

## Simon Reeve's Security Blog – October 2009



Hi all and thanks again for checking in for this, the 4<sup>th</sup> edition of my blog. As we at RISCO Group UK Ltd aim to improve our service to you, our customers we have had a bit of a change around. This change will mean that for some of you this is the first of my blogs you have seen, if this is the case check out past editions by clicking: [Past Blogs](#).

This year has been very busy for us and like you every day offers a new challenge, my aim is to keep you informed of new products from RISCO Group UK Ltd which can help you overcome issues and make money.

I have again taken some of my thoughts and condensed them into my blog in the hope of providing you with some inspiration and as always if you have anything to share, please send an email to me at [simon.reeve@riscogroup.co.uk](mailto:simon.reeve@riscogroup.co.uk) or call me at anytime on 07970 110021.

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### **Agricultural & Plant Theft Increase**

In a recent news story I heard that the theft of Tractors, JCB's and quad bikes are on the increase as a result of the recession. One news story claimed a rise in thefts up almost 150% with a total of 184 tractors worth an estimated £2,000,000 stolen in the past 12 months as well as 911 trailers and 849 excavators.

With this type of crime being seen as a "Low Risk – High Reward", protection is needed and focus on these issues can not only reduce crime but also lead into a new market place for many installers.

Some of our customers have previously used a stand alone "SiteGuard" kit from RISCO consisting of a stand alone GSM/GPRS communicator with a wire free Nova IV receiver, external PIRs and vibration detectors to give a local text or email alert to a site manager, security guard or farmer.

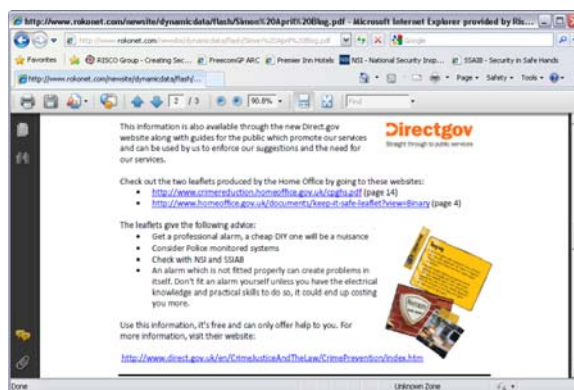


With kits available from £200 plus VAT, this new revenue stream may be worth looking into – Let me know if you would like further information.

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### **Thanks for the feedback**

In the last issue of my blog I focussed on ideas to increase business as the media seems to insist on scaring everyone into a recession, this resulted in some really good feedback from customers that have looked at these ideas and pushed on with them finding a good measure of success.



For my new audience I wanted to refer back to these tips in the hope that you can achieve similar success. Click [April Blog](#) to check out the ideas.

## SSAIB & NSI Meetings

With the release of a new product we have been sponsoring a number of events throughout the UK and Ireland this year including the regional NSI & SSAIB meetings. We are very proud to sponsor these events and to be given the opportunity to showcase our latest solutions including the new ProSYS Touch Screen Key Pad and innovative BUS detectors!



Please join us if any remaining meetings are local to you to show your support and pick up further information on our new solutions, if you can't make it – let me know and I'll get over to see you when it's convenient.

14 <sup>th</sup> October	SSAIB Meeting, West Midlands Region	Walsall
15 <sup>th</sup> October	SSAIB Meeting, North West Region	Manchester
26 <sup>th</sup> November	NSI Meeting, Midlands Region	Solihull

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## BSIA 21CN Update

A vast amount of confused questions have been fired at me during the past 6 months regarding BT's planned rollout of network improvements branded as 21<sup>st</sup> Century Networks or 21CN.

We have tried to ensure that all companies are kept up to date with our developments and that you can all go forward, knowing which equipment from RISCO Group UK Ltd meets the required specification and which parts will need attention.

To further confuse matters, BT announced a few months ago that the staged and progressive rollout would be cancelled and that upgrades will happen on an ad-hoc basis where demand for improved service and equipment upgrades exists. This means that the next area to be upgraded could be yours and that this could happen without your prior knowledge – The time to act is now.

To aid with this I have gathered together some good sources of information which are freely available from organisations like ours and the BSIA, please check out the links below.

[RISCO 21CN Pages](#)

[BSIA 21CN Pages](#)

[21CN Test Results](#)

[BT PLC 21CN Pages](#)

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## Contact Us! – We're here for you anytime

I hope that my rant has proven somewhat useful and I will update it in the New Year (possibly with more hyperlinks as I have now learned how to utilise these), thanks for your feedback and please let me know if you have anything you would like me to add to my growing blog!

If you require any further information or wish to contact me please do by either:

Calling 07970 110021

E-mailing [simon.reeve@riscogroup.co.uk](mailto:simon.reeve@riscogroup.co.uk)

Or by contacting your local branch