



The ALARMGRAM is a publication of Lexington Alarm Systems, Inc. Published quarterly to maintain an awareness of important safety and security issues that affect our customers, associates and friends.

THE ALARMGRAM

**Sales and Customer Service 781-275-4200
Toll Free 800-870-4204**

**24 Hour Central Station 781-275-4300
Fax 781-275-3141**

On Call...

There never seems to be enough room in the AlarmGram to answer all the questions we get or fill you in on all the changes that may be important to you, but we will try. In this issue of the AlarmGram, you will find extensive information on the very hot subject of television cameras as well as an update on the changes and new capabilities of wireless communication to the central station and beyond.



With the winter travel months upon us, we want to remind everyone to make sure we have current emergency contact information and the names of any caretakers or pet sitters who will be at your home while you are away. Testing your system before you leave is also a very important item to have on your get ready to go list. If you are due for your annual maintenance inspection, consider scheduling it before you go.

The statistics surrounding burglaries continue to indicate that most occur during the day in empty houses. While your personal safety is our highest priority, using your alarm system anytime you leave the house is a very valuable habit to be in. As always we are here to help you assess or enhance your alarm system should your needs or lifestyle change in any way.

Very truly yours,

Donald W. Martini President

The Real World Is...

In the Real World, communication is key. Today we expect speed, clarity, content and intelligent communication as the norm. This is true in everything we do and we have high expectations that it be seamlessly integrated into our lives. A perfect example of this is smart phones.

From the security system point of view, there are two elements of communication that have evolved into new levels of performance. The first is a systems' ability to communicate with the central station and the second is the users ability to communicate with their system. Central station communication is now offered within the alarm industry using Internet based cable service or by using a Wireless Alarm Radio. The Real World is, if you are depending on a piece of cable as the signal path for your security alarm, you are exposed to the same risks as alarm systems from the 1980's. Simply put – cable can be cut.

The second element of communication is the capability of an owner to operate their system remotely. Until recently, the ability to retrofit older security systems with remote capability was very limited. But user demand has caused the development of full function Alarm Radios that can be easily connected to systems that are ten or fifteen years old. This smart phone based app is known as Remote Alarm Management.

There are many benefits to the use of an Alarm Radio besides the high degree of security and safety it provides. Alarm Radios allow Lexington Alarm to make downstream adjustments to your system, known as Electronic Service Calls. Additionally, we can offer you remote connectivity via a smart phone or other web enabled devices. There is no need for a phone line when using an Alarm Radio, which may result in significant savings. The Real World is.... Secure wireless communication is evolving as the backbone of comprehensive alarm systems now and for the future.

For more information, please visit our web site @ LexingtonAlarm.com.

The LexingtonAlarm Mission

To provide peace of mind to our residential and commercial customers by designing custom security, safety and environmental systems that are installed, monitored and serviced to the highest professional standards.

Should I Install Cameras?

This is a question we hear on a very regular basis these days -and with good reason. Television camera technology has advanced very quickly in the past few years and the installation of cameras has become much less costly with dramatically improved results. Cameras range from very simple "set it on the counter" plug and play kits, to comprehensive high quality multi-camera systems with image storage and remote viewing on a smart phone or tablet. The quality of the images, number of cameras, difficulty of installation and associated costs are all factors that need to be considered to make an effective selection of a camera system for your home or business.

With this range of options, here are some thoughts on how to determine what is the best fit for your situation:

First and foremost, keep in mind that most cameras can not think. You point it, adjust it and that's it. Except for specialized camera systems, unlike your eye, cameras cannot see an object, bring it into full view and follow it across the parking lot. Also, keep in mind that a camera may well give you an excellent picture of someone you do not know, with a hooded sweatshirt pulled up over their head, loitering near your car. It is important to consider if that small amount of information will be useful to you. What the camera sees is what you get. And lastly, unless it is a very specialized camera in a controlled application, most cameras will not be able to clearly see a license plate.

Having said that, cameras do provide a great deal of live information as well as archived images of an activity or crime. A thoughtfully engineered camera system is able to follow an intruder out of one camera view and into the next, providing an excellent track of what occurred. The simplest camera system allows you to see who is there before you open the front door.

Determining the best fit starts by deciding what the purpose of the system is; what do I want to see? Your purpose might be as simple as watching the children in the back yard. Or as a business tool, a camera system might allow you to better manage your business when you are not there or manage multiple locations more effectively. As a safety tool, a camera system may watch high risk-of-injury activities or be used to monitor loading dock and inventory transfer operations. The possibilities are endless, however, the purpose needs to be clear.

After the purpose has been established, a review of the possible camera locations is made. This assessment takes into account the subject area, the field of view, day and night lighting, camera locations and installation methods. From that information, the number and type of cameras can be determined, which then indicates the size of the recorder and the amount of memory necessary to support the system. The resulting plan can then be priced with camera quality options as determined by the importance of the images required and desired results.

Lexington Alarm specializes in comprehensive engineered cameras systems. Let us know if we can assist you in the design or installation of a camera system for your home, business or other special situation.

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We're Glad You Asked

Q. Can you install and monitor an alarm in my 2nd home?

A. In many cases it is much more convenient to have one point of contact for all of your security needs. We install and monitor alarm systems in Maine and New Hampshire as well as the Cape and Islands for our customers' permanent or seasonal homes. These systems typically focus on intrusion detection, fire safety and temperature monitoring. Call today for more information.



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