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Pelco Secures World's Largest Water Sport Boat Manufacturer

by Gena Pratt Johnson, Contributing Writer

When Malibu Boats in Merced, California, needed a top quality security solution to protect their hundreds of thousands of dollars worth of boats awaiting shipment, they turned to Pelco and Protech to secure their peace of mind.

"Having the Pelco video system is a great preventative measure and makes people think twice about entering our property illegally," explained Randy Woods, Production and Plant Manager for Malibu. "We have come to rely on Pelco to help protect our property and our business."

The installation was implemented at Malibu Boats' worldwide headquarters in Merced. This manufacturing facility encompasses an enormous 86,000 square feet, all under one roof and is located adjacent to the Merced Airport in the San Joaquin Valley. The California plant, one of three Malibu manufacturing plants worldwide, also has a three-acre test lake that is used to give every Malibu boat a 30-point, quality assurance, shake-down cruise.

Malibu – the largest manufacturer of competition water sports boats in the world – is a longtime customer of Protech. With offices in both Merced and Modesto, California, Protech is an electronic security, burglar, fire, CCTV, and Access Control company. When it came time for Protech vice president Mark Schrieber to choose products for

this installation, the decision came easily. With 30 years of experience in the security industry and familiarity with Pelco products, he knew where he could turn to fulfill Malibu's video security needs.

"The customers needed video security to protect their high-value, newly manufactured boats [that are] stored outside while awaiting shipment, as well as to watch over [the company's] shipping and receiving areas," Schrieber said.

The installation replaced four outdated cameras and a VCR system with two Pelco DX8000 digital video recorders, six Spectra III integrated dome positioning systems, and three Pelco 5100 Wide Dynamic Range cameras that

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Malibu Boats Sets the Bar

Malibu Boats was founded in **1982**, building 100 custom ski boats in a small shop and has now grown to be the world's number one manufacturer of water sports boats.

Malibu has won more Product Excellence Awards from industry experts than all of their competitors combined, including an amazing **13** Boat of the Year Awards.

In **1997** General Motors enlisted Malibu Boats to build the Corvette Limited Edition Ski Boat, a task that resulted in an engineering marvel that set new standards in ski boat design.



malibu

For more information on Malibu, please visit www.malibuboats.com

incorporate advanced SIMD technology. The SIMD imager used in the 5100 series determines the image exposure pixel-by-pixel, essentially operating as over 388,000 cameras to make problems with extreme lighting conditions a thing of the past.

The exceptional image quality and immense storage capacity of Pelco DX8000 DVRs made them a perfect choice for this installation, meeting Malibu's needs by ensuring quality images with up to 1 terabyte of internal storage capacity. Mounted on the exterior of the complex, the Spectra III units also deliver quality video coverage of the three buildings, each of the plant's entry points, and most importantly, the boats themselves.

Malibu's California manufacturing facility produces an average of 10 boats per day and regularly has 30 to 40 boats awaiting shipment. With the average

MSRP on a Malibu boat at \$45,000, a top-quality video security solution was a vital investment.

"The system is essential in securing our new boats that are waiting to be shipped as well as our receiving area. It watches key parts of our business, helping protect us with the high-quality system we need. We needed to know that our assets would be safe, and Pelco products have delivered that peace of mind," Woods said.

The two-phase installation done by Protech took about 75 hours, and was completed mid-February of 2006. "Everyone at Protech has been great. Throughout the entire installation they have been incredibly helpful and very professional," Woods said. "The overall process was painless and went very smoothly. There were no interruptions in production at all, and the system is working great."

