

Poor security information has serious consequences

Competition-bashing by players in the physical barrier industry may be influencing local residents to make crucial security decisions based on incorrect information. This could have dire consequences for those who believe that they have done all they can to keep their homes and families safe from intruders, says Matsapha businessman Ian Salt of Swazitronix.

"Some manufacturers out there are making claims about their products that are outdated or uninformed," he said, "and consumers are being misled into purchasing products that may not suit the job for which they were intended," he said. Salt is the Swaziland distributor of Trellidor products, which have become a household name in the world of barrier security.

Of most concern are claims that products are 'A rated' or have "international certification."

"This is a common claim in many countries across Africa," says Salt. "The A-rating refers to the South African Insurance Association (SAIA) Approved certification and rating for security barriers, which actually fell away in February this year and is no longer valid."

"Trellidor manufactures the only sliding physical barriers to have achieved international certification through the UK based LPCB (Loss Prevention Certification Board). Consumers must be aware of this and ask for proof of international certification from potential suppliers."

Criminals will often try to get through security gates by breaking the locks, so those in the market for barriers need to be aware of all their options.

There are a variety of locking systems available, each with its own unique features. "Trellidor has patented its deadlock and slamlock systems," said Salt. "Trying to break our lock cylinders will not allow criminals access through the barrier."

In fact, the more strain they put on the system, the tighter the drawbolts pull together and more impossible it is to break through."

Double locking points are also a contentious issue. Trellidor has two locking points at the top and bottom of the cylinder which are locked at the same time by using one key point.

Other security barriers use two locking points, maintaining that this makes it doubly difficult to break through. Problems arise, however, if citizens have to get out of their homes in a panic.

Trying to unlock two key points if the home is on fire or criminals have gained entry to the home and the owners have to escape may prove difficult. They also use a hook lock system, which is nowhere close to being as strong as a drawbolt system.

"Claims that Trellidor uses plastic runners and wheels are wholly false," said Salt. "Trellidor use Nylon 6, which is used in airbags, wheel castors, industrial power tools and motor car parts because of their superior impact performance, durability and resistance to going brittle. In other words, the best of modern technology, that has the added benefit of ensuring that the security gate slides smoothly and quietly."

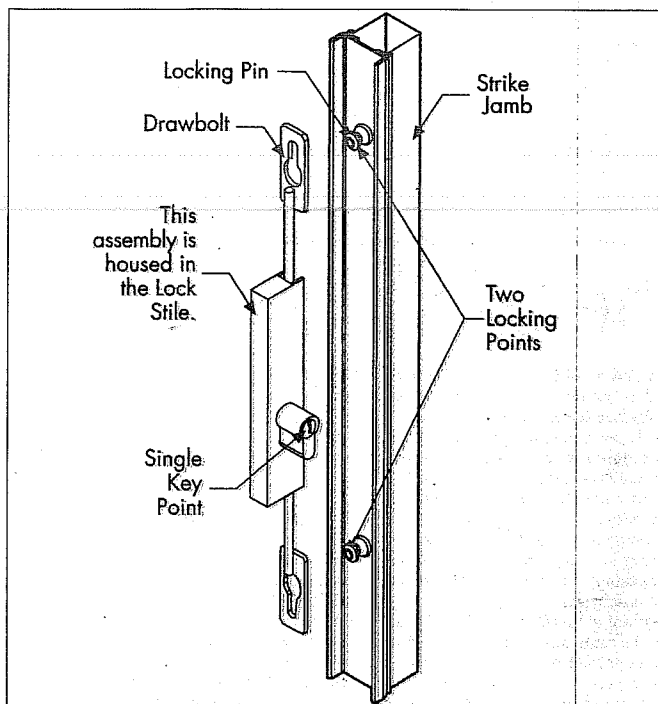
A security gate's vulnerability to being leveraged opened is also hotly contested. The more rigid the material used, the more likely it is to snap when consistent pressure is applied.

A single bar system may not assist burglars to gain leverage, but a double bar system using roll formed U-channels designed to be flexible won't break with the increase in pressure from the burglar's tools.

"One of the most important factors when choosing a security gate for doors or burglar guards for windows is reliability," notes Salt. "Ask your supplier questions like how long is this product guaranteed against rust? Is the workmanship and manufacturing guaranteed?"

And will this company still be around when I'm faced with an emergency?"

"Trellidor has been the leading manufacturer of barrier security for over 30 years and is well-known for professional after-sales ser-



A model of the Trellidor product.

vice. We have distribution networks worldwide as well as throughout Africa and will always be around to protect people from criminals."

Trellidor security consultants offer free security assessments to home and business owners. The point is not to give a hard-sell on Trellidor products, but to offer constructive advice on how to develop a strategy to prevent break-ins.

This includes a multi-layered approach

from physical barriers to burglar alarms and armed response. "We are happy to discuss the merits of different options, even if we don't make a sale," says Salt, "as crime is a serious business and protection of citizens should be a priority for all in this industry."

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