

## Going the extra mile with Axis.

Western Precooling Systems solves time-sensitive facility concerns with combination of Axis and partner technologies.



### Organization:

Western Precooling Systems

### Location:

Oxnard, California, USA

### Industry segment:

Industrial/Manufacturing

### Application:

Operational control, process monitoring, safety and security

### Axis partners:

Paige Electric, Photo-Scan of Los Angeles, Milestone

### Mission

Western Precooling Systems (WPC) had an immediate need for cameras to be installed in key entrances and parking lot locations set 850-plus feet from the closest server room. With an array of safety and operational concerns, the need for this equipment and integration was urgent for WPC, adding additional pressure to gain a speedy result.

### Solution

Axis partner Photo-Scan of Los Angeles, Inc., specified a unique installation to WPC utilizing Axis network cameras carried over a GameChanger Cable from Paige Electric. This unique cable delivers high definition video, control and Power over Ethernet over the elongated distance with no latency. Cameras cover entrances, docks, machinery and storage areas to assure management that procedures are being followed and to reactively assist in any claims that arise.

### Result

The solution provides a range of benefits to WPC. The installation process was five weeks faster than it would have been if an IDF had been required. By skipping the build out of a new cabinet, costs were also dramatically lower. WPC has already seen multiple instances where the video playback helped to respond to an incident, and Axis' Zipstream Technology assists WPC in retaining a very large amount of footage.

**“We have a customer that often asks us to prove that we shipped their items. Before, we had really terrible analog cameras. It was almost impossible to see on screen if it was their pallet or not. Now with the Axis cameras, we’re able to zoom in and verify, even as close up as the bar code, if that’s their pallet. That’s been helping us a lot.”**

**Van Canning, IT Director, Western Precooling Systems.**

### Presenting a challenge

Western Precooling Systems (WPC) provides cooling services to growers and shippers in the agriculture industry, maintaining a facility in southern California of over 50,000 square feet. With its mission to get fresh, healthy produce from the field to its customers, WPC has strict guidelines internally as well as from the FDA to maintain high standards of environment and production.

Presented with a need to distribute camera channels at key points around the facility, including multiple 5-megapixel cameras at an entry gate that sat 850 feet from the central command center, WPC called on Axis partner Photo-Scan of Los Angeles, Inc. (PSLA), to construct an affordable and timely solution. Along with a system of over 100 Axis network cameras, PSLA identified the GameChanger Cable from Paige Electric to help satisfy WPC’s immediate needs.

### Determining a cool solution

When it was determined that an IDF in the facility would cost WPC over \$30,000, the GameChanger Cable created a solution that could deliver the high-resolution images from Axis network cameras mounted 850 feet away from a standard PoE switch. Rather than the 60-plus days it may have taken to implement a physical space-consuming intermediate distribution frame (IDF), the partnership between Axis, PSLA and Paige Electric enabled the system to be fully deployed and functioning in just 10 business days.

### Operational coverage

Operational and safety needs arose across the property that had WPC calling for an upgrade to their initial analog camera system. Fixed gate cameras cover the major entranceway for general security; WPC utilizes multiple Axis fixed network cameras paired with an AXIS Q6045-E PTZ Dome Network Camera to monitor multiple dock areas.

With people, forklifts and trucks all moving in these areas, WPC can keep the spaces safe and operationally use the 20x zoom on the AXIS 6045-E to verify bar codes on pallets for customer confirmation. Arctic Temperature Control on multiple Axis cameras also keeps the technology running in temperatures that drop below freezing and rise to above 80 degrees Fahrenheit.

Additionally, WPC takes advantage of Axis’ Zipstream Technology with both AXIS P1435-LE and P3225-LVE Network Cameras to save on storage. “The system is so clear and we have plenty of storage that gives us time to figure out what happened and go back to it,” remarked Van Canning, IT Director at Western Precooling Systems. “The storage we’ve saved is amazing. The cameras have plenty of space available and we haven’t yet had to even record back over any footage.”

### Plug-and-play success

Given the overall solution, WPC has already generated multiple successful use cases of the cameras on Milestone XProtect® Professional. “Having this system in place so quickly was a major win for WPC,” Canning added. “When we unexpectedly received a false slip-and-fall complaint, it was quickly dismissed given the indisputable video evidence, another example of how the speed of deployment saved WPC real money.”

Overall, PSLA was able to satisfy the requests from WPC and the outcome has been positive across the board.

“This solution saved us over \$30,000 dollars,” Canning concluded. “We needed this right away and we’re extremely happy with it. It does exactly what we were expecting and really came through for us.”



**For More Info on GameChanger: [gamechanger@paigeelectric.com](mailto:gamechanger@paigeelectric.com)  
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