



DISTRIBUTOR AND INSTALLER BROCHURE

Your guide to security fog



Thank you for your interest in working with Concept Smoke Screen. You've taken the first step towards being part of a movement to create a better, safer world for everyone.

Concept Smoke Screen systems have been in service for over 35 years and have protected many millions of pounds worth of property, defeating criminals and securing premises on an almost daily basis. In this brochure, we'd like to explain exactly how we do this, and how you can join us in helping make our customers' homes and businesses safer and more secure.

Inside you will find a guide to our incredibly sophisticated and versatile security fog generators, which are born from years of development and refinement, and are designed to make it easy for our customers to protect what matters.

If you'd like more information on our products and services, get in touch today.

A handwritten signature in black ink, appearing to read 'M. Gilmartin', with a long horizontal line underneath it.

Matt Gilmartin, Managing Director





01

SAFETY AND SECURITY FOR EVERYONE

Our vision

We believe that everyone should be able to feel safe and secure, whether at home, at work or out and about. That's why we dedicate ourselves to providing a feeling of safety for as many people and businesses as possible. We aim to give our customers total peace of mind and confidence that their Concept system will always protect what matters to them.

Our aspiration is to reduce intrusive crime and violent acts primarily through our technology, but also by collaborating with like-minded customers, organisations and initiatives in every area in which we work.

Ultimately, we want to see our technology and efforts become obsolete by working towards a crime-free society that does not need us.

Our core values

**Be
outstanding**

Drive

We move forward with energy and purpose. It's not about being okay – it's about being outstanding.

**Make the
world a
safer place**

Passion

Our passion for making the world a safer place drives us to create the most innovative solutions and to fulfil our promises to our customers.

**Collaborate
for the
best ideas**

Teamwork


We listen, understand and collaborate on ideas to create the best solutions for our customers.



**Support
communities**

Social conscience


We are committed to educating and supporting communities with the aim of improving lives and reducing crime.



**Celebrate
our success**

Enjoying what we do

We celebrate our successes, and enjoy and value the work we do.



**Push the
boundaries**

Continuous innovation

We are always striving to push the boundaries to provide the most intelligent and innovative anti-intruder systems.

Why join us?

Congratulations on taking your first step towards joining the Concept Smoke Screen team.

Our vision is to make the world a safer place for everyone, and we're dedicated not only to providing our customers with the best, most effective security devices in the industry, but also to working with organisations, charities, authorities and institutions across the world to help reduce the causes of crime and poverty.

By joining this initiative, you will become a valued member of a global team of highly motivated people with a shared vision to improve people's quality of life all over the world.

We don't just want to make security systems that protect goods and property, we want to give people total peace of mind about every aspect of their lives. We work actively towards innovating new technologies, promoting methods of crime reduction and finding new ways to support our customers.

This means we're dedicated to providing the best possible customer service, as well as technologies that go above and beyond our security fog generators to provide enhanced connectivity, complete control and monitoring that protects our customers 24/7.

As part of our team, you can take advantage of our extensive knowledge and experience, drawing on decades of research, engineering and development to bring the very best security technology to our customers.

In exchange, we expect you to uphold our vision and values to give our customers the best experience, and strive to make the world a safer place in everything you do.

Becoming a distributor

As an official Concept Smoke Screen distributor, you will sell and promote Smoke Screen products through your own business, and bring our industry-leading technology to even more customers.

We're constantly innovating and designing new crime reduction solutions to keep our customers safe. By working with us, you will gain access to our wide range of advanced security products, as well as all our knowledge and experience with which you can help guide and support your customers.

To enquire about becoming a Concept Smoke Screen distributor, either call us on **+44 1205 821111** or visit **www.smoke-screen.com/contact-us**.

Becoming an installer

As an accredited Concept Smoke Screen installer, you will be given everything you need to set up our advanced security fog generators for our customers.

You will be trained in the use and installation of our fog generators so that you have all the expertise required to provide our customers with the best possible service. As an expert member of our team, you'll be able to inform our customers about how our products work and the best ways they can help keep their home or business safe.

We seek to support our customers beyond installation, giving them everything they need to ensure their Smoke Screens continue to function efficiently, so that they're always protected. Our installers are dedicated to making our customers feel safe and secure throughout the installation process.

To enquire about becoming a Concept Smoke Screen installer, either call us on **+44 1205 821111** or visit **www.smoke-screen.com/contact-us**.



02

PEACE OF MIND

Why choose security fog?

Security fog fills a room in seconds to create a dense, harmless barrier that prevents theft, violence and vandalism. Our Smoke Screens activate automatically as soon as a break-in is detected, stopping the criminal in their tracks and obscuring personnel and valuable property.

All of our security products are based on this technology, because we believe security fog is the best way to diffuse intense situations safely and quickly. Our Smoke Screens can be fitted with a range of supplementary solutions, from powerful strobe lighting to audible alarms, and our security fog is completely safe and residue-free.

Our Smoke Screens are designed to integrate with existing security systems, including PIRs, alarms and monitoring stations. They can be managed, activated and deactivated remotely via our mobile app and cloud-based portal, giving the user complete control.

What is security fog?

At Concept Smoke Screen, our security technology is constantly evolving and advancing, always staying one step ahead of criminal tactics. Our research and development is driven by our customers and what they need.

Traditional security products do not prevent crime, they merely act as damage reduction methods. When we began Concept, our ambition was to create a system that is capable of achieving a peaceful resolution even in the most intrusive situations. If something is hidden, it becomes harder to steal, and in many instances this removes the opportunity entirely.

Security fog is a thermally generated white fog that can fill a room in seconds to effectively obscure all the valuables inside. Anyone attempting to commit a crime experiences immediate disorientation, losing sight of their prize.

The fog itself is completely harmless, made up of glycol or glycerine mixed with distilled water. This vaporises and condenses when exposed to the air, propelled rapidly into the space by generators that can be positioned strategically to protect target areas of vital importance, such as jewellery counters, server rooms and ATMs.

The particles within the fog are tiny – on average between 0.2 and 2 micrometres – meaning they settle very slowly, leaving no residue whilst maintaining an impenetrable barrier for up to forty-five minutes. In this time, audible alarms will draw attention to the intruder, and integrated monitoring systems will alert police and security staff.

In general, police and insurers see security fog as a highly effective crime-prevention method. It defuses potentially violent situations by stopping criminals in their tracks, making it all but impossible for intruders to use force to attain their goal. Used in conjunction with a customer's existing security system, it is the best and safest way to protect their property and people.



A few more benefits



Multi-purpose design

Sleek design

Achieve an enhanced level of protection without detracting from the appearance of the property. Our generators are unobtrusive and minimal in appearance, and can be installed in discreet positions.



40 years of expertise

5 international awards

Concept Smoke Screen have been defending people and properties since 1974 and we've been awarded 5 international best-in-class awards – that's over 40 years of expertise and knowledge going into each one of our designs.



Peace of mind

Fast and effective


In 2015, the fastest Smoke Screen defence ever was recorded when a burglar was stopped by a Sentinel system on the very night of the day in which it was installed.



**Complete
control**

Advanced technology

Advanced interconnectivity gives users complete control of their security system – they can monitor and maintain their Smoke Screens remotely via our app or online portal, from anywhere in the world.



**No risk to
human life**

Food grade product

The chemical that produces Smoke Screen fog is proven to remain unchanged in composition whether liquid or vapour. It's a food-grade product and its particle size is such that it is in the safest band for human breathing.



**Low running
costs**

Tiny particle size

The particle size of the fog that is produced by a Concept heater block is so small and so consistent that it is used to test HEPA filters in the nuclear clean room industry.



Modelo MIC-200 da marca M
câmera modelo CAM-100 M
Marte

03

THE SCIENCE OF SECURITY

How does security fog work?

We've spent decades dedicating ourselves to the science of keeping people safe. We're always innovating to make the best and most advanced technology available to our customers.



CONCEPT
WATER SYSTEMS



How it works

At the heart of all Concept smoke generators is a heat exchanger block, which is machined to tolerances that are measured in microns.

This approach results in a consistency of smoke quality and smoke particle size that is unmatched by other manufacturers. Typical fog systems produce particles that are 1.5 microns in diameter using cast or platen type heat exchangers, while at Concept our particles are just 0.2-0.3 microns.

What do these numbers mean? Well, the smaller the particle and the more consistent the particle size, the better the distribution of smoke and the longer the smoke persists. Better distribution and longer hang time mean the property is kept more secure for longer.

A special concentration of glycerine solution is passed under pressure into our unique heat exchanger mechanism. The fluid travels over 6 meters on its journey to becoming vaporised fog particles.

Using two high quality heaters in the exchanger means that not only is there redundancy in case of one heater failing, but also that the even heating of fluid means a very consistent and tight distribution of particles.

We advocate introducing the smoke vertically downwards from a carefully prescribed height. This makes sure that the smoke hits the floor with enough velocity to spread laterally, giving the perfect coverage of the customer's assets.

General benefits


Here are some of the general benefits of producing such a consistent and clearly defined particle.



Low running costs

Smaller is better


The smaller the fog particle size, the less fluid is required to create enough fog to fill a space. This can have a significant effect on running costs for heavy users of artificial smoke, such as fire brigades.



No deposition of smoke particles

Residue-free


The smaller the particle size, the lower its settling velocity (the rate at which a particle falls). A smoke particle of unit density, 0.2 microns in diameter, will fall at 8mm/hr, compared to a 2-micron particle, which falls at 468mm/hr. This means that the smaller the particle of smoke you produce, the less chance there is that deposition of smoke particles will occur.



**Unbeatable
expertise**

Advanced technology

Concept's expertise in our field means that we produce systems specifically designed to fulfil the requirements of BS 5295/EN-ISO 14644-3 Section C.6.3, for the testing of HEPA filters in the nuclear, chemical and pharmaceutical industries. All smoke screens are designed, installed and maintained in accordance to European Standards EN50131 part 8.



**No risk
to life**

Completely safe for all

Because our generators use less fluid per activation, the fog produced is safer when measured in terms of relative Occupational Exposure Levels.



03

PROTECTING WHAT MATTERS

Case studies and catalogue

Read about some of the companies and people we've protected with Smoke Screens, then browse our catalogue to learn more about our products.



Arla Foods

CASE STUDY

PROBLEM

A modern, two-storey office block located at the junction of two major motorways, crammed full of expensive computers and sensitive data.

OPTIONS

Physical security to supplement the existing alarm system. Whilst this would have a deterrent effect, the appearance of the building would be affected, turning it into a virtual prison.

SOLUTION

Instead of relying on a defence that, once penetrated, would leave the contents of the building completely vulnerable, the premises managers turned to Concept Smoke Screen. Within moments of a confirmed break-in, 20 Smoke Screen generators lay down an impenetrable barrier of security fog, completely masking the property and preventing loss.

20 Smoke Screen units have been installed. Arla foods has not suffered a single loss at this site since the installation.



Boots

CASE STUDY

PROBLEM

Boots is one of the best-known names on British high streets. In recent years, there has been a move to retail parks situated on the edge of towns. As a result, thieves have targeted the stores seeking to steal well known brands of perfume and cosmetics.

OPTIONS

Stores have been fitted with 'conventional' security: CCTV, monitored alarms and physical security such as shutters and grilles. These have failed to stop the increasing losses to burglary.

SOLUTION

We immediately hired out our (now discontinued) Rapid Deploy generators to instantly protect the premises until the final installation of a fully integrated solution.

Smoke Screens in **over 200 stores** and burglary drops by 70%.



Tesco

CASE STUDY

PROBLEM


Most break-ins are over in less than four minutes. A good police response takes at least ten. Tesco's losses were substantial: fast-acting thieves were stealing from petrol filling stations and Express stores with impunity.

OPTIONS

All conventional types of security had been tried. None were successful in stopping the losses. A monitored alarm, roller shutter door, CCTV all proved ineffective in preventing thieves from breaking and entering.

SOLUTION

A single Smoke Screen installed where they needed protection the most: the cigarette counter. Tesco went on to install Smoke Screens at over 1,000 sites throughout the country.

A photograph of a man and a young girl smiling in a supermarket aisle. The man is on the left, looking towards the girl on the right. They are both looking at a shopping basket filled with produce, including tomatoes. The background is blurred, showing other shelves in the store.

A single smoke screen where protection is needed most: the cigarette counter. **Over 1,000 smoke screens installed.**



Aurum Holdings

CASE STUDY

PROBLEM


Aurum is the largest luxury and prestige chain of jewellers in the UK, which now includes the Watches of Switzerland, Mappin & Webb and Goldsmiths brands. They had experienced an increase in opening hours robberies leading to intolerable losses and interruption to trading across stores.

OPTIONS

Conventional methods of security have failed to stop this. Window grilles and roller shutters aren't used during the day, disguise renders CCTV useless, and manned guards aren't cost-effective or a good image for the public.

SOLUTION

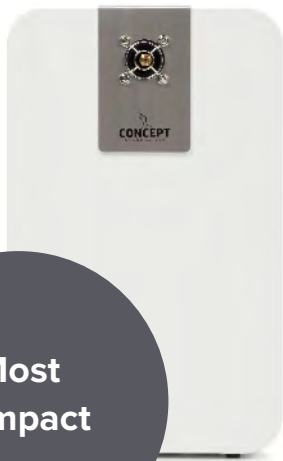
We installed a system triggered by existing panic buttons and wireless fobs. The introduction of a non-violent and confrontational fog serves to startle the burglar and quickly shroud the goods from sight, preventing them from making a snatch-and-grab attack. A cost-effective and proven solution to prevent daytime raids.



Smoke Screens revolutionised Aurum's approach to daytime raids and the **results have been phenomenal.**

Sentinel

CATALOGUE



**Most
compact**

Sentinel S35

The Sentinel S35 is the smallest Smoke Screen in the Sentinel range. Its compact size and impressive performance make the S35 suitable for almost any application where fast-acting thieves may strike. New PCB technology, ergonomic connectors and multi-bracket design make installation easy and straightforward.



Sentinel S55

The Sentinel S55 marks a step up from the S35 when it comes to output, and is perfect for those situations when you need a little more from your security fog generator. It has all the features synonymous with the world-class Sentinel range and is an incredibly versatile addition to your security set-up.



Sentinel S70

The Sentinel S70 is designed to be installed in any configuration. Its compact size and impressive performance make this the workhorse of the range, suitable for most applications: shops, offices, workshops, service stations, jewellers – anywhere fast-acting thieves may strike.



Sentinel S100

The Sentinel S100 has the largest heater block in the range. This allows for an incredibly long production of security fog. Huge areas can be protected by the S100. Additionally, the large mass of steel acts as an extra energy store in the event of a mains power cut. Specially designed insulation, intelligently monitored 'swift-fit' fluid, and flexible integration and control add up to make the S100 the most powerful and versatile generator in the range.

**Best for
protecting
large areas**

Titanium

CATALOGUE



Titanium Ti70

Titanium has the most advanced electronics pack of any fog generator we have ever manufactured. When connected to a security monitoring platform, its communication capability allows it to assume the role of an on-site signalling device, communicating alerts triggered by its fully programmable inputs. The Titanium Ti70 is the most versatile generator in the range, an effective combination of power, efficiency and utility.



Titanium Ti100

The Titanium Ti100 is the next step up in the range, providing even more powerful coverage. As with the Ti70, its advanced connectivity allows you to take complete control of your security system, no matter where you are or how many machines you have installed. If you need a security fog generator that works that bit harder, the Ti100 is the perfect candidate.



Titanium Ti150

The Titanium Ti150 is our most powerful fog generator to date, delivering more fog faster than any other Smoke Screen in the range. If you're looking for the best and most powerful security fog system available, this is it. When combined with the Titanium range's advanced connectivity functions, the Ti150 provides the most comprehensive protection for you and your business.



Concept Smoke Screen is an innovator and manufacturer of security products. We are dedicated to pursuing technology that protects our customers, their staff and their business. Our main product line is a range of security fog generators known as Smoke Screens.

Our headquarters are based in the UK, and we offer security solutions to businesses, homes and institutions all over the world. We have a global network of partners and distributors with whom we work closely to ensure our products reach the people who need them.



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