

## Senstar LM100 hybrid perimeter intrusion detection and intelligent lighting system preventing theft at Aim Marine

After two break-ins in which thousands of dollars worth of motors were stolen, Aim Marine Owner and General Manager David Scott knew he needed to upgrade security.

Located just outside Ottawa, Canada, Aim Marine is a boat and motor sales and repair business, as well as a winter storage facility. Its property includes a shop and an outdoor yard. A four-camera alarm system protected the inside of the shop, but after the break-ins in which intruders cut holes in the fence, perimeter security became a priority.

“Theft is an epidemic in the (marine) industry right now,” David said. “The group involved (in the thefts at Aim Marine) was highly organized. They knew exactly where to enter to avoid being seen, they knew how to disconnect wires and remove motors without damaging them, and they were prepared to transport the motors which weigh about 500 lbs each.”

As a first step, David upgraded his camera system to include outdoor cameras which send him alert emails when motion is detected. Beyond that, David hadn’t really considered other options. When someone mentioned a fence-mounted perimeter intrusion detection system (PIDS) could add another layer of security to the 235 m (771 ft) fence surrounding the yard, David started to do some research.

### Customer Profile

Aim Marine is a boat and motor dealership which has been operating in Carp, Ontario since 2009. Aim also specializes in repairing, reconditioning and restoring motors, and provides winter boat storage.

“My initial impression was that these systems were cost-prohibitive for a business of my size,” he said.

But when David came across Senstar, he learned there are simple and affordable options for small sites.

Since lighting was a requirement for Aim Marine, David selected the Senstar LM100 hybrid perimeter intrusion detection and intelligent lighting system.

“The fact that Senstar technologies are also used by electrical utilities and military sites, I felt secure that they could protect my business.”

David Scott, Owner and General Manager, Aim Marine

Combining two key security functions in one cutting-edge product, the Senstar LM100 acts as a powerful deterrent against intruders, detecting and illuminating them at the fence line.

In operation since May 2018, David said he is 100% happy with the LM100.

“The installation went perfectly,” he said. “And it’s worked from day one.”

The LM100 lights come on at dusk at Aim Marine and luminaires are programmed to strobe when an intrusion attempt is detected. If this happens, David is sent an alert via email and he can look at his camera feeds to see if an intrusion is in progress.

Since the LM100 has been installed, there have been no thefts at Aim Marine, and David is convinced the lights play a major role in deterring intruders.

“Absolutely the LM100’s got something to do with it,” he said. “This place is pretty desolate on weekends and at night.”

David also feels the previous break-ins wouldn’t have happened if the LM100 had been installed at the time.

“Had the lights been there (the intruders) would have been deterred,” he said.

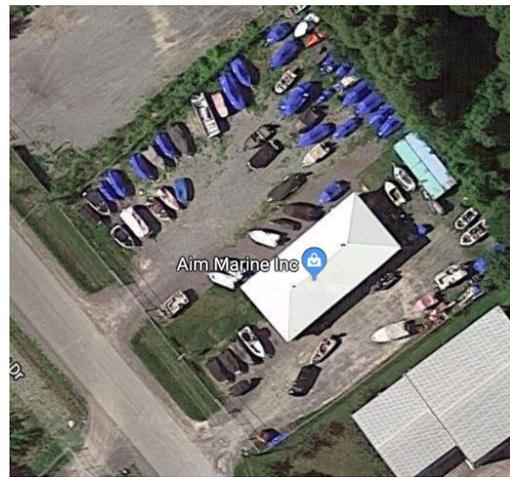
### #\$ IT’S IN THE NUMBERS \$\$

Along with paying over \$2,000 to fix the fence after the break-ins, David’s insurance deductible for the property doubled to \$5,000, along with the addition of another \$5,000 deductible for stored customer property .

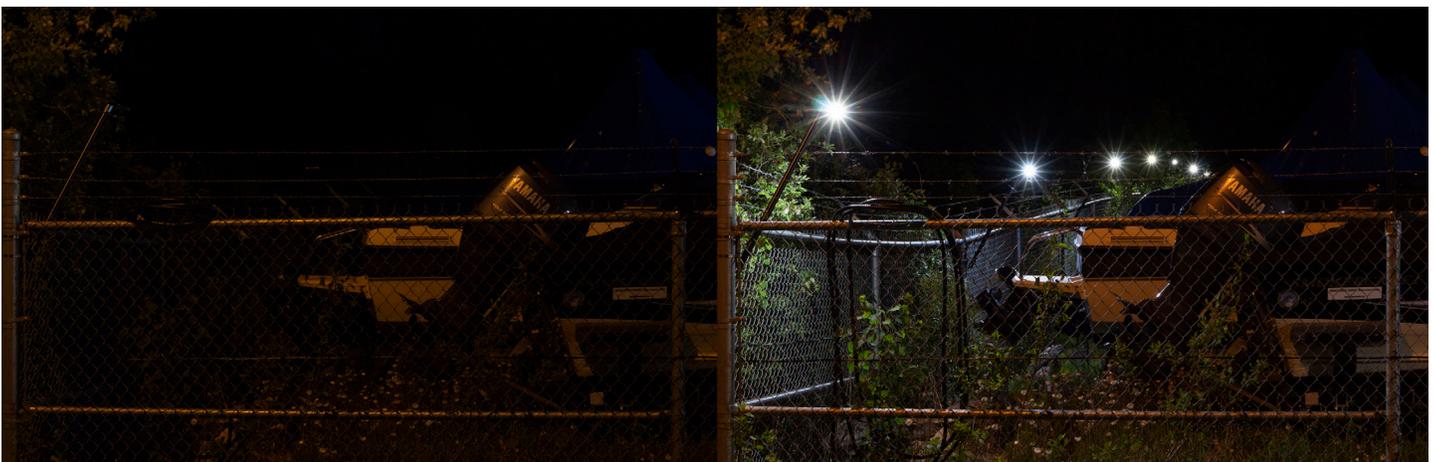
After the Senstar LM100 was installed, deductibles returned to their previous levels.

**Repairs + deductibles = Cost of Senstar LM100**

The system pays for itself!



Aerial view of site



This split screen image shows the difference the Senstar LM100 makes lighting the fence line

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