



MIWA

news

Spring 2006

Miwa AL5H premiers in New Zealand

 **Copthorne Hotel and Resort Bay of Islands has become the first hotel in New Zealand and also the first in the Southern Hemisphere to fit Miwa's AL5H 'Dual Technology' smart locks.**

Located within the Waitangi Treaty grounds, surrounded by native bush and the beautiful sparkling waters of the Bay of Islands Harbour, the Copthorne Hotel offers 145 well appointed rooms (including 7 suites), with each room providing delightful views of either the waters of the Bay of Islands or the hotel's relaxing gardens.

All rooms feature a choice of king or two large single beds, Sky TV, tea & coffee making facilities and mini bar. The spacious bathrooms feature shower over bath, hairdryer and a complimentary range of hotel amenities.

The hotel's superb location offers a peaceful retreat and easy access to one of the many cruises that take visitors out into the Bay or alternatively out for the day to visit giant Kauri Trees, 90-Mile Beach or Cape Reinga.

Having decided to upgrade security for both guests and staff at the hotel, General Manager David Perks and his team went through an extensive review of the many electronic door lock solutions available on the market and one of the options they evaluated was Miwa's AL5H Dual Technology Lock.

General Manager of the Copthorne Hotel and Resort Bay of Islands, David Perks, said: "We chose the Miwa AL5H because of its attractive design, the functionality it offered and its flexibility in access card applications. Both Miwa Lock and their New Zealand distributor, Brantas International Technology, provided excellent support and commitment to the project. In addition, and of great



importance, was the fact that the interface with the HIS property management system, whose server is 350 kilometres away in Auckland, was of proven reliability in this mission critical application".

Jan Strijker, Director of Auckland based Brantas International Technology, comments: "It was a great pleasure to work with David and his team in establishing this

first installation of the Miwa AL5H locking system in New Zealand. We fitted 157 locks securing 145 guest rooms, 10 store rooms and 2 administration offices and Miwa also showed total commitment by developing a reliable interface to the Citrix based PMS solution Epitome. Since the Copthorne Hotel and Bay of Islands installation, another four hotels in New Zealand have also now started to enjoy the benefits and reliability of the Miwa AL5H system."

Miwa installations grow in Malaysia

 **The world of security is fast moving, nowhere more so than in the Malaysian hotel and hospitality industry. Miwa AL5H electronic card locks are helping a growing number of hotel's to enhance room guest security and help deter the threat of hotel crime.**

WS Systems, the Kuala Lumpur based Miwa distributor for Malaysia, says it has never been busier and has now completed the installation of Miwa electronic card locks in six hotel properties located in the Genting Highlands area of the country.

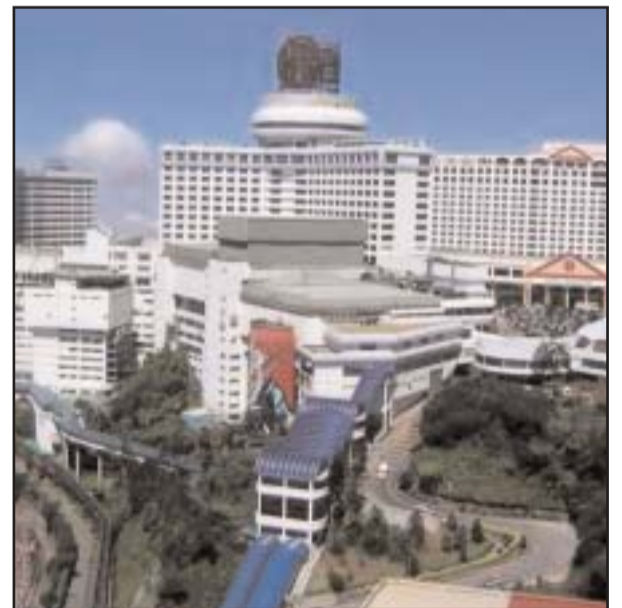
The resort's attractions include over 50 fun rides, 150 outlets (comprising 80 dining and 70 shopping outlets) and six uniquely themed leisure walk boulevards at First World Plaza - the highest shopping centre in Malaysia, Casino de Genting - a world-class gaming entertainment area and three mega multi-purpose venues (the 6,000-pax Genting International Convention Centre, 6,000-pax Arena of Stars and 1,800-pax Genting International Showroom) that provides a constant flow of world class shows and events.

Miwa has fitted locks in all six hotels, consisting of 750 locks at the Genting Hotel, 1,000 locks at the Highlands Hotel, 493 locks at the Theme Park Hotel, 850 locks at the Resort Hotel and 320 locks at the Awana Genting Highlands Golf & Country Resort.

Wong Ying Choy, General Manager of Malaysian Miwa distributor WS Systems, says: "In addition to the above, we have also recently upgraded the Highlands Hotel to Miwa AL5H 'Dual Technology' smart locks and are now very active at the First World Hotel which is completing Phase two of its development. This hotel consists of two blocks - Tower 1 and Tower 2 - and will have about 6,200 rooms when complete, making it the largest single hotel in the world. This will take the total accommodation in 'Genting - City of Entertainment' close

to 10,000 hotel rooms.

We have successfully installed and commissioned 2,892 Miwa AL5H locks into Tower 2, as well as 20 Miwa Motorised Encoders and 24 Elevator Control Units. We initially missed out on the contract to install locks into Tower 1 as the hotel owners awarded the tender to a rival lock manufacturer. However, owing the poor performance of these locks we have now been invited back to re-tender for the retro-fitting of Tower 1 with Miwa AL5H locks and we expect a decision on this to be made by mid 2006. In addition to this we are also looking to upgrade the Resort Hotel and Genting Hotel to Miwa AL5H locks later this year or early next year."

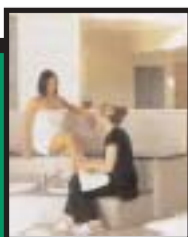


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Technology has the edge at Miwa

Welcome to the Spring 2006 issue of Miwa News. In this newsletter you will be able to read how Miwa Locks are helping to secure customer premises all over the world, bringing together high technology and state-of-the-art electronics to deliver enhanced security solutions in a stylish and attractive package.



We are constantly developing new products to provide complete solutions tailored to suit each individual customer's requirements and our range is diverse. Our flagship product is the AL5H system which sets the global standard for programmable lock technology. It is designed to read magnetic, memory and processor cards, and provides true 'one lock does all' functionality'.



Our auto-deadbolt lock automatically deploys a 27mm single throw hardened steel deadbolt every time the door is shut without having to turn a thumb lever on the inside escutcheon. The major advantage of this is that the auto deadbolt ensures the room is always secure – both when it is occupied and when it is vacant.

Alongside these class leading locks we also provide proximity card locks, hybrid locks, biometric locks stand-alone scrambler keypads, key tracking systems, mechanical locks and door hardware. We recognise that the importance of security is growing in every country, and that customers demand ever greater choice when it comes to selecting the products they need.

That's why for the hotel market Miwa locking systems can cater for all types of hotel from the small boutique establishment up to large complex resort hotels. A wide variety of control systems and a superb range of locks and accessories enable our products to satisfy every requirement. We believe guests deserve the highest levels of security, not only in their room but also for their account details, so Miwa offers a range of products that guarantee the integrity of your systems.

In the commercial market too, our powerful and robust systems have been installed in thousands of different premises worldwide, from apartment buildings to hospitals, and from schools to universities. With their special requirements and often complex security requirements, Miwa locks can adapt to suit any requirement you may have.

And to ensure that you get the very best locking system, service and support for your needs we offer free on-site surveys and product demonstrations. To find out more simply contact your nearest Miwa distributor.

Miwa lands at Brussels Airport

The Holiday Inn Brussels Airport Hotel has replaced its magnetic card system with 410 state-of-the-art Miwa AL5H smart locks

The Holiday Inn Brussels Airport Hotel is conveniently situated only 15 minutes from the city centre, five minutes from Brussels Airport and in the heart of the airport's booming business district. There is immediate access to all major motorways via the Brussels ring road and public transportation to the city centre is within walking distance of the hotel.

For guestroom and back of house security local Miwa distributor TCS Technical Consulting Services installed Miwa's AL5H 'Dual Technology' smart card system. Peter Lagrand of TCS Technical Consulting Services said: "As part of an upgrade and refurbishment programme at the Holiday Inn Brussels Airport Hotel, which involved replacing the old magnetic card system with a modern chip card lock, we specified the AL5H lock from Miwa in an attractive satin brass finish.

The hotel is located next door to the Crowne Plaza Brussels Airport Hotel, which had been fitted with the Miwa AL5H product some time ago, and having looked at the system the Holiday Inn team were impressed with its reputation for flexibility and reliability.

The excellent AL5H lock can read magnetic, processor and smart cards and the advantage to the Holiday Inn Brussels Airport Hotel is that both key cards and locks can be programmed to open any combination of doors at different times – day or night – giving the management complete access control."



Madrid's newest hotel installs Miwa

The De Las Letras H&R hotel is Madrid's newest 4-star hotel and has installed Miwa AL5H locks to cater for its guest security needs.

Situated in one of the most attractive areas of Madrid, the new De Las Letras H&R hotel is bordered by three well-known streets: Gran Vía, Caballero de Gracia and Clavel. The emblematic building was originally constructed in 1917 but has been totally renovated and updated to 21st century standards yet still manages to combine history with modernity.

Leonor Alonso of local Miwa distributor New Lock Systems S.A. said: "Today's hoteliers expect much more from a lock than it just keeps their guest room doors securely shut. That's why whatever the size of installation, small, medium or large, Miwa's AL5H 'Dual Technology' smart locks offer an unbeatable range of benefits.

At the De Las Letras H&R hotel, we've installed AL5H locks into all 101 bedrooms and 3 suites as they provide true 'one lock does all' functionality and the installation was very straightforward.

With its smart card capability, the AL5H is a customer's building block to a comprehensive hotel security system. It provides unmatched reliability today while unlocking the smart card applications of tomorrow. Its audit trail provides records of the last 600 valid card transactions, so you can track activity associated with a specific lock, and it carries the only 3-year warranty in the business which is why we had no hesitation in specifying the AL5H system for the hotel."





Monart choose Miwa

 **Monart, Ireland's first purpose built luxury destination spa, has installed Miwa AL5H locks to ensure the security and comfort of its adult-only guests.**

Nestled within over 100 acres of mature private woodland in Enniscorthy, County Wexford, Monart offers its guests world class Spa facilities and treatments, luxurious accommodation, personalised and attentive service and exceptional dining.


Owned by the Griffin Hotel Group, who also operate hotels in Wexford, Rosslare and Kilkenny, Monart consists of a 2400sqm Spa area focused on creating a restful, relaxing and rejuvenating experience for all its guests.

Monart General Manager, Mark Browne, said: "Our choice of Miwa locks for Monart was influenced by their attractive finish and their ability to read magnetic cards, memory

smart cards and processor cards. We also wanted a product that was future proof and that would be capable of handling several additional functions as and when we needed them including the integration of Point of Sale capability etc."

Diarmuid Rath from Architectural Design Accessories, Miwa's Irish distributor, said: "We have installed 70 AL5H 'Dual technology' smart locks in an attractive stainless steel finish at Monart, one in every bedroom and suite, as well as a motorized encoder. The installation went very well and we are pleased the client is happy with their state-of-the-art locking system providing 'one lock does all' functionality as well as the peace of mind provided by the inclusive 3-year warranty."

POP goes Miwa

 **The Hotel System Pop, a modern, economy-class facility in the Polish city of Krakow has installed Miwa AL5H electronic card locks to cater for the security needs of guests and staff alike.**

Conveniently situated on Conrada Street, on the major transport routes within the city, the excellent location of the Hotel System Pop means the Main Square and Krakow Central Station are just minutes from the hotel. It is the fourth hotel belonging to the Hotel System chain where Miwa locks are installed, the others being the Hotel System in Krakow, Hotel System in Poznan and Hotel System in Wroclaw.




As the newest Hotel System property, the Hotel System POP offers a total of 108 rooms made up of 4 single rooms, 69 double rooms, 22 triple rooms, 10 quadruple rooms and 3 suites, all comfortably furnished in a crisp, modern style. The usual amenities of a television, telephone and shower bathroom are standard in each room, and the hotel lobby offers a number of free Internet access PC stations.

Local Miwa distributor WITPOL II carried out the installation, fitting 115 Miwa AL5H locks which can read magnetic, processor and smart cards in an attractive stainless steel finish to all guest and administration rooms within the hotel.

Hotel Systems chose Miwa Locks for the new POP hotel because of their reputation for reliability and flexibility together with the professional reputation of the WITPOL Company – who installed the locks in the very first Hotel System property in Krakow almost 4 years ago using the NEXUS 400 system.

Miwa installs in Nam Hai Resort Vietnam


 **The Nam Hai, the first 5-star hotel and resort in Vietnam, has installed 141 Miwa DA-3 deadbolt locks into patio doors at its luxury guest houses and villas.**

Resting on a tranquil one-kilometre stretch of the pristine China Beach, near the ancient trading port of Hoi An in central Vietnam, The Nam Hai is a luxury resort featuring 60 guest houses and 23 grand pool villas scheduled to open at the end of 2006.

For their guest security requirements, Miwa's Vietnam distributor Kai International Trading Co Ltd installed Miwa's strong and secure DA-3 deadbolt mortise locks with thumb-turns. Tom Schaffer of Kai International Trading Co Ltd explains: "We work with a wide variety of customers from the design and specification stage through tendering, material supply, commissioning and handover stages, as well as being available post installation to resolve any operating issues that may arise.

The Nam Hai is a brand new hotel offering the latest facilities, so to ensure security was of the highest order we specified the DA-3 from Miwa. This lock was chosen because it was the most suitable to fit into the narrow door stiles of the patio doors - which form a main feature in the guest rooms. With the hotel due to open at the end of 2006, we also hope to supply further Miwa locks into this project as phase 2 and 3 head towards completion later this year."

Best Western Hotel Smokies Park installs Miwa

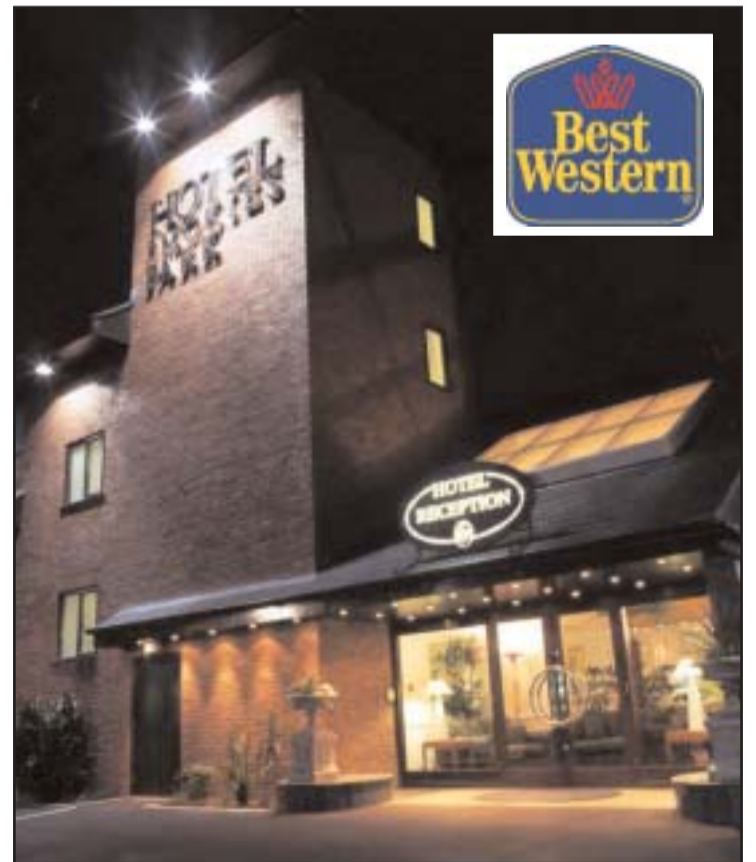
 **The 3-Star Best Western Hotel Smokies Park in Oldham has installed 90 Miwa AL5H 'Dual Technology' smart locks as part of a major upgrade program.**

Best Western Hotel Smokies Park is one of more than 300 Best Western member hotels in the UK, and one of over 4,000 hotels in 80 countries worldwide. Each one is independently owned and managed, while being committed to common standards of quality, service and value.

The AA and RAC rated hotel offers every amenity and facility for the modern business traveller, and features 73 bedrooms complete with double glazing, central heating, en-suite bath and shower, remote control colour television with teletext and satellite channels, direct dial telephone, hairdryer, garment press and tea and coffee making facilities. For added luxury the Executive bedrooms offer Jacuzzi baths, larger TV screen and fresh fruit, along with morning and evening newspapers.

For their guest room locking requirements Miwa distributor NT Security installed the AL5H system which combines magnetic, processor and smart card technologies into one lock to meet a wide variety of hotel security needs.

Andy Purvis from NT Security, said: "Miwa specialise in providing complete hotel access control systems and the AL5H provides time saving convenience for the hotelier and their guests. which is why we had no hesitation in specifying it for installation into the Best Western Hotel Smokies Park."





Miwa checks in at The Lodge

 **The Lodge at 199, a spectacular 5-Star resort on the shores of New Zealand's Lake Tarawera, has fitted seven Miwa AL5H 'Dual Technology' smart locks to the guest suites at this ultramodern, luxury hotel.**

Located in the heart of New Zealand's renowned thermal region, The Lodge at 199 is Rotorua's newest 5-Star hotel complex and provides a welcoming haven where guests can enjoy the highest standards of comfort and award winning hospitality.

Rotorua is New Zealand's best-known tourist destination and is famous for its thermal activity with numerous geysers, bubbling mud pools, hot springs, mineral pools and silica terraces located in the local area. The town was first developed as a spa resort in the late 19th century, attracting visitors not only from the Southern Hemisphere but from all over the world, and today The Lodge at 199 continues that tradition by offering a warm, intimate and serene vacation experience combined with luxurious accommodation.

No expense has been spared, and each guest suite is finished with luxurious fabrics and furnishings from the 4 corners of the earth. All are equipped with a flat screen television, a DVD and CD player, guest telephone, selection of fine English teas & fresh ground Arabica coffee, homemade cookies and legendary fudge. New Zealand chocolate at the bedside ensures sweet dreams, and guests are assured of a great night's sleep on the luxurious pure wool underlay with pillow menu to ensure perfect personal comfort. The well stocked hotel library also offers a large selection of reading material, with a comprehensive collection of DVDs and CDs available on request.

In keeping with its spa heritage The Lodge at 199 also features its own purpose built treatment centre. The Lake Spa Retreat offers a comprehensive range of spa, body and skin therapies including the use of Rotorua thermal mud which has wonderful healing properties, in a luxurious private relaxation haven voted as one of the top ten spas in the world by Condé Nast Traveller magazine.

Michael Kelly, Owner and General Manager of The Lodge at 199, said: "We were delighted to choose Miwa for the guest suites at our new Luxury Lodge. Miwa were able to consult with us from the outset and supply a system that is easy to use for both guests and staff, yet completely secure and offering up to the minute data security.

The AL5H 'Dual Technology' system was easy to install and the on site training took just half a day for us to be completely au fait with almost all of the features Miwa offers. We also found their back up service to be excellent. Just a phone call solved most queries as we were guided through the system and found even more facilities we could use.

The quality of the product is simply second to none and its styling fits our décor and acts as a feature especially since our rooms incorporate hand made solid cedar doors and we did not want to destroy their looks with the clunky door furniture other companies were promoting as their hotel security systems. We are delighted with Miwa and wholeheartedly recommend them."

Poland's Hotel Logos installs Miwa

 **The 3-Star Hotel Logos has undertaken a major security refit – replacing their previous guest room system with Miwa AL5H 'Dual Technology' smart locks.**

Located on a quiet one-way street in the area of the Main Square and the 'Planty' (a ring shaped park surrounding the Old Town) the Hotel Logos provides an attractive base for both leisure and business travellers alike in the southern Polish city of Krakow.

The hotel can accommodate 92 guests and offers 49 comfortably furnished rooms consisting of 9 single rooms, 36 doubles, 2 triple rooms and 2 studio rooms. One of the double rooms is adapted for disabled requirements. All rooms feature the usual amenities including en-suite bathrooms, minibars, telephone and satellite TV.

When the hotel decided to upgrade its security by fitting modern electronic locks, the General Manager looked at two brands Miwa and a competitor – and invited both local distributors to tender for the contract.

The distributors were then invited to demonstrate how they would carry out the installation and state how long it would take – this was critical as the actual installation would take place during the month of December when the hotel would be very busy.

Local Miwa distributor WITPOL II says: "The other distributor wanted to cut-out the doors manually using chisels and drills, but when the hotel manager saw how we planned to tackle

the job and especially our professional Millenium tools - he decided to award us the contract and go for Miwa AL5H locks in an attractive satin brass finish.





























It was initially expected that the job would take some 8-10 days to complete, but the WITPOL team managed to finish the entire installation, including removing existing mechanical locks, strike plates, making the cut-outs for the new Miwa locks, installing new strike plates, staff training and lock programming etc in only 4 days.

Both the General Manager and the Technical Director of the Hotel Logos were very impressed with the professionalism of the finished installation and the look and performance of their superb new Miwa AL5H locks."



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For further information on any of the products or installations mentioned in this newsletter please contact your local Miwa distributor listed below.

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