

Will Electronics Hosts Second Annual Security Conference and Technology Expo

A decade has passed since the terrorist attacks of September 11, 2001. In the ten years that followed, security measures and protocols have been elevated to a level never before seen in the history of the United States. As the tenth anniversary of 9/11 approaches, Will Electronics set out to bring together experts and professionals from throughout the security industry to convene in St. Louis. The goal: to avert similar tragedies from ever taking place again on American soil.

On Tuesday, May 3, 2011, Will Electronics hosted the Second Annual Security Conference and Technology Expo. The event brought together well over 100 attendees to the conference center at Lumière Place Hotel & Casino in downtown St. Louis. Events included guest speakers, breakout sessions with security industry experts, a panel discussion and a viewing area full of product displays by vendors from throughout the security industry.

This year's keynote presentation, "Threat Recognition and Response," was delivered by Bob Henrich, Explosives Specialist Field Liaison with the Department of Homeland Security/Transportation Security Administration. Mr. Henrich's presentation included authentic video footage of explosive detonations recorded by agents in the field, as well as actual explosive materials recovered by DHS agents during their investigations. He impressed upon the audience the importance of establishing procedures and protocols not only for what to look for when screening potential explosives, but also what to do when a suspicious package or container is encountered on a property or public space.

Later, attendees split up to participate in one of three breakout sessions hosted by event sponsors. The three breakout groups were:

- "Unification of IP Security Solutions" hosted by Genetec
- "High-Definition Video Technology" hosted by Panasonic
- "Controlling the Door 101" hosted by R2S Technology and Assa Abloy.

The afternoon was highlighted by an interactive panel discussion and Q&A session. Raymond Lauer, Business Developer with Will Electronics, served as moderator, while audience members offered questions to a diverse panel comprised of security executives from throughout the St. Louis area. The panel featured Chuck Mansell, Director of Security at Commerce Bank of St. Louis; Gabe Zwilling, Physical Security Manager at Scottrade; Richard Cunningham, Director of Security Services South Region for SSM Healthcare; Jerry Hartman, Manager of Administrative Services with the Sho-Me Power Electric Cooperative; and Rob Loseman, Manager of Security at Boone Hospital Center/BJC.

"Last year's Security Conference and Technology Expo was a huge success, so we expected great things from this year's event. Indeed, it surpassed all our expectations," said Will Electronics President Kurt Will. "It's exciting to be able to bring so many industry professionals together to network, share insights and explore new innovations that benefit both the security industry as well as the clients we serve."

Genetec's LPR System Offers Resource-Maximizing Benefits

AutoVu Automates the Identification of Vehicle License Plates

Manually verifying license plates, whether for residential parking enforcement, access or parking control or stolen vehicle identification is simply an outdated practice. For one, manual verification is time-consuming so resources are not being fully maximized throughout shifts. Manual verification is also unsafe for officers who typically have to input vehicle plate numbers in their mobile terminals as they are driving.

Using AutoVu, the IP license plate recognition (LPR) system of the Security Center, Genetec's unified security platform, organizations can automate the identification of vehicle license plates, offering greater efficiency and keeping operators free from distraction.

The AutoVu system automatically reads surrounding vehicle plates, compares them to a database and alerts operators when they need to take action. This LPR system comes with powerful features to make users even more efficient such as using graphical maps for configuration, conducting data-mining in a vehicle or office, and getting image and time capture on every license plate read.

The AutoVu system is available in both fixed and mobile installations and some common AutoVu applications include:

- **Law Enforcement Applications:** Wanted vehicle and felon identification, in-vehicle data-mining, real-time monitoring and reporting, back-office data-mining and geo-fencing.
- **Parking Enforcement Applications:** University or city scofflaw and permit enforcement, university or city time-limited enforcement (block face, same space and district), university lot counts, vehicle identification, data-mining and evidence review, route management and reports.
- **MLPI Applications:** Automated vehicle inventory collection, inventory reconciliation and data-mining, inventory reporting.
- **Security and Surveillance Applications:** Wanted vehicle and felon identification, vehicle audit trail, automated access control, traffic management, bus and taxi lane exemption.

As part of Genetec's unified security platform, AutoVu comes with a very intuitive and user-friendly interface. Operators with any level of computer experience will feel at ease with this LPR system. In the office, operators can drag and drop reads to see an image of the vehicle and its plate, use graphical maps to review LPR data and get reports with one click of the mouse. In the vehicle, large buttons and touch-enabled functions make training a breeze.

Getting AutoVu up and running is simple. Once the AutoVu camera is installed, users only need to make minimal adjustments and configuration to get the LPR system going. Databases can be uploaded at each shift or automatically on a pre-set time frame. It's an easy three-step process to LPR automation.

For more information, please contact your Will Electronics Account Manager and start benefiting from an advanced license plate recognition system.

Go Green: Will Electronics Debuts Two New Fuel-Efficient Vehicles

The two newest additions to Will Electronics' vehicle fleet are built to save money and the environment! The 2011 Ford Transit (22mpg/city, 25mpg/hwy) was purchased for a new service technician who will be servicing the Springfield, MO area. The 2011 Chevy HHR LS (22mpg/city, 32mpg/hwy) was purchased for an IT technician that travels to end-user sites to provide system configuration and training.

“A lot of thought went into our decision to move from a standard van to these vehicles,” says Will Electronics President, Kurt Will. “With rising fuel costs and environmental concerns, it makes sense for our company to move in this direction.”

The transition to fuel-efficient “green” vehicles is likely to be a decision made by more companies in the future. According to the March 2011 Business Fleet article “The Science of Rightsizing,” a communications company in Florida decided to phase out some of their Astro vans in favor of smaller vehicles such as Chevrolet HHR panel vans and Ford Transit Connects. The move reduced the company's fuel expenses by more than 50% for some facilities.

The new Will Electronics vehicles are already in use - look for them on the road!

Great Service Gets Even Better

Say 'Hello' to Will Electronics' new Project Managers!

Will Electronics is proud to announce the promotion of longtime employees Dave Bode and Sam Hopfer. Dave and Sam, both field technicians, have each been promoted to the position of Project Manager.

Due to Will Electronics' recent growth, it was decided that two new Project Manager positions would be created. Along with the new positions, company managers also established two installation teams, with one team reporting to each Project Manager.

Dave has been with Will Electronics for 13 years, and his team includes technicians Don Jacobs and Rich Harms. Sam has been with us for 15 years, and his team includes technicians Matt Bartlett, Doug Kreighbaum and Russ McDowell. Sam and Dave will oversee all installation jobs.

“Will Electronics is committed to promoting from within, and we recognized that Dave & Sam's skills and experience are invaluable in this area,” says Vice President of Operations Brad Witte. “Sam and Dave know and understand the needs of our clients, and have demonstrated their dedication and ability to serve our customers well. They were the perfect fit for the Project Manager positions.”



Motion Based Video Recording: Is What You See What You Get?

The two most common forms of video recording are motion based recording and continuous recording (time lapse). Each form has its own advantages and disadvantages. It is important that you know & understand these in order to make an informed decision on which form (or both) is best to meet your security needs.

Motion recording saves images when triggered by a motion event. When parts of an image change color or brightness, this triggers a motion event. This can be a person moving in the scene or other objects such as cars moving across a scene.

Continuous (time lapse) recording saves images on a defined interval regardless of the presence of motion or not.

Advantages of motion recording:

- It saves you time and money!
- Conserves hard drive space by recording only when motion is detected. This means fewer hard drives in less space creating less heat thus consuming less electricity.
- Conserves time by enabling fast searches for events. You don't waste time by reviewing seemingly endless stretches of video where nothing is happening.
- The ability to disregard unimportant (but unavoidable) sections of an image where motion occurs but is not of interest. A busy street or a crossing hallway in the background.
- We can program pre and post motion video recording to see what leads up to a motion event and what happens afterwards.
- Gives you key forensic evidence that something happened.

Advantages of continuous recording:

- Uninterrupted recording for continuous documentation.
- Added liability protection. It gives you forensic evidence that an alleged liability incident did not happen (slip & fall, etc.)

Motion based recording is an efficient method of recording video and conserves resources. It is important to configure and test the motion parameters for optimal protection and operation. Configuring it too sensitive results in nuisance recording events and consumes additional hard drive space. If it is not configured sensitive enough then you may miss a critical event.

Continuous recording ensures you will never miss an important event but consumes large amounts hard drive space. It can also prove that an alleged incident never happened.

A combination of continuous recording combined with motion recording is often a solution that can protect your assets well. We can configure your cameras to record continuously at a low frame rate then increase the frame rate when motion is detected.

Contact your account representative today for a thorough review of your recording method needs. We can help you make an informed decision how best to protect your assets by configuring your recording in a way that works best for you. Our highly skilled technicians will configure & test your system for optimal recording and protection.