

Access Control & Anti-intrusion

Essential sourcing intelligence

September 2011

US\$495

China supplier profiles

Detailed profiles of 32 verified suppliers and contact details of an additional 9 exporters

Product gallery

Specifications and full-color images of 72 top-selling products

Industry trends

Coverage of current issues, plus insight into products, pricing, R&D and supply centers



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YEARS

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Supplier capability in China

ACCESS CONTROL & ANTI-INTRUSION

China suppliers of access control and anti-intrusion products are looking forward to strong sales this year. For exports, the anticipated increase in revenue is at least 10 percent.

Nonetheless, the industry is prepared to see a deceleration in growth amid various challenges. For one, manufacturers are facing the possibility of weakening demand, especially in the EU and the US, where the difficult economic climate has caused a housing slump.

The slowdown is already apparent in shipments of smart cards. Export sales grew only 6 percent YoY, 19 percentage points lower than the same period last year.

Compounding the sector's problems is rising production outlay. Makers are suffering from slimmer margins, caught between keeping prices competitive and covering higher costs.

Key findings

1. Prices of China-made access control and anti-intrusion products will remain relatively stable in coming months. This is reflected in Global Sources' survey, where most respondents plan on maintaining current rates or keeping increases within 10 percent.
2. To sustain this strategy and still keep themselves profitable, suppliers are generating cost savings by enhancing operating efficiency. Many are investing in automated production and QC systems for this.
3. Several enterprises are also looking at ways to minimize the effect of the yuan's appreciation against the US dollar on margins. Efforts include having shorter validity periods for quotes and accepting settlements in euro.
4. Investment in R&D is expected to increase as suppliers release more new models that can provide better margins. Product development work will comprise improvements in performance and cosmetic design.
5. Various technologies are anticipated to converge in upcoming releases. Intruder alarms, in particular, will combine multiple detection methods and DSP. Access control systems will employ offer various authentication modes.
6. North America and the EU will remain key export destinations. Despite the contraction of the customer base, demand from these markets continues to be large. During the six-month period ending August 2011, shipments of burglar and fire alarms, and smart cards to the two areas contributed more than half to overseas revenue.

Scope & methodology

This report covers the major products of China's access control and anti-intrusion industry, namely biometric and nonbiometric access control systems, video doorphones, and intruder detectors and alarms.

The categories are discussed in separate sections. Details about the different types offered, and their typical features and price determinants are provided. The latest trends in product development are also discussed.

The Industry Overview describes the challenges that businesses are currently facing and the measures they are implementing to boost sales and overall competitiveness. It also provides information on the supplier base.

More than 55 percent of companies featured in this report are based in Guangdong province, which accounts for the majority of national output.

To produce this report, Global Sources interviewed a wide range of enterprises. Rather than focus simply on high-profile makers, we compiled a representative sample of large, midsize and emerging manufacturers. All profiled companies are export-oriented professional suppliers that are verified by Global Sources.

Each supplier is confirmed to be authentic with a legally registered business. All companies are visited three or more times by Global Sources to ensure they are export-ready and have real offices and products.

The listed contact person has been verified to represent the registered company. In each case, companies were required to answer specific questions designed to verify their manufacturing and export credentials.

All profiled suppliers participated in a

survey designed to provide insight into price trends, sales outlook and target markets in the next six to 12 months. All survey questions are single choice. Results were calculated based on the actual number of valid responses to each question.

Global Sources supplier rankings

★★★★★★

Suppliers are ranked using a 6-star ranking system. Companies with a higher star ranking provide more business information and verification reports on their Global Sources online homepages.

Suppliers rated 5 or 6 stars have a Credit Check report from First Advantage or Sino-Trust and a Supplier Capability Assessment report provided by Bureau Veritas online.

The rankings are correct at the time of publication and may be subject to change.

CONTENTS

INDUSTRY OVERVIEW	7
Main production center	
Supplier survey	
RFID cards & tags	9
Access control systems	10
Video doorphones	13
Intruder alarm systems	15
SUPPLIER PROFILES	19
PRODUCT GALLERY	55
ADDITIONAL SUPPLIERS	71

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Asia Security Technology Ltd



INQUIRE NOW

Headquartered in Fujian province, Asia Security manufactures intruder alarms and detectors, and nonbiometric access control products. The two segments contributed 80 percent or \$2.4 million to the company's \$3 million revenue last year. Exports accounted for the majority of sales in the lines.

Monthly shipments averaged 2,440 units. The Asia-Pacific region and North

America were the top destinations, absorbing 40 and 30 percent of overseas shipments. The EU, the Middle East, Africa and South America accounted for the rest.

The company carries out production in two factories, one in Fujian and the other in Guangdong province.

It employs 70 personnel, including a team of R&D specialists.

Company facts

Year established	2001
Business type	Manufacturer
Company ownership	Mainland China-owned
Head office location	Fuzhou (Fujian)
Factory location(s)	Fuzhou (Fujian), Shenzhen (Guangdong)
No. of full-time employees	70
Annual sales (all products)	\$3.0mn
Annual R&D spending	\$240,000

Sales & output: Access control & anti-intrusion

Annual sales	\$2.4mn
Share of total sales	80%
Annual export sales	\$1.9mn
Total monthly capacity	20,000 units
Average monthly output	3,050 units
Capacity utilized	15%
Average monthly exports	2,440 units
Export ratio	80%

Contact details

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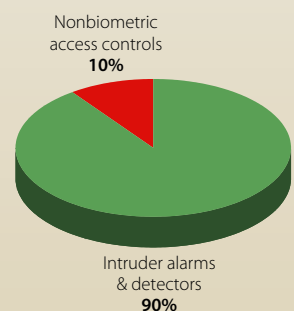


Model: PIR-900

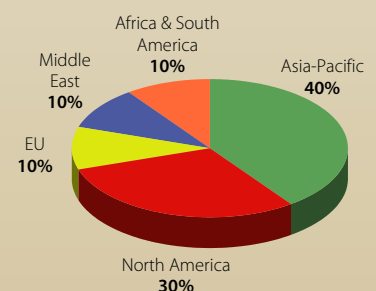
Description: Wireless PIR motion detector; $\leq 70\mu\text{A}$ static, $\leq 7\text{mA}$ alarm current; 8m, 110-degree detection range; $\geq 80\text{m}$ transmission range

See more popular export models in the [Product Gallery](#).

Exports by product



Exports by market



PRODUCT GALLERY

Nonbiometric access control systems



Assa Abloy-Wangli

(profile page 22)

Model: GF-013

MOQ: 140 pieces

Description: Security door; cold-rolled steel, powder-coated or heat-transferred finish; honeycomb paper or rockwool core; 1 to 1.8mm-thick frame; stainless steel doorsill; 90 or 180-degree left or right, inward or outward opening; CE



Assa Abloy-Wangli

(profile page 22)

Model: ZY002

MOQ: 140 pieces

Description: Security door; 0.5 to 1mm-thick cold-rolled steel; honeycomb paper, rockwool or perlite core; stainless steel doorsill; 90 or 180-degree left or right, inward or outward opening; 5, 7 or 9cm-thick door leaf; CE



Assa Abloy-Wangli

(profile page 22)

Model: SK007

MOQ: 140 pieces

Description: Security door; 5, 7 or 9cm-thick leaf; 2,050x950, 2,050x860, 1,970x950 or 1,970x860mm outer frame; 90 or 180-degree left or right, inward or outward opening; CE



Beijing Yicheng Xintong

(profile page 23)

Model: Mifare S50

MOQ: 1,000 units

Description: Contactless card; Mifare S50 chip; PVC, ABS or PET; glossy or matte white or custom picture overlay; 0.76, 0.8, 0.81 or 0.83mm thickness



Beijing Yicheng Xintong

(profile page 23)

Model: Magnetic Strip Card

MOQ: 1,000 units

Description: Magnetic strip card; PVC or paper; LoCo 300oe or HiCo 650oe, 2750oe or 4000oe; 0.3, 0.5, 0.6 or 0.76mm thickness; 85.5x54mm; for hotel, telecommunications and finance applications



Bonwin

(profile page 24)

Model: BW506SC-H

MOQ: 300 units

Description: Card lock; 4.5VDC; 3 to 5cm inductive distance; 3.3±0.2VDC undervoltage alarm; for 8 to 30mm-thick cabinet doors

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