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ONE CALL | SUMMER 2005 | TOTAL SECURITY.



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Automatic License Plate Recognition

By: Phil Arnold

Are you looking for ways to?

- Be sure you collect all the revenue due you in your parking garages?
- Get more warning before a security incident happens on your property?
- Supplement your guard force in the evenings and other low usage times?

If you provide security at a school, college, hospital, manufacturing company, or office building, then here is a helpful security tip for you. The name of the new product is Automatic License Plate Recognition (ALPR), and here is how it works.

When a vehicle comes in the entrance of your property, it passes by an Imager, which "captures" an image of its license plate. The Imager sends that information to the Data Processing Unit, and the InSignia Management Software (see picture on back) on your computer matches it with any "wanted" lists from the police or your HR department. Examples would be criminal suspects, disgruntled past employees, parents in a child custody battle, stalkers in a sexual harassment case, etc. If there is a

license plate match, then you are alerted, and you can implement your "Emergency Response Plan" when they enter your property, instead of when they enter your building. This extra time can be crucial, and your defense can be made in the parking lot, instead of in your lobby or hallways.

You may be asking yourself, if this is so good, then why hasn't it been on the market sooner? It has been on the market in Israel and Europe. It has been fighting terrorism in Israel (where it is manufactured by a company called Zamir) for the last 15 years. It has been used in Europe for the last 10 years, but there has been difficulty in marketing it in the USA that is... up until now.

A company called INEX has just started marketing it in the USA, and they "unveiled" it at the ASIS Trade Show in October 2004. They do not use standard CCTV-based technology instead; they get 95% plus accuracy with two algorithms for Optical Character Recognition (OCR) of reflective properties on the state name and plate number. They accurately read different

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BOMA Annual Tradeshow:
Ms. Donna Duncan received the
Vigilcorp door prize of a Mr. Jim
Davis autographed Garfield print.
Presented by Rich Best of Vigilcorp.

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Plate Recognition cont.

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character fonts, sizes, location and syntax (alpha numeric order). ALPR also uses three shutter speeds and Infrared Technology (IR) for accuracy in sunlight, headlights, and darkness. There can be accurate reads of legal plates on vehicles traveling up to 100 mph, at up to 25% degree angle, and up to 90 feet away, within a 4' x 3' window.

The screen [illustration 1] shows an example of how ALPR information can be stored in the INEX, user friendly, data management software package. The various fields are user definable, examples such as facility, lane, time, gate number, etc. As an added feature your existing CCTV camera could be tied into the ALPR system. As a plate is captured, read and stored in the journal, a single frame of CCTV video is also stored in the system (up to 700 hundred thousand Jpeg images) and matched to a targeted plate for call up or command.

Now would be a good time to call us and ask for a presentation on how this can help you.



CHOCOLATE & PEANUT BUTTER CHEESECAKE BARS

2 1/2 cups graham cracker crumbs • 3/4 cup (1 1/2 sticks) butter, melted • 3/4 cup granulated sugar, • divided 1 2/3 cups (10-oz. pkg.) NESTLÉ TOLL HOUSE SWIRLED Milk Chocolate & Peanut Butter Morsels, • divided 2 pkg. (8 oz. each) cream cheese, • softened 1/4 cup all-purpose flour • 1 tablespoon vanilla extract • 4 large eggs

PREHEAT oven to 325° F.

COMBINE crumbs, butter and 1/4 cup sugar in medium bowl. Remove 1 cup mixture and reserve for topping. Press remaining mixture onto bottom of ungreased 13 x 9-inch baking pan. Sprinkle 3/4 cup morsels over crust.

BEAT cream cheese, remaining sugar, flour and vanilla extract in large mixer bowl until smooth. Add eggs, one at a time, beating until smooth. Pour over crust and morsels in pan. Sprinkle with reserved crumb topping and remaining morsels.

BAKE for 25 to 30 minutes or until set. Cool completely in pan on wire rack. Refrigerate until firm. Cut into bars.

Director of Sales, Philip W. Arnold



Philip W. Arnold has been involved in business since 1979. Over 22 of those years were in sales, distribution, and corporate marketing for BEST Access Systems. His expertise is in designing and implementing solutions (business and security), plus developing people to successfully meet and exceed their goals.

In the area of designing solutions, Phil turned a struggling New York office around, and consistently led the company's thirty offices nationwide. Also, Phil was sent to Canada to turn that operation around, working with leadership and staff to create and implement a successful growth plan. In both cases, the sales were systems that helped customers establish and maintain their security. In 1997, Phil was promoted to Corporate Director of the Marketing and Sales Support Center and refocused the department on strategic planning that

increased customer satisfaction to get a competitive edge. In the area of developing people, Phil collaborated with a local university to identify potential candidates among recent graduates. This resulted in the successful recruitment, training and development of new sales agents and managers to support the company's profitable growth initiatives.

ACHIEVEMENTS OF MR. ARNOLD INCLUDE:

- Outstanding Performance 2000
- Corporate Director of the Marketing and Sales Support Center
- 242 projects were done in the first year alone.
- Over 14 years, averaged growth in sales of 20% and profits of 12% per year
- Seven staff were ultimately promoted to senior level management positions
- Supervised 26% of sales agents recognized at a National Top Gun event
- Increased Canadian office sales by 10% and profits by 4% in the first year
- Highest Percentage Increase Award (multiple times)
- Highest Volume Award (multiple times)
- BS & MA degrees in Education