

# International Newsletter

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 **SECURITON**

For your safety

## Asia Sales Meeting 2006 in Korea



**The Securiton Rep office held its first Asia Sales Meeting from the 12th to the 13th of June 2006 in Seoul, Korea. More than 10 partners from 5 Asia Pacific countries took part at this two day event, which functions as an information exchange platform for Securiton and its partner companies. It also helps to develop the relationships between the participants and establish an effective network system in the Asia Pacific region.**

The first day of the meeting took place at the conference room of the Coex Intercontinental Hotel Seoul. The opening speech was held by Mr. Lewis Chong, Director Asia Pacific, and included a short company presentation. Mr. Adrian Foo, Project Manager, gave everybody an update on the products and their application fields. A Fire Vision live demo test was the highlight of his presentation, then the participants took turns to give a short presentation of their companies.

In the afternoon, the attendees participated in a workshop concerning application field presentations for road tunnels, power stations, oil tanks and car parks.

On the second day of the sales meeting everybody visited the Surak tunnel at Seoul North Beltway. This tunnel consists of 4 lanes, each at a length of 2.9 km, and is protected by 64 SecuriSens ADW 511. After lunch, the group visited the Lotte World's Folk Village. Lotte World is the largest indoor theme park in the world. In the evening, everybody had dinner at the Noolboo Restaurant which is famous for its traditional Korean performances. ■

## Various new apartment buildings in Moscow protected by SecuriPro

**Moscow is one of the biggest boom-towns on the European continent with very rapid economic growth – most of it financed by the «Petro-rubel». Over the last ten years, the city has developed into a «Mega-City» with more than 12 million inhabitants.**

Highrise and multistory buildings are springing up like mushrooms and many old districts are being totally revamped by big construction companies. The major problem that continually occurs is the lack of space in the city. Many inhabitants live in old low level buildings which take up valuable space. In order to solve this problem, the construction tycoons are now offering these people new and better apartments in the next generation of high-rise buildings with very attractive conditions.

For instance, the inhabitants

can profit by getting a newer, bigger and more modern apartment, while the construction companies are then able to knock down the old buildings in order to build new ones. They will ultimately sell these apartments to new, wealthy customers. For many years Securiton Rus has successfully been involved in this business and has protected many new highrise apartment buildings in and around Moscow with our alarm and security system SecuriPro, which is very reliable and popular.

A new project is now in progress in the south west of Moscow. It consists of ten new buildings that have already been finalised, with an additional four buildings under construction and more will be built soon. Each building consists of 25 to 30 floors, with a total space of around 20 000 m<sup>2</sup>. They are protected with 1500 to 2000 SecuriStar detectors and modules. The normal buying price for an apartment in this type of building is approx. 5000 Euros per m<sup>2</sup> (just the bare brick and concrete work and minimal electrical equipment) and, of course, it depends on the location, the view, the design and the floor level. ■

***A new apartment complex behind the existing old one which will be knocked down soon.***



## Bucharest Business Park

The Bucharest Business Park was completed at the end of September 2005 and comprises 18 424 m<sup>2</sup> of high-quality office premises as well as storage facilities and underground car parks. It is situated to the north of Bucharest, with its 1.9 million inhabitants, directly on the main arterial road to the airport and the city of Ploiesti. The property is situated among a number of office buildings and hotels belonging to international chains.

Demand for high-quality office space in Bucharest outstrips the supply. The state-of-the-art premises are let to international groups such as BASF, Sony, IBM and Coca Cola. The Bucharest Business Park satisfies in every way the demands of these major corporations. For the construction of the Business Park, particular attention was paid to modern architecture, with the use of attractive design features such as glazed concrete, glass and colour, as well as a pragmatic and economic allocation of the office space itself. The building is high-tech and has two underground car parks with 400 parking bays, representative and attractively designed five-storey atria, nine lifts per wing, 24-hour security, and integrated service facilities such as restaurants.



Thanks to its partner SC Pro Security Distribution in Bucharest, Securiton won the bid for the fire alarm system, that is to be installed throughout the building complex, side-lining such high-profile competitors as Siemens and Notifier. Our partner was able to provide proof of similar projects with references, and it was this expertise which ultimately swayed the customer's decision. The customer emphasised the need for prompt, precise and reliable detection, as guaranteed by SecuriPro fire

alarm systems. A total of 10 MCUs, 2 MICs and some 1700 SecuriStar detectors were installed. The office premises are protected by SSD531A scattered light smoke detectors and the canteen is equipped with STD531 combined smoke and heat detectors. The installation was commissioned by our partner SC Pro Security Distribution, without a single hitch. The customer is currently planning to expand the Business Park, which will lead to further orders. ■

## Egyptian military counts on Securiton products

In Cairo, the capital of Egypt, the military forces have a plant which builds tanks and tank supplies. The whole area covers a surface of 18 hectares and it is the biggest plant in Egypt.

The plant consists of production facilities, administration buildings and bunkers which need to be protected by a fire alarm system.



Our partner El Abiad Comp4U in Cairo, who has already realised several projects with the military forces, was able to obtain the order, since the contractor has always been satisfied with the performance of the company and their products.

In September 2005, the installation of a SecuriPro fire alarm system began, consisting of 15 MCUs, 8 SFP512 and more than 1500 detectors. Three workplaces are equipped with the alarm management system AViS, which is a generalpurpose tool used to develop a user-specific monitoring and control system. AViS is the result of long-term development and suitable for use when a more transparent and comfortable graphical presentation of the monitored area is required. Today, the project is still in progress and will be finalised soon. Additional projects are more than likely to follow. ■

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