



## PROTECH NEWS

Welcome to our second issue of PROTECH NEWS.

In response to feedback, this issue spotlights Infrared Technology and explains how NOT ALL IR BEAMS ARE ALIKE. Plus... news about our new operation in Canada and upcoming events.

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### Not all IR beams are the same - Don't be fooled

- There are two types of powering for IR beams - hard wired and solar. PROTECH is the only manufacturer to offer both: SOLARIS (solar) and MAXIRIS and MIRIS (hard-wired).
  - Active (vs Passive) IR technology works in all weather conditions, up to 328 ft (100m) in Protech's hard wired series and Solar/Wireless Towers.
  - Active IR towers are built customized - to the customer's specific requirements.
  - Dual adjacent active IR detection; Every two (2) active IR cells are a detection point which eliminates dead detection zones and creates a higher security barrier.
  - Automatic Gain Control allows active IR cells to maintain optimum power and detection regardless of environmental conditions.
  - Synchronized & M ultiplexed together - PROTECH is the only manufacturer to offer this functionality: Active IR transmitting cells only communicate with active IR receiving cells positioned directly across from each other.
- Why is this important? Because it results in superior performance by using only one (1) active IR channel in each set of towers, eliminating false alarms from channel interference (this happens with competing systems!)
- Lens Cover design - PROTECH's lens covers are made from polymethyl methacrylate which has the highest resistance to UV; it does not break down in poor environmental conditions, such as the sun, and boasts a 10 year life span.
  - PROTECH's active IR technologies are deployed in multiple applications worldwide - VIP residences to Department of Energy sites.



### PROTECH'S Canadian Sales Office

PROTECH's perimeter intrusion detection technologies have been sold in Canada for many years.



A recent acquisition of VideoWave Networks (a video analytics software developer in St. Laurent, Quebec) has allowed for the opening of a Canadian Sales office, that sells a video analytics solution alongside PROTECH and SORHEA's full line of perimeter security technologies including active infrared, dual technology, fence-mounted and bi-static microwave sensors:

- PYRAMID FAMILY
- G FENCE
- SOLARIS
- MAXIRIS
- MINIRIS
- MIRIS
- PROWAVE
- APIRIS
- PORTALIS
- ONTRACK

#### What does this mean?

All business transactions in Canada will now be conducted through the Canadian office of **PROTECH-VIDEOWAVE**, unless you prefer to deal in USD. Please advise us of this and we will accommodate.

PROTECH-VIDEOWAVE introduces Alain Janelle, General Manager and Benoit Gigay, Canadian Sales Manager to the family.

Mathias Bertrand, formerly North American Sales Manager has moved into a global sales function and is no longer responsible for North America.



You can contact the Canadian office at: 514. 789. 0874  
or [bjgigay@protechvideowave.com](mailto:bjgigay@protechvideowave.com).

### Upcoming Exhibitions

#### ISC EAST - November 15th - 16th, 2017

Visit PROTECH at **Booth 149** (shared with American Video Equipment) at ISC East, November 15-16, 2017 at the Javits Center, New York City. ISC East is the Northeast's largest security industry event where you can meet over 200 leading companies in the industry. PROTECH will be showcasing its latest technologies.

To schedule a meeting with Larry Thomas:

[lthomas@protechusa.com](mailto:lthomas@protechusa.com).



#### DISTRIBUTECH - January 23rd - 25th, 2018

Are you in the utilities or sub-station business? Looking for an innovative solution for your perimeter security? Visit PROTECH at **Booth 330** at the James B. Gonzalez Center in San Antonio.

PROTECH has a wide range of installations in the utilities sector to actively eliminate threats and breaches on the perimeter. [www.distributech.com](http://www.distributech.com).



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