

# BUSINESS

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## Swipe and go

### Innovative Bull Dog Security system may be solution to gas and dash

BEACON HERALD STAFF

It could prove to be the answer to the gas-and-dash problem.

Bull Dog Security, out of Kitchener, came up with "Swipe and Go" which was implemented at a station in Mitchell two years ago.

Since then it has been installed at other gas stations, particularly rural, in the province.

Gas stations with the Swipe and Go system don't need to be manned by employees on site. It means the gas station never closes and customers can get gas at anytime of night.

Payment is made with credit or debit cards before the gas pump is activated. When a customer pulls into the station an alarm goes off to alert off-site security who watch over the Internet. Should the customer have problems or cause problems, security staff can speak to the person through an intercom-type mechanism.

The system wasn't developed as a remedy for the gas and dash problem necessarily. Part of the reason it was developed was to lower expenses for gas station owners and provide more service for rural customers.

"We're getting so much interest, you're going to see a lot of this around the country," said Joe McCann, a Stratford native and minority shareholder.

As prices reach new heights this summer, the system could provide many gas station owners with a sensible solution.

Perhaps that innovation is why the company was listed in the magazine Profit 100 which features companies on the rise. The company made it into the top 200 based on its financials.

The company has grown by 355 per cent in five years. In 2001 the company had four employees now it has 16.

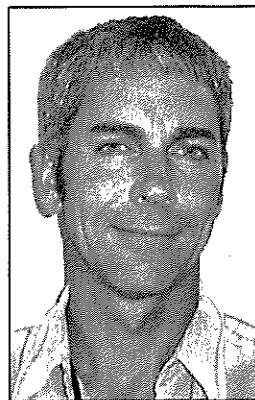
Of course, Swipe and Go isn't the only security answer the company provides. It has a large corporate clientele and institutional customers including schools in the Niagara region.

Another large part of the business is video surveillance. "Video evidence does not lie," Mr. McCann said.

The surveillance has gotten better as technology gets smarter.

One customer needed surveillance for a body of water around the perimeter of the company. The software developed won't record the motion of the waves but it will record a boat on the water, explained Mr. McCann.

The company was started in 2000 by Ron Landry and Roy Bernard. Mr. McCann signed on in 2004, after working with Culliton Brothers for more than 23 years; about eight of those in the security division.



Joe McCann