

SAY CHEESE!

PELCO MONITORS THE
HILMAR CHEESE COMPANY





It makes sense that the world's largest manufacturer of video and security systems is the choice to secure the world's largest single-site producer of cheese and whey products. The Hilmar Cheese Company depends on Pelco to protect employees and visitors, monitor its state-of-the-art manufacturing facilities, and ensure the safety of the cheese and whey products that are distributed to more than 40 countries around the world.

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Headquartered in Hilmar, a small central California community that inspired the company's name, The Hilmar Cheese Company makes cheddar, jack, colby, mozzarella and Hispanic cheeses used in food service, ingredients, retail and the restaurant/fast food industry. Hilmar Ingredients, a division of Hilmar Cheese, also produces whey products used in food, infant formula, and pharmaceuticals.

Hilmar Cheese's sprawling 88-acre campus can be seen from miles around. Large industrial buildings and towering silos dot

the cornfields that surround the plant. From a distance it could easily be mistaken as an average manufacturing facility, but when standing in front of the main entrance it is clear that Hilmar Cheese Company is more than just a plant – it's also a tourist destination.

Rustic architecture, beautiful landscaping and a towering waterfall greet guests upon their arrival. Visitors walk pass a Pelco Spectra Positioning System as they enter the gift shop and café to sample artisan cheeses and shop for gift baskets

and the popular visitor center. "We need to protect our product, our people, and our property," says King. "We have security guards on site, but we also use our Pelco system to monitor and react to events. Cameras are great witnesses because they never lie."

King is working with Josh Ciccarelli of Security System Solutions to expand and update the Pelco system that guards the Hilmar Cheese Company's California headquarters. The system includes a wide array of Pelco products including Spectra IV Positioning Systems, DX8100 Digital Video Recorders, DX4000 Digital Video Recorders, and CC3751 high-resolution color cameras. "There is no comparison between Pelco and the other systems on the market," says Ciccarelli. "With the features and options of the DX8100 and the durability of the camera systems, Pelco stands out far above the rest."

While security was the motivation behind installing the Pelco system, King says they also use the cameras to improve efficiency and protect against liability. Dispatchers can access cameras at the docks to keep track of trucks moving product in and out of the storage facility. They also use cameras to watch the hundreds of trucks that deliver more than 2 million gallons of milk every day. King says that because the process of unloading the milk and cleaning the trucks is very physical, "our cameras in the milk bay are great witnesses for any injury claims or equipment problems that may arise."

About 25 Pelco cameras are strategically located throughout the campus. Security operators can view all of the cameras via a network connection from the guard station. Because of the size of the facility, Ciccarelli uses PelcoNet IP network video transmission for some cameras, allowing him to leverage the existing Ethernet network infrastructure to stream live video. According to Ciccarelli, PelcoNet saves installation time and expense without sacrificing image quality. "You can't tell the difference between the cameras connected with PelcoNet and the other cameras in the system. The picture looks great."



ABOVE: From the guard station, security officers keep watch over the 88-acre campus.

or souvenirs. Several Pelco fixed cameras keep watch as visitors pass through the gift shop to the education center and banquet hall located upstairs. From a window on the second floor, guests can look down upon a manufacturing floor, where employees work around the clock to produce massive 640-pound blocks of cheese. The view from the window gives visitors a small glimpse at the impressive manufacturing operation found behind the visitor's center.

As the security manager for the Hilmar Cheese Company, Scott King utilizes a complete Pelco video security system to help guard both the expansive plant

"I've been extremely happy with our Pelco system," says King. "That's why we have decided to also use Pelco in our new plant in Texas." Hilmar opened the second manufacturing facility in Dalhart, Texas last year and King says the Pelco system delivers outstanding performance, even in harsh conditions. "They deal with a lot of wind, extreme heat, and rain, but every Pelco product we've installed out there has performed great."

Together these two plants produce 1.9 million pounds of cheese and more than 500,000 pounds of whey protein and lactose powder every day. The manufacturing plants operate 24-hours a day in order to meet demand. Ciccarelli says the Pelco system provides excellent security around the clock. "We love the day/night performance of Spectra IV positioning systems and the CC3751 fixed camera with ultra sensitive low light." King agrees, pointing out that he has used the system to clearly identify people walking through the parking lot in the middle of the night.

When asked why they have chosen Pelco, King points to the reliability across the product line. "We have had zero problems with the DX8100," he says as an example. "It is a robust unit that does everything we need." Ciccarelli agrees that the Pelco system protecting Hilmar Cheese has proven to be very dependable, but adds that the 100% customer satisfaction guarantee is also a significant benefit. "One huge reason why we choose Pelco is because of the warranty and support we receive from Bryan Quesinberry, our Manufacturer's Representative. He is always there for us."

With plans in the works to expand the facilities in both Texas and California, Hilmar is committed to integrating Pelco systems in new buildings, adding additional cameras to existing buildings, and upgrading some existing recording and monitoring equipment. The combination of innovative products, dependable performance, and world-class service make Pelco the ideal choice for protecting The Hilmar Cheese Company.



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