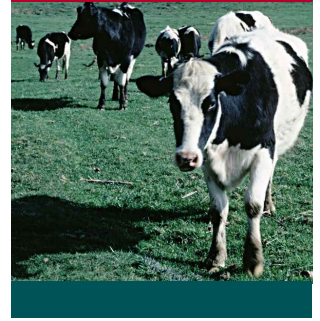


Customer Case Study



TeamTalk's AlarmLink product is providing vital remote monitoring for a Taranaki Dairy Farmer

Mark Gatenby runs two large dairy farms in the Taranaki region. With more than 600 cows to milk twice daily, his operation is expansive and employs a number of staff to help him on his home farm, as well as his second farm, several kilometers away.

The Challenge

Because Mark doesn't live on his second dairy farm, it has been hard to monitor the people who are accessing it. For more than nine months, Mark was the victim of theft and sabotage of property and equipment on the second farm, to the tune of \$25,000.

"Individually, the incidents are small, most being well under my insurance excess, but collectively, they have really added up and it's hurting me. If I can't keep an eye on it, I might as well sell up." said Mark. He looked around for a security solution that could monitor the remote farm sheds and pumping station where the incidents were occurring.

Our Solution

Mark discussed his need with local security installation dealer, Graham Lynch, who could see only one solution to Mark's security problems. "The main crime scene is a tiny remote shed, with no telephone connection and too far from the road for a land-line to be cost effective to install. So I immediately thought of AlarmLink. With no landline, AlarmLink is really the only option," said Graham.

Mark had an AlarmLink transmitter installed in the shed, monitored 24 hours a day by a security company. Graham says it's been one of the more unusual security jobs he has worked. "We are talking a 3 x 3 metre shed here. It's got to be the most expensive shed like it in New Zealand!" To complete the project, Graham will be installing AlarmLink-supported motion sensors on access roads.

The Benefits

- Cost effective. "It wasn't cheap, but in the last two months since I had AlarmLink installed, I've suffered no losses, which means it has already paid for itself," said Mark.
- Peace of mind. "I don't have to be onsite all the time. AlarmLink enables me to sort out any problems remotely, which gives me time to get on with my other work."
- AlarmLink works anywhere. Including farm sheds in remote locations, there's no need for expensive landlines.



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Mark Gatenby, Taranaki Dairy Farmer

TeamTalk
HOW WORK GETS DONE

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