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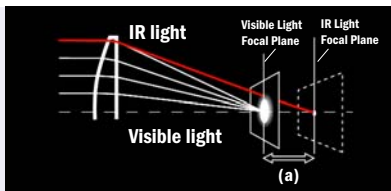
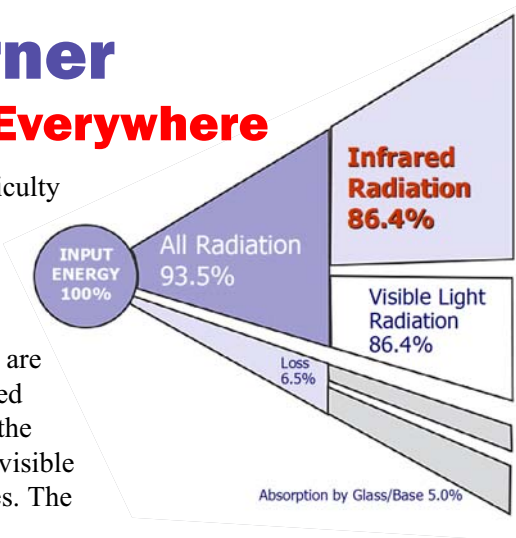
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**TechCorner**  
**IR Light is Everywhere**

Have you ever had difficulty getting sharp images at night with your day/night camera? It could be that infrared light is present and you are not using an IR-corrected lens to compensate for the difference between the visible light and IR focal planes. The result: a blurry image!

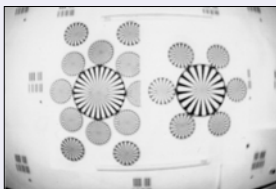
Infrared light is present in many light sources. For example, halogen light is 86.4% IR light. That means your camera's IR detection will go off, but your lens is not equipped to handle it.

**Solution:** Tamron's line of IR-corrected lenses opens a whole new world of imaging with today's day/night cameras. ■

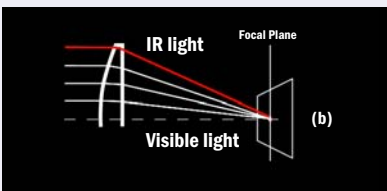


◀ **NON-IR LENS** The difference (a) between the visible and IR focal planes results in a blurry image (below) when a non-IR lens is used with a day/night camera and an IR illuminator.

**RESULT ►**  
 Blurry image



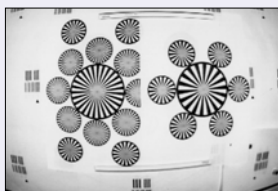
▼ **TAMRON IR LENS** Tamron's technology corrects the aberrations that occur in both visible and IR light (b) when a Tamron 2.8-11mm IR lens is used with a day/night camera and an IR illuminator.



**IR** Effect of IR lens vs. non-IR lens under IR light condition.

Compare the images taken with an IR lens (below) vs. a non-IR lens (above) on a day/night camera with an IR illuminator.

**RESULT ►**  
 A clear image



**NewProducts**  
**Tamron Shows New IR Lenses in Vari-Focal and Mono-Focal Series**

In April at ISC West, Tamron announced a new 4-12mm F/1.2 IR Vari-Focal lens for the 1/2-inch format designed to derive maximum



performance from the latest 1/2-inch CCD cameras. The lens covers the standard angle of view and is ideal for installations where IR light is present.

Tamron's new lens, along with the recently released 10-40mm F/1.4, was designed by Tamron to meet market demands for new 1/2-inch camera users. In looking at the total market, Tamron determined more 1/2-inch IR lenses are needed since many Day/Night camera manufacturers have stepped up to a 1/2-inch CCD sensor to maximize the performance of the minimum lux. Tamron's new IR lenses allow users of these cameras to fully utilize and

(cont. on pg. 4)

**CompanyNews**  
**New Eastern Regional Sales Manager Appointed**



**Ron Liuzzi** has accepted the position of Eastern Regional Sales Manager. Ron Liuzzi's experience in sales over the past ten plus years makes him the perfect candidate to handle sales for Tamron dealers and distributors.

(cont. on pg. 2)

# FactoryFocus

## Tamron Optical (Foshan), Ltd.

# FOSHAN

The Foshan Plant in Guangdong Province, China, established in July 1997, performs functions from plastic molding to lens polishing and assembly production. Severe control standards for cost, delivery and quality are applied and the plant adheres to the stringent ISO9001 and ISO14001 guidelines. The implementation of such a strict quality control system makes it easy for local Japanese makers that supply OEM equipment to be loyal customers of the Tamron Foshan Plant.

Foshan is located in Guangzhou, formerly known as Canton and also known as the capital of Guangdong province. It is the Southern gate of China and a focal point of foreign trade. ■



Take the factory tour at [www.tamron.com](http://www.tamron.com).



1



2

- (1) Hiroasaki Plant
- (2) Namioka Plant
- (3) Owani Plant
- (4) Tamron Optical (Foshan) Ltd.



3



4

Ron has worked every side of the security business from manufacturer and distributor to sales representation at Ultrak, The Systems Depot and Kam Sales respectively. His well-rounded industry experience will allow Liuzzi to market Tamron products with an insider's understanding of all parties' concerns and issues.

Ron will be based out of Tamron's NY headquarters. He can be contacted at 1-800-827-8880 or at [liuzzi@tamron.com](mailto:liuzzi@tamron.com). ■

## What is ISO?

Standards of the International Organization for Standardization include the ISO 9000 family of standards relating to quality system management, and the ISO 14000 series for certification of environmental management systems. Certification of both environment and quality control has been acquired by all of Tamron's plants and its headquarters.

### ISO 9001 Quality Control Policy:

To provide customer satisfaction by delivering high quality products.

### ISO 14001 Environmental Policy:

1. Compliance with legislation relevant to environmental conservation.
2. Conservation and protection of environmental resources.
3. Prevention of environmental contamination.
4. Continued promotion of an environmental conservation program.
5. Structured implementation of environmental conservation activities.
6. Educational and disciplinary activities to maximize participation by all employees.
7. Disclosure of environmental-related information to the public.



#### Quality Assurance Activities

At Tamron, quality management activities are performed in compliance with ISO9001:2000 not only to assure product quality but to enhance customer satisfaction.

#### Environmental Protection

At Tamron, we recognize the significance of our social responsibilities. We promote corporate activities that reduce environmental load through the establishment of a quality assurance system that is compliant with ISO14001.

Head Office

## A Security Specialist Speaks Out On The Benefits of Tamron IR Lenses

Ed Lyon is the founder and president of **Lyon Security LLP** of Edmond, Oklahoma, a company that has been providing state-of-the-art security systems for schools and businesses in the Oklahoma City region since 1984.

"Actually, I've been in this business for 26 years," said Lyon, "so I go back to the days of videotape, but what we do now is design, configure and install digital video surveillance and access control systems. These employ digital video recorders that store the image files on a hard drive, a better performing and far more reliable technology. Our typical clients include college and high school campuses, building supply companies, convenience stores, fast food chains, motels, hotels, and nursing homes. I'm proud to say that we have supplied security systems to many schools in and around Oklahoma City, including a major installation at Southern Nazarene University (SNU) in Bethany, Oklahoma."



**"We (Lyon Security LLP) have an excellent reputation that's based on the quality and reliability of what we do and that's the main reason we now rely exclusively on Tamron IR lenses."**

pictures in low light. By the way, the image quality edge we observed with the Tamron lens was noticeable even in daylight conditions. We were sold."

"When we're configuring a high-end professional grade security system as we did for SNU, all the elements have to be top-of-the-line," Lyon asserted. "For example, we use the Sony

HAD X-View chip camera, and the best housings, mountings, and wiring systems available. Making Tamron part of that mix assures us that the lens, which is the key element in the imaging chain, is of optimum quality. We know this because we put it to the test and the difference between Tamron lenses and other brands is obvious to the eye—they provide brighter, crisper pictures than any of the others."

"Tamron lenses are also important to my business," observed Lyon, "because I use them as a selling point. Tamron lenses cost the same or a little more than other brands, but my clients are happy to pay an additional amount to get a demonstrably superior lens system, and that increases my profit margin. In fact, when I demonstrated the advantages of Tamron aspheric lenses to one customer who had signed a contract before I switched to Tamron, they insisted on paying more to get the Tamron lenses."

"As I said in the beginning, Lyon Security has been in the business for over 20 years, so we know what we're doing. Frankly, we had everything right except for the lenses; but before we made the move to Tamron, we did a carefully controlled comparison test in the field. Once you do that, it will make a believer out of you too." ■



**1/3 2.8-11mm F/1.4 IR Aspherical Vari-Focal**

"We have an excellent reputation that's based on the quality and reliability of what we do and that's the main reason we now rely exclusively on Tamron IR lenses," said Lyon. "After the Tamron folks explained the numerous advantages of their optics, we decided to conduct a practical field test. We replaced one competing-brand lens in a 12-camera installation with a Tamron IR 2.8-11mm f/1.4 Vari-Focal lens with automatic iris (model 13VG2811ASIR-SQ). To say that the difference was dramatic is an

understatement. Because the Tamron IR lens compensates for the infrared component of halogen and mercury-vapor lamps used to light outdoor spaces at night, the colors were much more accurate and objects and people were far easier to identify. The overall pictures were also much brighter due to the fast f/1.4 aperture, and the images were noticeably sharper than what we saw with the other lenses using the same video recorder. Evidently the aspheric elements used in the Tamron lenses provide a higher degree of correction at wide apertures, which is exactly what we need to get sharp

appreciate the day/night features.

The 3X range of the 4-12mm covers everything from the wideangle needed for indoor surveillance to the moderate telephoto used in parking lots and other perimeter observation. In fact, with its 93° angle of view at 4mm-the widest available in 1/2-inch lenses-the Tamron 4-12mm IR can provide wall-to-wall imaging when positioned in the corner of a room. The fast F/1.2 aperture ensures bright imaging in dimly illuminated areas and even at the minimum aperture of F/360, the lens provides outstanding resolution since it uses a new iris design.

NEW



Tamron, the only manufacturer of mono-focal IR lenses, also announced a **1/3 2.2mm F/1.2 IR Mono-Focal** Super Wideangle lens to complement its extensive IR Mono-Focal series.

The angle of view of the 2.2mm lens makes it a significant product for monitoring of small and/or tight spaces like ATMs, prison cells, elevators and more. The new lens offers a desirable 118.6° horizontal angle of view (25.4° more horizontal angle of view than the 2.8mm at 93.2°) for use in such applications as these. In addition, its IR capability and fast F/1.2 aperture means the lens is extremely valuable even in dark nighttime locations.

Tamron provides the only assortment of Mono-Focal IR lenses on the market including the new 2.2mm, 2.8mm, 4mm, 6mm and 8mm. When a Mono-Focal is the lens of choice as a matter of cost, size or aperture, there is no other series that can match Tamron's. ■

## TAMRON'S IR LENS LINE-UP

### Vari-Focal IR Models

Imager	Focal Length	Iris
1/3"	2.8-11mm F/1.4	M/DC
1/3"	3.0-8mm F/1.0	M/DC
1/3"	10-40mm F/1.4	M/DC
1/2"	4-12mm F/1.2	M/DC/Video
1/2"	10-40mm F/1.4	M/DC/Video

### Mono-Focal IR Models

Imager	Focal Length	Iris
1/3"	2.2mm F/1.2	M/DC
1/3"	2.8mm F/1.2	M/DC
1/3"	4mm F/1.2	M/DC
1/3"	6mm F/1.2	M/DC
1/3"	8mm F/1.2	M/DC

# Why do you need IR?

With today's increased surveillance at sites posing high security risks such as water supply reservoirs, power plants, national monuments and more, the need for 24-hour imaging is rapidly increasing. While the market influx of day/night cameras addresses a portion of this equation, IR lenses are a critical component of the total imaging solution under low/non-existent light situations.

Tamron's IR line offers a number of benefits and unique features. The foremost feature is the ability of all of the Tamron IR lenses to work in both visible and IR light conditions. This ensures a quality image that is high contrast and clear in both broad daylight and under low light conditions where IR light is present. The result is in stark contrast to the blurry image provided by non-IR lenses when used under IR light.

Secondly, Tamron ensures the highest quality under IR lighting conditions since the optical design of the IR line compensates thoroughly not only for the aberrations commonly found under visible light, but those seen under IR light as well. This was achieved through special coatings, optical design, and through the use of special glass materials.

The third most important benefit of the Tamron IR lens series is the versatility and uniqueness of the new focal lengths. Tamron offers the widest range IR Vari-Focal lens available with its 1/3 2.8-11mm F/1.4 IR Aspherical, covering an extraordinary 97.4° ~ 26.2° field of view. Tamron's 3.0-8mm IR features a fast F/1.0 maximum aperture and F/360 minimum aperture to allow for remarkable imaging in even the harshest of lighting conditions. ■

**Download the Tamron IR Lens brochure at**  
<http://www.tamron.com/cctv/pdf.asp>

# OnSite II

## A CCTV Lens That's Wide, Fast And Sharp All Over? Yes, It's Tamron's Incredible 1/3 3.0-8mm F/1.0!

Combining an ultra-wide angle of view, a super-speed aperture of f/1.0, and superb imaging performance across the field is no mean accomplishment, but that's precisely what Tamron has achieved in creating the new 1/3 3.0-8mm F/1.0 Tamron Aspherical Vari-Focal CCTV lens. An optical innovator for over 50 years, with a worldwide reputation for imaging excellence, Tamron has employed the latest technology, including aspherical elements, multicoating, and the use of a new iris meter, to create a lens that captures up to an

“I think the **ASPHERICAL** design is one of the prime reasons why the **3.0-8MM F/1.0** and other Tamron lenses deliver **SUPERIOR** on-screen **PERFORMANCE.**”

—Bob Felkel of GTI, Georgia, Inc.

amazing 91° angle of view (20% wider than most competitors) at an aperture of F/1.0, which provides twice as much illumination as a conventional F/1.4 lens!

Well, great specs and performance parameters are one thing, but we wanted to know what the companies that actually sell and install CCTV systems think of the new Tamron lens, and how they make use of its unique capabilities. To find out, we talked to Robert (Bob) Felkel of GTI, Georgia, Inc. of Lawrenceville, GA. This company has, in just 3-1/2 short years, established itself as one of the leading

suppliers of security and surveillance systems in the Atlanta area.

### The Installer's View

“I think the aspherical design is one of the prime reasons why the 3.0-8mm F/1.0 and other Tamron lenses deliver superior on-screen performance,” says Felkel. “And it's especially noticeable at the edges of the field, where the images are just as sharp as they are in the center. Also, because of the very wide aperture, you need less ambient light to get bright, high-quality images. We installed one of these lenses for an airline food service company to monitor food handling and processing operations as well as traffic security through the kitchen. We were able to get clear imaging even in dimly lit areas. If we had used anything other than this lens in that application, the client would have had to go to the considerable expense of installing and maintaining brighter lights, not to mention higher electric bills.”

Felkel is also impressed with the price-point factor of Tamron lenses. His enthusiastic comment: “The combination of high image quality, speed, aspherical design and a super-wide angle of view is hard to beat in this business, and when this all comes at a great price, that's really outstanding.”

“I was initially introduced to Tamron lenses by a manufacturer's rep at ISC West,” says Felkel. “Later I met with the Tamron people themselves and I liked what they told me about the specs and performance of the lenses, as well as the pricing structure. By the time I got back to my partner in Miami, we had ordered 10 Tamron lenses, and I decided to give them a try on my next job. The rest, as they say, is history.”



To get the Tamron 3.0-8mm F/1.0 lens story from the end-user's perspective, we contacted Cedric Drew, the Director of Security for Canterbury Court, a continuing care retirement community of independent seniors in Atlanta. Its video monitoring system, recently installed by GTI Georgia, Inc., covers two towers plus an expansion tower and 13 acres of garden area including parking facilities. In addition to a 3.0-8mm Tamron lens, the system also incorporates a **2.8-12mm** and a **5-50mm** Tamron lens.

### The Client's View

“The clarity we achieve with this system is amazing,” he says, “and the wide-angle coverage is phenomenal. With the 3.0-8mm on residence floors we can easily identify images of individuals even at the farthest end of the hallway. Of course we set the system up right, by placing someone on the floor and focusing on them at various distances to optimize the lens for that floor—and the results are perfect.”

“We used to have a typical garbage security system,” notes Drew, but upgrading to the Tamron lenses was like moving out of the dark ages—the difference is phenomenal and it dramatically improves the security of our facility. Image quality is not just a theoretical idea to me—it helps me to do my job more efficiently and economically, and you can't ask for more than that.” ■

# WinThis!

## TAMRON POLO SHIRT: 2 Ways to Win



Available in 4 sizes:  
M, L, XL, XXL

1

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2

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**Do both and double your chances to win a polo shirt!!**

Sign-up and/or Mail-in by **July 30, 2005.**

Drawing to take place on 8/15/05.

Winners will be notified by e-mail for size and shipping address. Only one shirt per person.

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Please answer the following questions and send to us by **7/30/05** for your chance to win one of 25 Polo Shirts. Mail to: Tamron USA, Inc. 10 Austin Blvd., Commack, NY 11725.

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 Very  Somewhat  Not at all

2. Would you like to receive more issues in the future?  
 Yes  No

3. What was your favorite article?  
 Tech Corner  New Products  
 On Site  Factory Focus

4. What would you like us to discuss in future issues?  
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(circle one) M L XL XXL

Can we add you to our e-newsletter database? Yes No

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