

## Toshiba Protects Beverage Company Warehouses — St. Cloud, Minnesota



**Company:**

Bernicks Beverages & Vending, Inc.

**Location(s)**

Dresser, WI  
Duluth, MN  
St. Cloud, MN

**Industry Segment:**

Transportation, Warehousing

**Application:**

IP video surveillance

**Toshiba IP Solutions:**

NVR software  
IPS network video recorders  
IK-WR12A  
IK-WB70A  
IK-WB16A

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Based in St. Cloud, Minnesota, Bernick's Beverages & Vending is a based fourth-generation, family-owned provider of beverages and foods, representing leading brands such as Pepsi, Dr Pepper, Miller Brewing Company, and New England Coffee. It has warehouse locations to meet the needs of retail customers throughout greater Minnesota and western Wisconsin. Recently the company successfully migrated from analog CCTV to IP video systems with help from Toshiba.

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Over the past century, Bernick's has grown from a one-person horse-drawn operation to more than 500 employees, five warehouses and a fleet of 400 vehicles. Like many growing companies with multiple sites, Bernick's has been challenged to find a video surveillance system that meets its monitoring needs. Several years ago, it invested in B&W analog cameras and recorders to safeguard its warehouses, but had grown dissatisfied with their limited capabilities, errors and time-consuming maintenance.

Bernick's tasked Minco, Inc., a local systems integrator and authorized Toshiba dealer, with the job of migrating from the existing analog system to a state-of-the-art IP network video system.



Minco technicians were familiar with the company's warehouses and network infrastructure because they had earlier overhauled wiring and installed CAT6 and fiber optic cable at all Bernick's locations. Minco came back to the table with a plan that called for the first IP video installation to be in the St. Cloud headquarters, which was undergoing a major renovation at the time, and then move onto the company's Duluth, MN and Dresser, WI warehouse locations.

According to Jim Draper, Corporate Sales Representative for Minco Technology Center, Bernick's foremost requirement of the project was to enable management in St. Cloud headquarters to remotely monitor all five company locations, specifically ingoing and outgoing trucks and freight. "Bernick's strategy was to centralize command at the St. Cloud offices so that all video could be remotely accessed by authorized users. They needed streaming video to know exactly what - and who -- was coming and going in real time from the warehouses. The secondary goal was to standardize the IP equipment in all locations and fully leverage the robust wide area network for central management."

The first step in the project was for Bernick's IT team and Toshiba's technical support to configure an existing server at the St. Cloud headquarters as a "virtual server" to host Toshiba NVR software. Designed for use non-proprietary hardware and IT infrastructures, NVR software allows up to 32 IP cameras to be connected. Users can simultaneously view, record, search, configure and export video, making NVR software a cost-effective alternative to traditional DVRs.

Toshiba tech support worked closely with the team to implement the software solution. In short order, Bernick's had access to twenty new IP cameras within the St. Cloud office building and inside the attached 200,000-square-foot warehouse. Each camera was assigned its own IP address and then set to a unique inbound and outbound port on the server.

Bernick's concerns at its warehouses were well-founded. Dozens of trucks move in and out of each facility daily, as well as hundreds of visitors, customers, contractors and employees. Warehouses require constant supervision and need to be protected from internal and external threats. Highly visible cameras let would-be thieves or vandals know they are being watched. If an incident was to occur, the captured digital video can be email to the police for investigations, increasing the likelihood that the accused will be quickly prosecuted. Moreover, the cameras let on-site security personnel perform other important actions other than watch video monitors in an office, day-in and day-out.

For these reasons, camera deployment was critical. Several Toshiba IK-WR12A IP dome cameras were strategically deployed at the dock's staging areas to give a full visual of activities. IK-WR12A's are ruggedized IP66-rated cameras featuring a heavy-duty metal enclosure, along with a built-in heater/blower to endure Minnesota's extreme weather. Another key performance point was the camera's 802.3af PoE; it permitted more versatility in mounting while reducing the overall cost of installation by not requiring new electrical cabling to be run.

Of course, video quality was extremely important: "The first time we demonstrated the IK-WR12A cameras, the people at Bernick's were truly impressed," said Tony Bennett, Minco's Telcomm and Cabling Supervisor. "We were able to zoom onto a box so closely they could clearly read a small shipping label, although they had logged onto the network 180 miles away."

Toshiba IK-WB16A 2-megapixel pan-tilt IP cameras were deployed throughout the St. Cloud building's interior corridors to escort guests in a secure path. Its two-megapixel resolution enables a single IK-WB16A-W to capture overviews of very large indoor areas, such as a lunchroom or conference room, as well as acquire small details including close-ups on individual faces.

Inside the front lobby Toshiba IK-WB70A IP bullet cameras are deployed. Equipped with IR illumination with coverage up to 15 meters and day/night imaging, the cameras feature an extra wide dynamic range CMOS sensor that yields superior images in virtually any lighting condition. These features were important because the cameras are used not only during normal business hours but also for nighttime surveillance through the front windows and glass doors.

Upon completing the St. Cloud deployment, Minco brought Toshiba IP technology to the company's Duluth and Dresser warehouses. Rather than use a virtual server, however, both locations relied upon Toshiba ISP network video recorders. Designed to support IP cameras, the IPS is a robust network based video surveillance solution in a streamlined 3U chassis capable of recording at megapixel resolutions and up to 30 PPS per camera.

In addition to providing surveillance in Duluth and Dresser, Minco set up an IP camera inside the server rooms of each location that lets Bernick's IT department remotely monitor network equipment. In the event of a network incident, an administrator in St. Cloud can scan blinking indicator lights on the servers to diagnose the problem. Then, rather than drive several hours to either location, he can tweak the servers via a remote connection to resolve the issue.

Bernick's is pleased with the Toshiba installation to date and plans to expand the IP video program to its other warehouse locations.

"One of the best things about working with Toshiba is that the techs get it," notes Minco's Bennet. "We have yet to see a situation where Toshiba tech support failed the customer. We've worked with several other manufacturers that have excellent equipment but don't support it after the sale. Toshiba supports its equipment before, during and after the sale so that as a dealer I have full confidence."