

International Newsletter

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 **SECURITON**

For your safety

Security 2006: Securiton puts in magical World Forum appearance

From 10 to 13 October, the security and fire protection technology industry gathered at the Security World Forum in Essen for the 17th time. Alongside exhibitors from all over the world Securiton showcased its product offer and added a very special supporting programme.

This year's motto was «surprising... fascinating... magical!» And that's exactly what was on show, with a conjurer present at the stand to demonstrate magic tricks involving Securiton products. The audience, which was actively involved in the performance, took great delight in the event.

Less is more

The business of security is all about trust. That's why Securiton put so much emphasis on offering visitors to its stand the utmost professional assistance. It consciously dispensed with extensive wall presentations, preferring instead to give greater scope to all-important personal advice and discussions. But there was



also plenty on offer for those visitors who preferred to gather their own information. Detailed performance descriptions of the products were available on all the touchscreens.

New at Security: Theme Parks and Forums

At this year's world fair the existing Fire

Protection Theme Park was complemented by two new ones, reflecting current trends: the IT Security Theme Park and the «tat (for «technology against terror») Protection Center». Securiton was a key exhibitor at the latter, with a presentation of its M3SystCompact property protection system. ■

Pudong Airport Phase 2 cable tunnel protected by ADW

In July 2006, Securiton together with its Chinese partner YWK successfully bid for the second phase of the cable tunnel project at Pudong Airport in Shanghai.

Covering an area of more than 40 square kilometres, Shanghai Pudong International Airport is definitely one of China's most famous and important airports.

A total of 67 ADWs have been installed in this cable tunnel, which is about 6 km long and located beneath the airport. The wider parts of the tunnel are equipped with two lines of ADW copper tubing, while other parts have one line.

The second phase of the Pudong Airport project is scheduled to be finalized at the end of 2008 when it will become operational. ■



Low environmental impact production

Securiton is committed to preserving the environment. In keeping with that commitment, it now manufactures the detectors that make up the SecuriStar portfolio from components and solders that contain no added lead.

An EU ban on the sale of electric and electronic equipment containing lead came into force on 1 July 2006. Lead enters the food chain and can be ingested by humans, where it has a potential for bioaccumulation and persistence. For this reason, lead is seen as a particularly problematic toxin, and its emissions and those of lead compounds are to be cut drastically. Accordingly, Securiton has addressed the requirements of EU Directives 2002/95/EC (RoHS) on the restriction of the use of certain hazardous substances in electrical and electronic equipment, and 2002/96/EC (WEEE) on waste electrical and electronic equipment, working on a constructive solution. These directives are aimed at introducing legislation-based preventive measures as there has been a sharp rise in the amount of such equipment, and its subsequent disposal is now a matter of increasing significance.

The directives are to become national law in each EU member state. Moreover, international directives/guidelines (ISO) aimed at environmentally sound product development are emerging alongside these directives.

Although the RoHS directive does not yet impact fire alarm technology, Securiton is more than ready for it, with the company having already implemented the conditions necessary for conversion to unleaded soldering. Since November 2005 most of its detector series has been manufactured using components and solders that contain no added lead.

Higher quality expectations, the need for certified raw materials and end products, and the requirement to meet statutory obligations are predicated on the deployment of analytical expertise in a variety of disciplines and on a correspondingly complex infrastructure. Securiton is addressing these challenges on a daily basis, thus ensuring that its products not only meet the highest standards in terms of functionality, but are also manufactured in an environmentally responsible manner. ■

International Sales Meeting Latin America

The ISM Latin America was held from 25.-27.5.2006 in Foz do Iguazu in the Brazilian state of Paraná.

Nineteen participants from nine countries attended the meeting, which functions as an information exchange platform for Securiton and its partner companies in Latin America. It also helps to develop relationships between participants and establish an effective network system in this region. During the morning, each partner gave a 15-minute speech about one of his most challenging projects, then the participants discussed possible solutions for this kind of application. Everybody was able to share his know-how and to benefit from other participants' experience.

Mimmo Micali, Sales Manager of Latin America, presented the latest Securiton developments, such as the SecuriPro radio system, ASD NetSoft and the monitoring and control system AIVIS. Afterwards, he gave an outlook of future marketing activities such as brochures, newsletters, participation in fairs and the Spanish

Securiton website, which is under construction.

In the afternoon, participants had the chance to see one of the most impressive international reference projects, the Itaipu hydroelectric power plant, where Securiton has installed several smoke aspiration systems to protect several high storage warehouses. On the second day of the meeting, the group visited the Iguazu waterfalls. The waterfall system consists of about 270 falls along 2.7 kilometres of the Iguazu River. Some of the individual falls are up to 82 metres in height, though the majority are about 64 metres. The falls are shared by the Iguazú National Park (Argentina) and Iguazu National Park (Brazil). These parks were designated UNESCO World Heritage Sites in 1984 and 1986, respectively.

At the end of the meeting feedback of the participants was very positive because they were able to exchange know-how and gain some new perspectives for future projects. ■



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