

FIRE & CARE

Customer magazine for Safety and Security Engineering and Hospital Communications of Schrack Seconet AG



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EDITORIAL

Dear customers and business partners of Schrack Seconet AG!



Europe is challenging all of us! The European Union has set itself the target to introduce uniform standards of safety and security technology by means of directives and a harmonisation of standards and regulations. Gradually – e.g. by the various European standards (EN) and only recently by the introduction of the new Construction Products Directive – a body of rules and regulations is created, offering a plus in confidence to all of us in the common market, and in particular to our customers this means a plus in security and quality. We of Schrack Seconet support this process, for in this way the companies that have always been advocates of a responsible handling of technology and regulations and the environment are supported.

If you offer high-quality products and show quality also in your activities, you cannot go wrong. As the English writer and philosopher John Ruskin put it: "Quality is no accident, it is always the result of purposeful efforts." Trying to find ways to be able to make everyday life with security technology even more convenient for our customers and partners is very important to us. The high acceptance of our systems over several decades cannot be just an accident.

If you want to secure a high quality standard for your technical systems over the years, you should attach great importance to the maintenance of the systems you are using. Only then will it be possible that these systems fulfil their crucial tasks over a long period of time. For the burden these systems have to put up with is quite a big one. If you compare the operating hours of a BMZ over a period of five years to the kilometres driven in a car over the same period, you will arrive at an equivalent of 2.1 million km. An outcome that you will not request of any car. A fire alarm system, a nurse call system or other systems made by Schrack Seconet usually are in operation at our customers for more than ten years. This small example quite impressively shows that responsible maintenance is requested for keeping up the full functionality of electronic security systems.

Yours,

Wolfgang Kern

IMPRINT: Editor, owner, publisher: Schrack Seconet Sicherheits- und Kommunikationssysteme AG, Eibesbrunnnergasse 18, A-1122 Vienna • responsible for the contents: Schrack Seconet AG, Rosa Maria Seilerbeck, Tel.: +43-1-811 57-0*, Fax: +43-1-811 57-12, E-mail: office@schrack-seconet.com, Internet: http://www.schrack-seconet.com • layout: Atelier Mayer • text: Schrack Seconet AG, Lang & Tomaschik Communications • production: Floramedia Ges.m.b.H. • place of publication: Vienna.

A stroke of genius in security engineering for the grand master

"I assure you that this is a magnificent place – the best place in the world for my profession", Mozart once wrote in a letter to his father Leopold after he had arrived in

The museum stretches over three floors, where visitors can totally immerse themselves into the life and creative work of Mozart. Valuable original objects, facsimiles and



Mozart Exhibition

© Mozarthaus Vienna/David Peters

Vienna in 1781. It is a fact that it was not Salzburg where the greatest Austrian musical genius of all times experienced his happiest and most productive time but the federal capital of Austria.

In the ten years that Mozart lived in the Danube metropolis, he moved 14 times. For the greatest part of his years in Vienna he lived at Domgasse 5, where he experienced a genuine artistic high. In the spacious four-room flat, where he lived between 1784 and 1787, he wrote a great part of his oeuvre. Among other things, the opera "Figaro's wedding" originated there. Right on time for the 250th anniversary of the maestro's birthday on January 27, 2006, the restoration of his domicile was completed. In a period of only 14 months the derelict building near St. Stephens's Cathedral had been converted into a modern museum covering about 1000 square meters of exhibition space. The presentation focuses on the ten golden years that Mozart spent in Vienna before he died.

reproductions are on display as well as lavish multimedia installations, illustrating the life and work of the musical genius. In the historic apartment two rooms have been maintained almost in their original condition. That all of this and all the continually

changing loans (autographs, music instruments, etc.) have to be protected against destruction or loss goes without saying. Therefore the persons in charge of the Mozart experience opted for products from Schrack Seconet.

Within a few months the experts of Schrack Seconet projected and installed a tailor-made security solution for the Mozarthaus. In this project the engineers had to consider the manifold restrictions of monument protection, which proved to be no problem thanks to the flexibility of the products. Two networked fire alarm panels Integral,

including 150 detectors, ensure the comprehensive protection of the entire building and the valuable objects. In addition an intrusion detection control station Secura was installed, protecting the valuable exhibits as well as doors and windows around the clock and will trigger an alarm if the real thing happens. A spectacular theft, like the one at Kunsthistorisches Museum, is next to impossible, thanks to tight monitoring.



Mozarthaus, Domgasse 5, 1010 Vienna

© Mozarthaus Vienna/David Peters

Award for Multimedia Terminal in Paris



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Successful appearance at fairs in France and Italy

Multimedia was even awarded a price by a jury. And in the design competition "Best adaptation of products for the health sector" it came in third.

For Schrack Seconet the merry month of May was the month of the fairs. At two internationally renowned trade fairs, dedicated to the topics "health and hospital", the Austrian high tech company presented its high tech products, VISOCALL PLUS and the Multimedia Terminal.

It was in particular at the Hôpital in Paris, which was held from May 16 to 19, that the innovations of Schrack Seconet attracted a lot of attention. Our French partner Blick France advised our fair booth, which was well attended all the time. The visitors showed lively interest. Export Manager Herbert Hübl: "Up to now there has been no vendor in France to produce comparable top products. It was in particular the Multimedia

Terminal with its totally new dimensions of convenience for the patient right at the sickbed, which was a real stunner." So great was the enthusiasm for this product that the

Only one week later Schrack Seconet presented its comprehensive nurse-call portfolio at Bologna, where the international clientele met at the Exposanità. The renowned hospital fair, which is held only every other year, took place from May 25 to May 28. The products were in the center of attention also in the Italian university town. At the fair booth the visitors were able to form their own opinion about the many benefits of VISOCALL PLUS and the Multimedia Terminal. Both interested visitors, which thronged to Bologna not only from all provinces of Italy but also from other countries, such as Morocco, and satisfied customers frequented the fair booth.

Both the appearance at the fair in Paris and the presentation of our product portfolio has paid off for Schrack Seconet. "We were able to establish a lot of contacts and there have already been concrete inquiries", says Hübl, satisfied with the overall outcome.



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Again – one step forward in quality

CE Without CE mark a product may no longer be put on the market in the European Economic Space.

Up to now the manufacturer had to attach it on his own responsibility and, in doing so, guarantee that his product is in line with all the related EU directives. The Construction Products Directive 89/106/EEC now results in an extension of the CE marking, specifying that in addition also attestation of conformity by a notified authority has to be furnished. The Construction Products Directive defines important safety requirements for construction products and regulates trading with and start up of such products with the aim to make possible and open and competition-oriented goods traffic in the European single market. Thus it is safeguarded that the consumer will get high-quality products based on European standards.

Also components for fire alarm systems in buildings are governed by this Directive. A number of standards for fire alarm technology have already been expanded by the requirements of the Construction Products Directive and are now available as what are called "harmonised standards".

When conducting the conformity attestation procedure for the Integral panels, Schrack Seconet will again cooperate with the VdS in Cologne, as we have done successfully before. The first harmonised standard to be reviewed and confirmed was hEN12094-1 for the actuation of gaseous extinguishing plants for the panels Integral and Integral C, with hEN54-2 and hEN54-4 to follow during the next months.

Schrack Seconet is one of the trailblazers in the field of quality, safety and security. Therefore we are among the first companies whose products meet the requirements for this European quality mark.

New location for branch office in Graz

The positive development of Schrack Seconet in Styria made it necessary that the office had to leave its old domicile. For an innovative and expanding company like Schrack Seconet requires modern premises that offer sufficient space for employees and customers as well as for adequate presentation of innovative products.

The new location at Neuseiersberger Strasse meets all these requirements. The new domicile makes it possible to support customers in agreeable surroundings and to hold presentations. In the generous room setting products from all three business units can be presented and it creates a motivating and altogether satisfying work climate for the employees. But also the infrastructure of the surroundings offers many advantages, as the

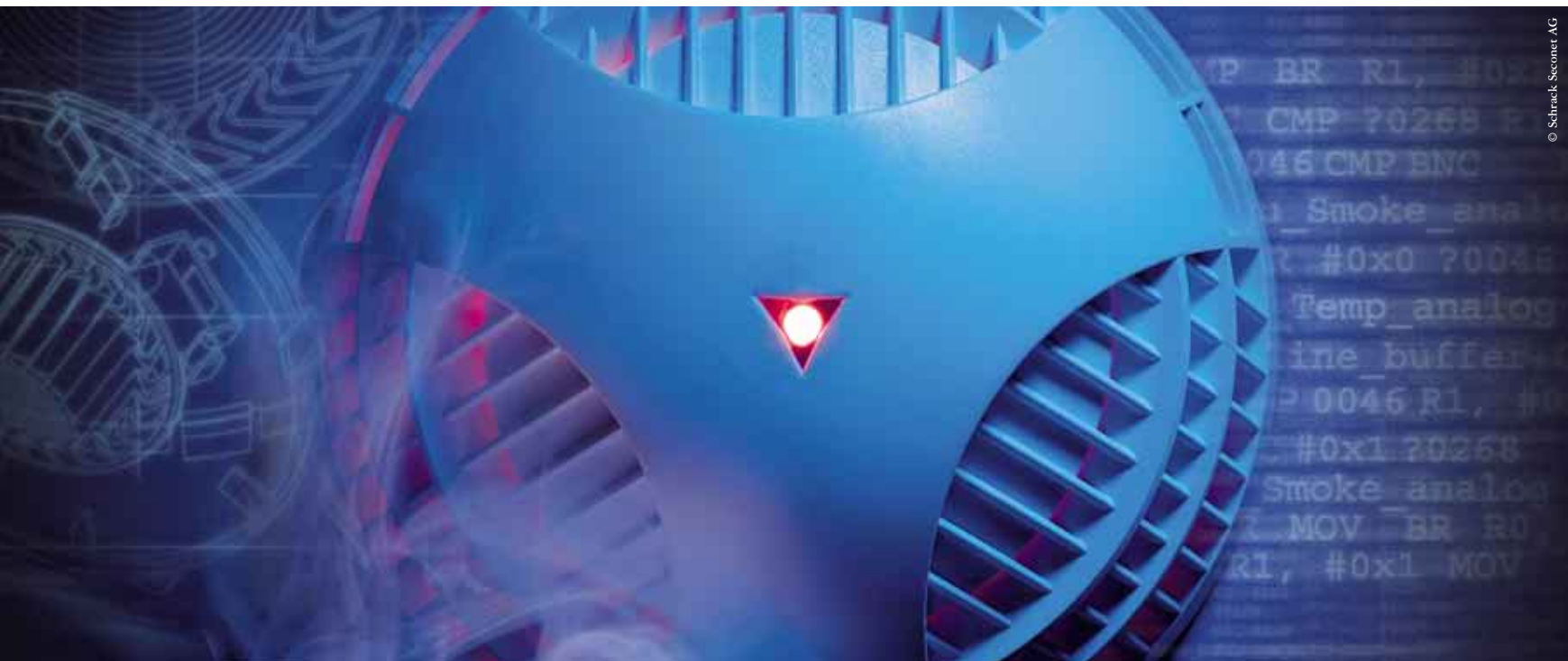


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new Styrian branch office is situated near Seiersberg exit at a hub from which both the Südbahn as well as the Phyrnautobahn can be easily accessed. Thus it has become possible for our account representatives and service engineers to meet the demands of our customers even more swiftly.

This is where you find the new Styrian branch office: Neuseiersberger Strasse 157, 8055 Graz. We are looking forward to your visit. So do not hesitate to drop by.

Further steps towards uniform



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Exposed to a lot of environmental influences, therefore maintenance is a must!

What is it that security systems should offer? How should their continuing operation be monitored and safeguarded? Who is liable for it? Which activities may be performed by which company in security engineering? Questions that are partly still to be answered by the users, however increasingly are covered by more stringent – Europe-wide – regulations.

The question of how systems should be maintained can be answered by the user himself, irrespective of regulations. Whether he himself takes care of it, or whether he outsources this responsibility – and thus also the liability – may be a decision based on business-economics. Security and safety are assets that can hardly be converted into figures and thus can hardly be calculated. Security systems, such as fire alarm systems, nurse call systems and all alarm, video and access control systems usually work quite unremarkable, since their day-to-day functioning is not really visible to the operator and the user. It is only when they stop successfully that we become aware of the danger for people and property they are protecting us from. Or if they are worn down and no longer can fulfil their tasks satisfactorily.

The terminology of maintenance

Maintenance consists of three components, two of which are inconspicuous, but all the more important. Classic maintenance involves the periodic exchange of elements. This may be the metering of battery voltages, the cleaning of peripheral parts or the changing of light bulbs. Inspection means the continuous and regular comparison between the target status of a system at the time of acceptance and the actual status which every day is drifting farther away from this ideal status. These two components contribute to prevent damage to the systems. And, finally, corrective maintenance, which is necessary in case of a real incident. This is when a repair of the system becomes necessary.

Also environmental impact on security systems must not be underestimated. Temperature, humidity or dust pose a threat to the highly sensitive devices, mechanical damage or insufficient free space around them may impair functions or even prevent them. Fire alarm systems are increasingly used for technological compensation of architectural and construction demands. In this function the systems assume a task that involves a lot of responsibility. Nobody can risk that they are

out of function – not even for one single second. A consequence of reconstruction and change in the way buildings are used is the change in functions, the set-up and size of the system, but also in such changes overall protection has to be kept up. This is only possible by permanent inspection, continuous maintenance and painstaking repair work.

More stringent rules for companies regarding fire alarm systems

Another measure for quality assurance has been taken by the TRVB committee, a body for the establishment of technical regulations in the field of preventive fire protection, focusing on the vendors of fire alarm systems active on the market and requesting a certification of these companies. Since January 2006 only certified companies may establish fire alarm systems – with a transition period until mid 2006 – according to TRVB S 123. “This certification means that companies that plan, design, install, start-up and maintain fire alarm systems have a special qualification”, says Maximilian Strohmeier, Head of Product Management at Schrack Seconet. It is of specific importance that also each partner company

security-engineering standards



© Schrack Seconet AG

Max Strohmeier:
 "Very satisfied with the new certification directive!"

cooperating in the establishment and installation of such systems, has to have this certification. "The system is in accordance with the German model of DIN 14675, which has been standing the test of time for several years now", says Strohmeier.



© Schrack Seconet AG

Accredited certification bodies are in charge of awarding the quality mark, such as VB-Cert in Vienna. Through this certification customers can rest assured that the systems are established and maintained in conformity with state-of-the-art requirements. "Fire-alarm systems are highly complex units! The customer has to be totally certain that he gets a top product from a competent company", the product manager supports this new regulation. Thanks to this regulation also the market for the customer becomes more transparent, and it is possible to recognise quality companies more easily when issuing a bid for proposal. The requirements of certification authorities are quite high. Those companies that already subjected to such inspections on a voluntary basis during the past year have an edge over competitors, since they can already present results and know the procedure. Apart from the continuous on-call duty, regular training or the observance of agreed response and MTBF-times have to be proven. These quality standards, of which Schrack Seconet has always been an advocate, will be adopted also internationally. For all

countries of the European Union the process of certification has already begun.

VDE 0834 – Standard for nurse call systems



© Schrack Seconet AG

This certificate is awarded by the Austrian Association for Electrical Engineering (OVE) and defines advanced standards for nurse-call systems. Whoever buys a certified product from a certified company will get a confirmation from an independent organisation that he has acquired a communication system with an all-inclusive solution and all the features required. Schrack Seconet is such a certified company and the first player on the Austrian market to get a product certification for its VISOCALL PLUS. "VDE 0834 prescribes regular inspections and function checks", says Edwin Fisar, Product Manager for nurse call systems at Schrack Seconet. "Only those companies that safeguard maintenance work at regular intervals may guarantee to their patients or home residents a system functioning around the clock and during the entire lifecycle of the system. The best product is of no use, if security features are not available due to lacking maintenance." Fisar is especially pleased with the title of the standard. It reads: "Call systems in hospitals, nursery homes and similar institutions". Thus it is clearly determined that also nursing homes are subject to this standard. The conclusion of a maintenance contract has a lot of advantages: With such a contract the responsibility from the standard is transferred from the customer to the contracting partner, and the customer will

always have a functioning system.

Also the VSÖ, the Austrian Association of Security Companies, confirms with the certificate of the Österreichische Zertifizierungsstelle für Sicherheitstechnik – ÖZS (Austrian certification body for security technology – ÖZS) that the market participants can put their trust in the quality and standard of the individual security technologies. "Naturally, maintenance is very important when it comes to alarm, video and access control systems" says Product Manager Andreas Piskorz. "Only in this way can full functionality and the protection of people and property be assured." The availability of a fault clearing service around the clock is of specific importance.

Unleaded detection in the EU

In the manufacturing of electrical devices toxic substances are used, in particular lead and lead compounds. These substances were not only harmful during the operation of the devices, but even after their disposal they still affected the environment due to their slow biodegradability and concretion in organisms along the food chain. On July 1, 2006, an EU directive entered into force intended to prevent the emission of lead and lead compounds and thus the danger to human beings and the environment.

This standard does not apply to security products. At Schrack Seconet however only unleaded components and soldering agents have been used in fire detectors since last November. For quality, security and health is very important to us.



© Hekatron

Schrack Seconet protects leading innovator Heraklith

Ferndorf, a picturesque village, is situated in the Drave valley, near Millstätter See. During the summer thousands of tourists are attracted to the south-eastern bay of the lake with the greatest volume of water in all Carinthia, and in the winter skiers choose the climatic spa as a starting point for their tours of the Nockberge, but it is not only tourism that is essential for Ferndorf but also the company Heraklith, the most important company of the community.

It was as early as in 1908 that the success story of Heraklith began. Still under the name ÖAM AG, an Austrian-American consortium, a procedure for the production of wood wool building panels was developed. In 1924 the company opened its parent company in Ferndorf, and three years later Heraklith AG was founded in the Bavarian community of Simbach.

In the 60s the wood wool building panels, also lovingly termed "sauerkraut panels" for



© Heraklith

their quite conspicuous outer aspect, became the most commonly used insulating material. As a real innovation leader, Heraklith did not rest on its laurels. Further unique insulation materials, which are being used all over the world, have revolutionised the building sector. At present Heraklith causes quite a sensation on the market with the first fireproof wood wool acoustics panels worldwide.

Who attaches so great importance to safety

and fire protection in their products will also set great store by optimum preventive fire protection. The successful cooperation between Heraklith and Schrack Seconet started already four years ago when the sector of the HAK plant was equipped with a fire alarm system. Since that time the responsible specialists for insulation materials always have resorted to the expertise of Schrack Seconet and together a comprehensive fire alarm concept for the Austrian model company was devised.

Without having to stop the operation, the system was installed under the management of Hardy Wohlfahrt. Since November 2005 the entire company has been optimally monitored by seven networked BMZ Integral in combination with 52 line heat detectors, 24 triple-infrared-flame detectors, two linear detectors, 460 optical smoke detectors and 93 push-button detectors. The system can be controlled via eleven sector control panels.

The highest degree of security for the most innovative bakery of Upper Austria

Juicy nut bread, crispy Wachauer Laibchen or freshly-baked apricot doughnuts – the traditional company in Upper Austria, Fischer Brot, is one of the largest and most widely-known bakeries in Austria. About 60 tons of bread, among them also the popular Mühlviertler sliced bread, are produced every day at the location in Linz and supplied all over Austria.

It all began in 1958 in a small bakery, situated in Kapuzinerstrasse, where Wilhelm Fischer and his wife Hildegard supplied the inhabitants of Linz with a variety of dainties. Soon the shop became too small. In 1962 the company moved into a former winery. One year later the family started its first fully-automated roll plant – a clever move, as became clear only a short time afterwards. For the boom of supermarkets and big stores, which rolled over Austria in the 60s, went hand in hand with a demand for larger quantities of bread. And Fischer Brot was well prepared for this situation – other than their competitors.

This innovative power had always been one of the factors for success of the bakery, which expanded even further in the next years. The guiding motto of the family company has always been

"Productivity and quality". The standard that the owners of Fischer Brot observe for their own products is also requested for their security technology. No wonder then that the decision was made in favour of the tailor-made individual solution from Schrack Seconet.

The 13,000 m² premises are monitored by a BMZ Integral and 250 detectors. In the production hall a total of 45 linear detector zones were installed to safeguard optimum fire protection. In addition the company premises are protected by a digital video monitoring system, a Secura intrusion detector control station, and the access control system SecurAccess, including escape door control and time recording system. "The great benefit of this security concept is that all systems are networked and therefore interact perfectly", says Project Manager Niko Paralís, who has implemented the project in record time, together with resident engineer, Klaus Miksch.



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It's the solutions that count!

F&C: Mr Kretz, Schrack Seconet kft., the Hungarian subsidiary of the Austrian high tech developer, Schrack Seconet is a booming success on the market. What do you think of your present market position?

Kretz: Well, we are very satisfied with our success. Still, we never forget to set new targets. At present we are number one on the Hungarian market. In Hungary we have ten large companies and quite a number of smaller vendors. In 2000 our target was to assume market leadership by 2005 and we have succeeded in doing so. Now we want to double our sales by 2010. And I am very positive that we will succeed in this feat as well.

F&C: What is the reason for this positive development?

Kretz: First, you need a good team. That of course is what we have here in Hungary. At Schrack Seconet kft. a staff of 45 work continuously to meet customers' requests. We offer high quality in service and very high expert knowledge. More than 40 % of my colleagues have a university degree. Friendship, cooperation and loyalty are no mere token words but everyday practice. We have been working together for 15 years and understand each other almost blindly. Just like the Old Boys Ferencvaros soccer team with the former international player Tibor Nyilasi, which is sponsored by us, presenting our logo on their breasts. "Security – reliability – trust!" That's our philosophy and this is also what we communicate to our customers. And, secondly, we can rely on the excellent products of our parent company, which we present on the Hungarian market.

F&C: What kind of products do you offer to your customers?

Kretz: First of all, I would like to point out that Schrack Seconet is not only about products but also about solutions. And this is exactly what holds such great appeal for our customers. They find themselves taken care of and are certain to get all-inclusive solutions. 80 percent of our business can be attributed to preventive fire protection. Fire alarm panels and extinguishing panels made by Schrack Seconet always are state of the art. A smaller portion of

sales stems from nurse call systems and in the field of video, access control and intrusions systems we are only just beginning.

F&C: What are the legal and economic framework conditions for your business in Hungary?

Kretz: Hungary has been a member of the European Union for two years now. Of course this means that many regulations, including those in the field of preventive fire protection, have been harmonised. We are profiting from the great importance that is attributed to quality and security, for our solutions and systems provide us with a marked competitive edge. Competitors often are not in a position to meet the high quality standards. When it comes to nurse call systems, hospitals unfortunately do not have the financial resources for the required adaptations in the field of quality and convenience. There is no lack of quality consciousness but unfortunately there is a lack of money. But I am sure that this will change as well.

F&C: How do you see the future?



The team of Schrack Seconet Kft.

Kretz: In the past fifteen years we have managed more than one thousand reference projects – both for private customers and for public authorities. This has helped us to build a positive image for ourselves. And we want to keep improving it in order to be economically successful. Thanks to our excellent products and our excellent team I am certain that we will be able to continue our success story.

Tamas Kretz, 43, was born in Villany, southern Hungary, and is a graduate from the Budapest Technical University as well as from Budapest University of Economics. He is married and father of two daughters aged fourteen and eleven and a son of six months. In his leisure time Tamas Kretz engages in sports, such as sailing and skiing, and in particular in classical philosophy and psychology „to find out more about human beings“, as he puts it.

SECOTIP

The Schrack Seconet Book Recommendation!

Michael Gwozdek
Economica
Lexikon der Videoüberwachungstechnik – Planung, Beratung, Installation
(Lexicon of video surveillance technology – planning, consulting, installation)

It is not only since the acts of terror and excess violence that video surveillance has become an issue. There is hardly a topic that is met with so much controversy. On the one hand, video surveillance stirs up the fear of the transparent human, while on the other hand it is expected to offer absolute security. But video surveillance technology is much more than a mere curse or a mere blessing. For it is a fact that it has taken up an indispensable place in almost all security applications.

And it is this unbelievable diversity of options that Michael Gwozdek's book "Lexikon der Videoüberwachungstechnik" is dedicated to. The guide covers all questions, from knowledge of the basics to detailed expert knowledge. The author explains over 900 technical terms in a

comprehensive and clear way. Over 200 illustrations give a clear picture of the broad spectrum of video surveillance technology. Checklists for individual project planning and a German/English glossary make the work complete.

The book "Lexikon der Videoüberwachungstechnik – Planung, Beratung, Installation" has been published by Economica and costs € 64. It is available at any major book dealer.





Multimedia Terminal.

Internet, Telephone, TV, Radio & DVD within easy reach.

Schrack Seconet's new, flat panel Multimedia Terminal makes a stay in hospital a diverse, informative and relaxing experience. Thanks to a DVD in socket, and telephone, television, teletext, radio, internet and reading light functions, the terminal is transformed into a multifunctional communications centre with astounding picture quality, which is easy to use, and which has a timeless design.

There is a name to communication in hospitals – SCHRACK SECONET.

Nurse Call

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