

WELCOME

The global economic downturn has negatively affected many industries, communities and persons however it has had a positive impact within the security industry. Our services are in high demand and with this comes increased opportunity. Some see this as a time to make money out of other peoples misery but not us. Our core business is to create personalised solutions for our clients & in doing so, we provide compliant systems that will stand the test of time. Not every security provider will do this – evidence abounds of poorly installed camera systems, dodgy wiring, alarm systems incorrectly fitted, dissatisfied customers etc. With our appropriately trained technicians you can be assured of quality service that reflects the price you pay. More information before



DID YOU KNOW...

Many cameras are installed without consideration to the Privacy Laws of Australia. Security cameras, which are sometimes passed off as Network Cameras, are only to be installed by a licenced security equipment installer. This means that your IT provider or electrician may not be the best person to ask about cameras in your office or retail outlet. A licenced security adviser is permitted to advise on equipment and service provision and will consider risk assessment and management within their design. Protect yourself from litigation and only use licenced advisers.

Security Industry Update from Antonia



As committee member of the Institute of Security Executives and Qld Branch Manager, I visited the annual security industry exhibition in Sydney during August for a spot of networking and research. I have returned with evidence that Qld is not alone in reporting poor product selection, installation and support from security providers. In the technical services sector, it is prolific and a major hindrance to our professional credibility. It is the industry members who need to push for improvements and seek support from government to implement training programs to improve standards across the board. As your local industry representative, I want to hear from anyone who has a story to tell, a question to ask or a point to raise. I will collate the information and present it to the ISE board who will present it to the relevant government departments through our consultation process. A news flash, the ISE members and board have agreed to change our name to Security Providers Association of Australia Ltd (SPAA), which better reflects who we are and is more representative of our membership base. Look out for new branding in the future and updated website.

TIP OF THE MONTH.

Test your alarm system to your monitoring station weekly. Phone the control room and tell them you are doing a system test. Conduct the test like you have been instructed by the installer. Leave it 2 mins and call the control room back. Make sure they have received signals and ask them what information they did receive i.e. PIR front entry. You will then know if something is not working or is recorded incorrectly. Any discrepancies, call us in to check it out you. A working system is the best system!

Local News.....now we are a DSC Alarm System Distributor

Our existing clients are aware that we use and promote the DSC brand of alarm / burglary / intrusion systems. DSC = Digital Security Controls from Canada. There are many reasons for our selection - DSC make end users lives easier as well as ours, the equipment is more suited to NQ conditions (less failure), they are aesthetically pleasing, modern looking and yes, you punch in your code and away you go. Good mechanical design as well smart software brings a sleek smart effective security system. So, if you are fed up with your old system, allow us a chance to show you this new technology first hand. The new product release will be out soon so book a demonstration now. AMM Security Solutions met with the DSC representatives in Sydney and were offered a Distributorship in QLD for an Australian Company. This means we can offer better pricing, more technical support and new release products. Visit www.ammsecurity.com.au for more information.

CHAMBER SPONSORSHIP



As major sponsors for the Cairns Chamber of Commerce's 100 year celebrations, to date we have had the fantastic Gala Dinner Night, the Annual Golf Day and soon a presentation by

Antonia at the Chamber's November luncheon held in Cairns. The end of the year sees the publication of a Coffee Table Book, covering the century of development of the Chamber with AMM sponsoring the decade 1999 – 2008. For our clients we are offering a lunch ticket or two to join Antonia at the Sept, Oct or Nov lunch; please let Rebecca know if you're interested.

Photos from these events will soon be on our website. Thank you to all who have participated thus far in our sponsorship activities.

More schools on AMM client list

We care about our communities and our rising stars and working with schools in the region to provide better security solutions is one of our major achievements of the last 2 years. We continue this with two additional private schools coming online as clients with new installations fully designed by Antonia and installed by our team. Unique as every location, every school has a different requirement for protection or safety. We work with products that are reliable in our harsh conditions yet simple to use and monitor and that require rudimentary maintenance. Thus keeping a lid on costs for all.

Camera technology

Cameras are not all the same - we have said this plenty. Lenses are not all the same nor are DVRs but some information will pitch one off against another as the same. Heard of IP cameras? These are supposed to replace analogue cameras in time but TODAY, you cannot compare one to the other. Both have benefits and best applications and both have flaws. There is a difference in quality and performance and especially in cost. As specialists in surveillance solutions, we recommend a combination of both digital and analogue system technology whereby blending trusted quality and outcomes with newer cabling and connectivity techniques to future proof your installations. Ask us how and how MUCH. You will be amazed.

Alarm Monitoring Service

We were asked the other day if we did monitoring – well, YES we do. We are a bureau for Rechenberg Monitoring in Bundaberg and we set up our client sites so that you have fewer call outs and the control room has a clear understanding of what is going on onsite. We also ensure you are not woken in the middle of the night unless you really need to be...that has to be good. We can do short and long term monitoring for residential or commercial property at a reasonable rate. FREE change over too. Call today for discount on first month monitoring.....PLUS Corflute and stickers available to our existing alarm clients free of charge.

Terms of Trade

Our new terms and conditions of trade are now effective and our clients have been forwarded new details this week. Please assist us by completing the required paperwork and returning at your earliest convenience. It has been necessary to implement stricter trading terms due to some clients not settling accounts in a reasonable time frame. As a small business, we can not afford to carry other businesses debts. Our suppliers demand payment within their terms and we expect the same. You will be reminded of our terms at every opportunity and your consent will be required before we proceed on any works in the future. Our schedule of charges is available on request also.

HOUSE KEEPING

We can demonstrate cameras, alarms, access control, intercoms and mobile DVR systems at our office (or yours). Appointments can be made during business hours on 4041 1158.

Memberships include Institute of Security Executives, Cairns Chamber of Commerce and TITAB.

We support local businesses and use Australian manufacturers' and distributors' products and services where we can.

Our FREE service area is Cairns Metro. Our Service Map and Rates can now found on our website.

www.ammsecurity.com.au has been revamped. Go there and have a look and let us know what you think. Want a Forum or Blog? Where could we improve things more? Is it effective? Feedback is always welcome - anonymous or direct! Thanks.

Spotter fee offered - Give Antonia a lead on a commercial job and you can have a meal on us at Mercure Harbourside.

Look out for Antonia - she's training for charity bike rides wearing the S.P.A.A. blue and white bike shirt around Cairns!!!

And finally.....

Remember to check our website regularly for product, industry and company news. Send your questions, feedback and enquiries to us anytime, we are happy to help. Until next time, Enjoy life as it may be short