

Out of the blue

Summer 2004 Vol. VI - Issue I

SARGENT®



SARGuide

SARGENT introduces SARGuide™

New egress lighting solutions throughout the country are allowing states and municipalities to upgrade fire safety codes and address a lethal problem that needlessly claims lives. Leading the new approach to life safety are SARGENT and E-Lite Technologies, Inc. in CT.

The new codes are addressing a critical flaw in building safety — how people can easily find an exit in a dark, burning, smoke-filled room in unfamiliar locations. In fire crises, smoke rises, obscuring exit signs above the door even if they are lighted. Smoke forces people to crouch or crawl so they can breathe, but that limits their line of sight.

The SARGuide™ exit device contains an illuminated touch pad using E-Lite technology to enhance the visibility of exit locations in dark or smoke-filled passages. As a supplement to existing codes for egress lighting, SARGuide effectively improves the safety of any public building.

SARGENT exit devices, with the SARGuide feature, are placed lower on the door, providing an extended window of opportunity for safe emergency egress. Specify SARGENT Exit Devices with SARGuide to ensure the highest level of safety and security.

What's Inside

- 2 Could SARGuide make a difference?
- 3 Dugmore welcomes Robin to the team
- 3 Quinnipiac and Persona, a perfect match
- 4 10-line scores a perfect 10
- TS Bosch Philip CCTV talk
- TS IEI's MiniMax solution

Could SARGuide Make a Difference?

We would never want to be involved in a tragic situation, but we can all hope to learn by past tragedies or mistakes.

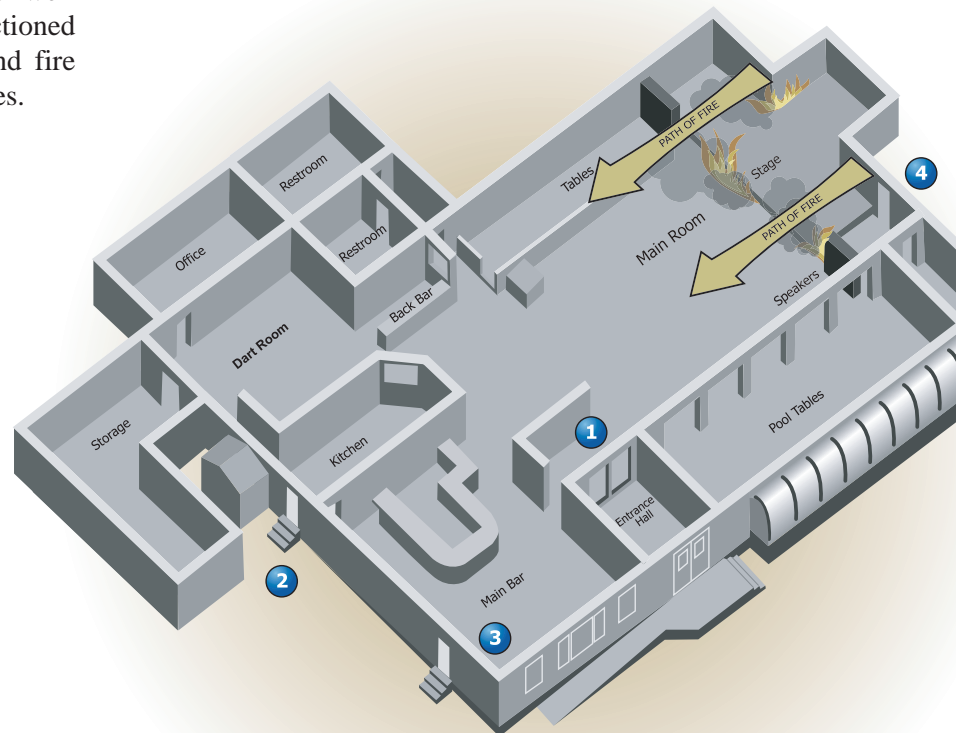
Over a year ago, a nightclub was packed with hundreds of excited music lovers waiting for their favorite band to take the stage. The club floor plan was similar to most nightclubs with a large entrance hall used to file in as many people as possible, the main room for viewing the stage, the stage itself, and assorted rooms (kitchen, restrooms, etc.)

The band started their performance and everyone rushed toward the stage in excitement. As the band played, their pyrotechnical display caused a fire to break out on the stage area. Smoke filled the club and the fire spread. Hundreds of panic-stricken people rushed for the only exit they remembered or could actually see vaguely through the blinding smoke. As people rushed for the entrance, the door became blocked. The main entrance was well designed for funneling people in, but functioned poorly as an emergency exit. The smoke and fire spread quickly and many people lost their lives.

This is an unpleasant story but the reality is that it did happen. This nightclub was poorly designed to handle such an emergency, but could there have been more people saved if SARGENT exits with SARGuide had been installed?

Let's take a look at the floor plan. It's understandable why people ran for the main entrance (1) but why didn't more people just head for the main bar exit (3)? It's possible that they couldn't see it through the smoke. SARGuide is designed to be visible even in a smoke-filled room. Even if one person caught sight of the SARGuide, it would have been worth it. SARGuide is indeed the latest innovation in life safety!

1. The main entrance was designed for funneling people into the club, but it functioned poorly to get people out in an emergency situation.
2. The kitchen exit would have been known only to employees and knowing regulars to the club.
3. The bar exit would be available to patrons of the bar but may not have been visible because of the blinding smoke.
4. At first this exit may have been a great way of escape but as the fire quickly grew it would have been useless.



Outside Sales Profile

Robin Rohr/Outside Sales

Middle Atlantic Region



Who has twenty-four years of experience in the door hardware industry; worked as a locksmith technician and then as shop owner for fourteen of them, then as a distributor's sales rep for five, and as a manufacturer's rep for four? Robin Rohr!

Dugmore & Duncan is proud to introduce Robin as the newest member of our Outside Sales Team. Robin's hands-on familiarity with our fine door hardware products will provide our customers in the DC, Maryland, New Jersey, and

Pennsylvania areas stronger than ever customer support.

Robin puts a lot of energy into her professional life. When she schedules some needed R&R, it usually involves boating, sports or music.

Right now Robin is busy making contact with D&D customers in the Mid Atlantic states to make them aware of her new role.

If you would like to speak with Robin, she can be reached at (888) 658-3846 ext. 1169.

Quinnipiac University



Fred Howe, outside sales rep for Dugmore & Duncan teamed up with this impressive college to upgrade security on campus. To accomplish this, the system was changed from key locks to Persona's card access locks. This system provides state of the art audit and accountability technology.

The university now has complete information about access to dorm rooms, food service, building entrances, billing etc. And all this happens through the use of one card issued to each student. Quinnipiac now has an audit trail indicating when a student comes and goes at any time, also if a door was left unlocked or ajar. This technology weighs heavily in the "plus" column when families engage in the college selection process.

"The combination of Dugmore and Duncan and VingCard Persona has been a win-win solution for Quinnipiac University. We have a durable and dependable product from a supplier that has provided us with exceptional customer service over the years."

Jonathan Terry

Manager of Card Systems and Services
Quinnipiac University

SARGENT® IO-Line Scores a Perfect IO

Speed. Strength. Flexibility.

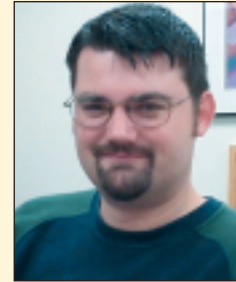
SARGENT's new 10 Line design surpasses all competitive products in strength and durability. The unique lock design exceeds Grade 1 requirements. At over 4,000,000 cycles, the 10 Line beats the closest competitor by 30%. As for abusive force, this lock endures more than two times the standard without allowing entry! If you're looking for flexibility, the 10 Line offers twenty-two different functions and six different lever designs, including Coastal Series decorative designs. The through bolt positions are adaptable to fit almost any door preparation.

With tighter tolerances on the levers and rose assemblies, the 10 Line quickly sets itself apart from other brands. The lever's one-piece cast construction provides for a solid, stable grip. At the same time, the new slim rose design makes this lock aesthetically pleasing.



The new 10 Line design can be installed in one minute or less with fewer parts and assembly steps. The packaging includes a three step installation diagram that is clear and simple to follow, making installation as easy as 1-2-3!

From the Editor.

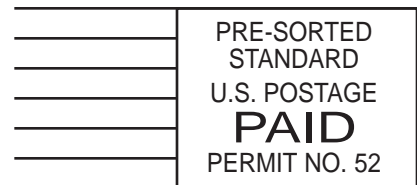


Brian Lundgren

The constant advancements in electronic security products amaze me. Whether it's CCTV, Single-Door Access System, Multi-Door Access Systems, electric strikes, mag lock, or any peripheral equipment, you need to be sure that you choose the appropriate system for your site. Knowing who is coming and going is just as important as restricting access entirely. If you have any questions about access control products then be sure to give Dugmore & Duncan a call and we'll help you acquire the system that meets your exact needs and specifications.



30 Pond Park Road, Hingham, MA 02043



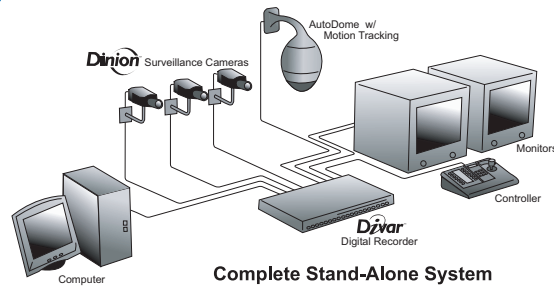
RETURN SERVICE REQUESTED

**PLEASE ROUTE TO
MAINTENANCE/LOCKSMITH**



Situation: It's the night watch at a warehouse full of expensive goods. A security guard at the surveillance post has a call from another guard asking for help. The guard sets the cameras on a pre-set tour and walks away from the station to tackle other responsibilities. Suddenly an intruder breaks into the warehouse and leaves quickly with stolen goods. Unfortunately, the camera got only a tiny glimpse of the perpetrator because it was in mid tour movement.

Solution: Bosch's AutoDome with AutoTrack. Not only will this device detect motion and activate an alarm, but also zoom in on the motion and track it. An AutoDome with AutoTrack will monitor an area with pre-set tour, but once motion is detected the camera automatically locks onto the subject, zooms in for a better view and follows the subject anywhere within the camera's 360° coverage area. Security personnel can concentrate on the required response. Starting recording when motion is detected provides an uninterrupted record of where movement has taken place.



All Auto Dome camera systems, the new AutoTrack model included, easily integrate with the entire line of Bosch surveillance products, including Divar digital versatile recorders. Combined with the complete line of products including the high resolution Dinion camera let's you create a low-maintenance CCTV system for any application.

The LTC 5136 Series AutoDome Controllers provide complete control of the AutoDome system's advanced features including variable speed, auto tour, 99 presets, and full pan/tilt/zoom operation - all from a single one-handed control unit.

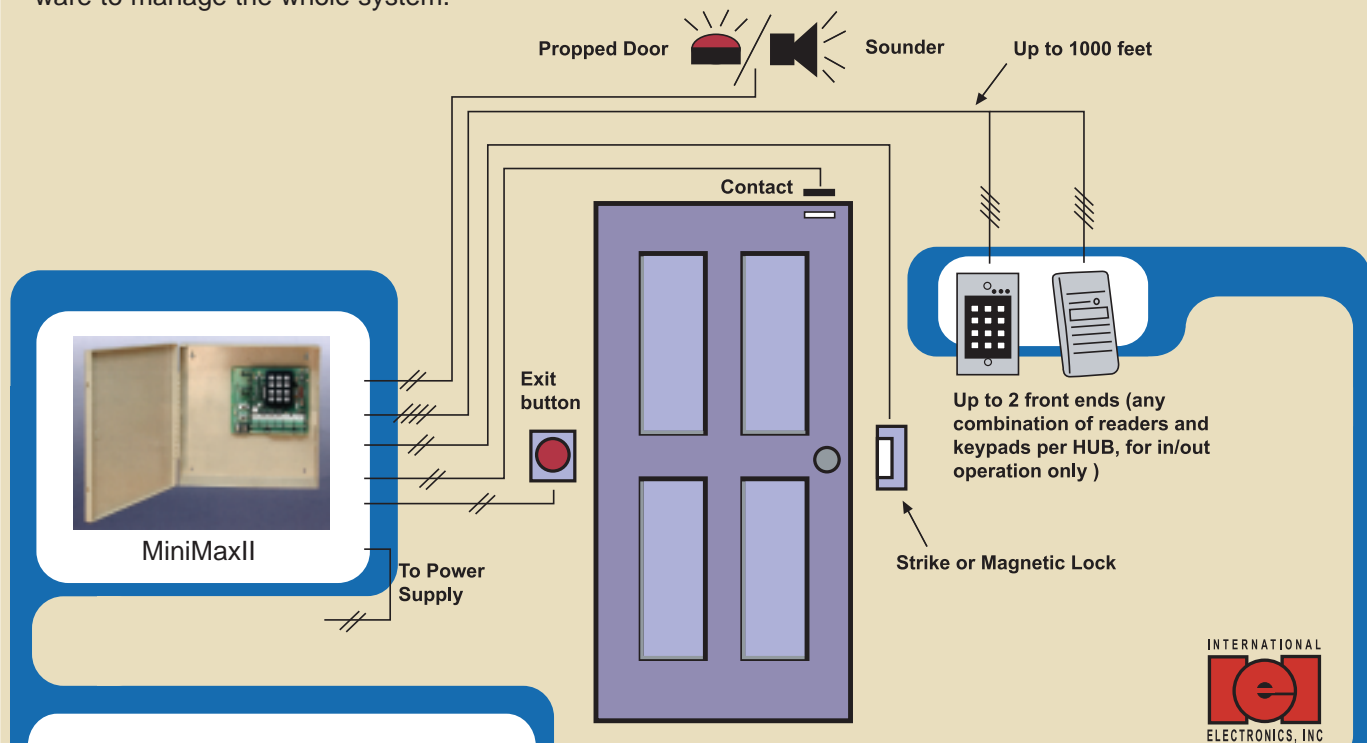


The Dinion range of smart surveillance cameras draws on Philips' unique expertise in broadcasting, television, video, semiconductors and imaging to deliver better picture performance than any other camera in its class. The camera range, built around the powerful Dinion digital signal processing chip packs outstanding functionality, intelligence and image enhancement technology into the camera's stylish yet unobtrusive housing. It's also very quick to install – minimizing disruption – and incredibly easy to operate.

The Divar, with its Control Center software, let's you connect to your business from virtually anywhere in the world. If an event happens, the Divar will record it, allowing you to offload a video clip in AVI format or a still image BMP file from your remote station. This diverse software even allows you to protect video from over-writing, whether it be on-demand for future review and retrieval or a system setting allowing for a defined time period using "Conditional" recording mode.

Situation: Looking for an inexpensive way to set up a Single Door Access Control System but you don't want to hardwire the whole building at once.

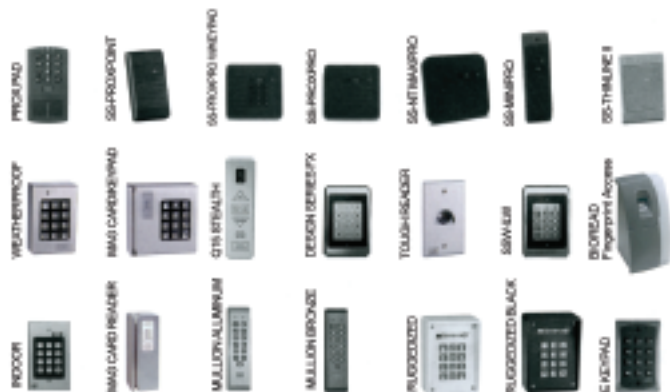
Solution: IEI's Hub MiniMax Single-Door Networkable Access Control System. Why not set up "one door at a time" rather than all at once? Go at your own speed and budget by setting up one MiniMax to each door, then when you're ready "daisy chain" all the hubs together for a complete system. Use IEI's Hub Management software to manage the whole system.



Hub MiniMaxII: Hub Secured Series MiniMax single door controller-standard version. Includes metal cabinet cam-lock, plug-in transformer, 12 volt AC/DC, 1-Amp power supply, Hub door control module (DCM), programming keypad, and installation instructions.

Hub MiniMaxII SK1: Hub MiniMax Starter Kit-proximity. Includes MiniMax standard version as well as 1 SS-Proxpoint proximity reader, 25 Proxcard II proximity cards, HubManager software and installation kit (PC connectors, cables, instruction manual).

IEI Available Front End Readers & Keypads



All of the readers and keypads featured above can be used w/ IEI's Hub MiniMax.