you are using IP or analog video. Over 90% of video is sent over cables and generally the least expensive and most reliable way of sending video. Wireless is an option for transmitting video as deploying wires can be cost-prohibitive for certain applications such as parking lots, fence lines, and remote buildings.

### What is video analytics?

- ◆ Video analytics examines video feeds to identify changes in motion. Based on the presence or absence of motion, the video management system can decide not to store video or store video at a lower frame rate or resolution. Because surveillance video captures long periods of inactivity (like hallways & staircases), using motion analytics can reduce storage consumption by 60-80% relative to continuous recording.
  - ◆ Video analytics can also be used to identify threatening/interesting events happening in the camera's field of view such as a perimeter violation, abandoned object, people counting and license plate recognition. The goal of these types of video analytics is to pro-actively identify security incidents and to stop them in progress.

### How should I connect cameras to video management systems?

- ◆ **IP vs. Analog:** Video can be transmitted over your computer network (IP). Most video feeds are

# ...and it's much more affordable than you think!



## How should I view my surveillance video?

**Local viewing** (directly from the DVR, NVR or server) is ideal for monitoring small facilities on site.

**Remote PC Viewing** is the most common way of viewing surveillance video. PCs are used to view live and recorded video via either a proprietary application or a web browser. **Mobile viewing** allows security operators in the field to immediately check surveillance video. Those mobile clients have been available for the last 5 years; they have never become mainstream due to implementation challenges with PDAs/cell phones. Renewed interest & optimism has emerged with the introduction of the Apple iPhone, however.

**Video Wall Viewing** is ideal for large security operation centers that have hundreds or thousands of cameras under their jurisdiction. Video walls provide very large screens so that a group of people can watch simultaneously.

\*Varies depending on application

**Commonality:** 1-very common...5-very rare

**Price:** \$-inexpensive, \$\$-affordable, \$\$\$-good quality but slightly expensive, \$\$\$\$-top of the line quality

## How do I migrate from analog to IP Cameras?

1. Determine if your DVR supports IP cameras
2. Determine what IP camera manufacturers your DVR support. If needed, assess options for NVRs or IP video management software
3. Determine if higher resolution cameras can help you
4. Assess the increased bandwidth impact on your networks
5. Determine if you can afford increased storage for megapixel cameras

*Triad's technicians are factory trained by leading manufacturers of IP video technology. We sit on the cutting edge of this new form of technology as it makes its way into the marketplace. For a nominal fee, we offer service contracts to assure that your equipment is properly maintained and your system remains problem-free.*

## The following are the Top Ten Benefits of IP Cameras:

1. End to interlace problems
2. Power over Ethernet
3. Megapixel resolution & HDTV capabilities
4. Intelligence at the camera level
5. Integrated PTZ input/output control
6. Integrated audio
7. Secure communication
8. Flexible, cost-effective infrastructure choice
9. True digital solution
10. Lower total cost of ownership

Camera Feature	Commonality	Price
Fixed Camera	1	\$
PTZ	2	\$\$\$
B&W	1	\$
Color	2	\$\$
Infrared	3	\$\$\$
Thermal	4	\$\$\$\$
Standard Definition	1	\$\$
Megapixel	4	\$\$\$\$
Analog	1	\$\$
IP	3	\$\$\$
Wired	1	\$\$*
Wireless	3	\$\$*
Local Viewing	2	\$\$
Video Wall	3	\$\$\$\$
Mobile View	5	\$\$\$



## EYE ON SAFETY

### Carbon Monoxide Poisoning: What you need to know to protect your family

Carbon monoxide poisoning can cause illness & sudden death. The most common symptoms of CO poisoning are headache, dizziness, weakness, nausea, vomiting, chest pain, and confusion. It can cause loss of consciousness and death and can be difficult to diagnose unless the person knows they've been exposed.

How to prevent CO poisoning:

- ◆ Having your heating system, water heater and any other gas, oil or coal burning appliances serviced by a qualified technician every year
- ◆ Do not use portable flameless chemical heaters (catalytic) indoors. They don't have a flame but they burn gas and can cause CO to build up in your home, cabin or camper.
- ◆ If you smell an odor from your gas refrigerator's cooling unit have an expert service it. An odor from the cooling unit. It can mean you have a defect and could be giving off CO
- ◆ *Install and regularly check the batteries in your CO detectors*



## Triad Expands Product Offering to include Gate/Barrier Control

Gate/barrier access control products provide access and convenience. Like Triad, Chamberlain is committed to quality products, innovative designs and comprehensive services, which exceed customers' expectations. Chamberlain leads the industry in product innovation and quality.

### Liftmaster Product Innovations

All the products Triad offers, including gate controls, are designed to meet commercial & industrial security needs. State-of-the-art garage door openers, commercial door operators, gate operators, telephone entry systems, and unique accessories will fit any lifestyle, providing consumers with the latest innovations in safety, quality, and security.

### Quality

Chamberlain® has revolutionized the gate industry several times over. This is reflected in the honor of being awarded the Good Housekeeping Seal of Approval! This means the product line has gone through rigorous product testing by the Good Housekeeping Research Institute and has been evaluated as a stellar product.



Check out [www.triadsecurity.com](http://www.triadsecurity.com) to find out more about the Good Housekeeping Seal Guarantee. Triad is proud to work with nationally and internationally recognized products of such outstanding caliber.

### Security

LiftMaster gate access control systems are the most secure in the industry. In addition to the patented PosiLock® system that ensures the door remains securely locked when it is closed, openers – as well as all LiftMaster products – are equipped with Security+® rolling code technology. A rolling code means that a brand new security code is generated every time the opener is used, keeping your facility, employees, and assets safe and se-

## Special Charities

If you are considering making a year-end donation to a charity, please consider one of the following very reputable organizations. They are special to us.

- The Cystic Fibrosis Foundation  
[www.cff.org](http://www.cff.org)
- The Sweet Melissa Fund  
<http://sweetmelissafund.org>

TRIAD SECURITY  
"YES WE CAN!"

- \* ACCESS CONTROL
- \* GATE CONTROLLERS
- \* VIDEO SURVEILLANCE
- \* LICENSED LOCKSMITHS
- \* INTRUSION ALARMS
- \* VIDEO INTERCOMS
- \* FIRE ALARMS



## Triad Security Systems

"Yes We Can!"

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