



PELCO SELECTED TO SAFEGUARD

by Wendy Revell, Contributing Writer





Tucked along the eastern coast of the United States, the New Bedford, Fall River and Gloucester State Piers in Massachusetts are among the world's most well-known and historic working seaports. From Herman Melville's *Moby Dick* to Sebastian Junger's *The Perfect Storm*, the piers' history is tied to some of America's most dramatic stories. Now, the installation of Pelco's sophisticated surveillance technology positions the ports to continue their vital role in global commerce, as they have since the 1600s.

MASSACHUSETTS' HISTORIC SEAPORTS





SECURING U.S. TRADE AND TRAVEL

After the events of 9/11, the Massachusetts Seaport Advisory Council sought to improve pier security in order to better protect the flow of trade and travel that is essential to the U.S. economy. Kristin Decas, Deputy Director & Program Manager for the Seaport Council, said that as security has tightened at the nation's larger port facilities, the smaller ones have become more vulnerable. Decas developed the application to receive grant funds from the Federal Office of Domestic Preparedness, and oversaw the procurement process.

work had been done as part of the grant application process, on-site work began in August 2005 and was completed in October 2005. The project required more than 500 dedicated man-hours.

At each of the three state piers, land and waterside areas are monitored using a variety of Pelco cameras selected to suit the particular needs of each location. These include Spectra III Integrated Dome Systems, G2500 Series Image Paks, and Esprit Positioning Systems. DX8000 Digital Video Recorders at each site provide recording, storage and playback-on-demand capabilities. The

24-hour monitoring for all marine vessels entering and exiting the ports, as well as all vehicles entering and exiting the facilities."

NEW BEDFORD STATE PIER

This New Bedford deep-water port can accommodate large ships and freighters, which increases the potential for terrorist activity. Video security coverage includes a wireless connection across the harbor on a dyke that is managed by the Army Corps of Engineers. The wireless connectivity is enabled by a combination of Motorola canopy radios, PelcoNet transceivers, with NEMA-4 rated enclosures and Pelco power supplies.

Hardwired cameras, including Spectra III dome systems, provide surveillance of pier activity, and include coverage of the newly constructed Martha's Vineyard High Speed Ferry Terminal. The Army Corps, U.S. Coast Guard, U.S. Customs, Massachusetts State Police and FBI all have networked, password-protected access to the camera systems.

Rick Cunio, Pier Manager of New Bedford State Pier, oversees all logistics, operations, maintenance and security for the busy facility that houses multiple ferry services, oil transfers, charter party cruises and commercial

"The greatest concern the Council sees with respect to port security is the ability of the ill-willed terrorist or criminal to access the U.S. via one of our smaller international ports and cause harm. The new surveillance equipment helps mitigate this vulnerability by giving the sites 'eyes' 24 hours a day."

THREE-SITE PROJECT REQUIRES 500+ MAN HOURS

Subsequent to a formal bid process in 2005, Crimson Security Group was awarded the contract for the three sites. In addition to the video security system, the \$360,000 project called for security fencing and automatic gates with card access. While some planning

16-channel units offer a full terabyte of internal storage.

"There are literally billions of dollars in goods and commodities that are transported and stored at the facilities," said Richard L. Cogliano, President of Crimson Security Group. "We developed a system that allows for



shipping operations. Cunio reports that since the camera installation, they've been able to identify several incidents with law enforcement, track vessel movements, and even address such issues as doors being left open.

"The Pelco product line is state of the art," he said. As Pier Manager, Cunio values the deterrent aspect the cameras also provide and wants people to know that they are under constant surveillance. "Because the cameras allow us to track and watch multiple areas, if one camera doesn't catch you, the other one will," he said.

FALL RIVER STATE PIER

This historical port is a working cargo and fish port, and home to Battleship Cove National Park, the State of Massachusetts' official memorial for 9-11 and WWII, Korean, Vietnam, and Persian Gulf Wars. The facility is open 362 days a year and is toured by thousands of visitors eager to explore what is considered to be the world's largest and most diverse collection of historic naval ships.

At Fall River, high winds and inclement weather again presented challenges. Crimson mounted Pelco Esprit integrated positioning camera systems with wipers on the port's protective

dikes. These cameras transmit video through CAT5 cable to a PelcoNet Transceiver located in a NEMA-4 rated enclosure with power supply. The signal is then converted within the PelcoNet unit and sent digitally through Motorola Canopy radios to back haul units across the harbor and on to the system's DVR and monitors.

GLOUCESTER STATE PIER

Considered by many to be the most historic fishing port in the U.S., Gloucester remains very active. The area is working to diversify its economy by expanding the port's use by commercial cruise lines. A new cruise ship terminal is scheduled to open in Fall 2006. Providing continuous and reliable security is essential for the tourist market, and Pelco's legendary customer service figured prominently in Crimson's selection of the Pelco product line.

CRIMSON SCORES HIGH WITH SEAPORT COUNCIL

Crimson Security Group specializes in

integrated and networked physical security solutions using innovative technology. The firm's clients range from large private businesses and municipalities to individual homeowners, and is an authorized vendor for the State of Massachusetts.

Decas, of the Seaport Council, is very pleased with Crimson's execution of the contract at New Bedford, Fall River and Gloucester State Piers.

"Crimson provided quality, timely service from sales to installation," Decas said. "Company president, Rich Cogliano, provided top-of-the-line service. They were responsive to our needs and met tight deadlines without compromising the quality of the job."

For his part, Cogliano says that Pelco plays an important part in his company's ability to deliver top-level service to customers. "We use Pelco products because they offer cutting-edge technology, reliability and product support," Cogliano concluded.

"Because the cameras allow us to track and watch multiple areas, if one camera doesn't catch you, the other one will."