

# Dillard

Door & Entrance Control

# Security Sentinel

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## Dillard Door—Securing Memphis for 60 Years



Since 1947, our company has proudly served the Mid-South with dependability, integrity and excellence. Offering a wide range of premier products and superior services, our teams possess the proven training, experience, equipment and technical expertise to deliver innovative solutions for projects of all sizes and scopes. Just give us a call so our dedicated professionals can show you why satisfied customers have trusted us for 60 years.

901-775-2143

[www.DillardDoor.com](http://www.DillardDoor.com)

## Dillard Door Named to Top 100 List

*Dillard Door & Entrance Control's recent ranking as one of the top 100 system security integrators in the U.S. further substantiates the fact that the company stays ahead of the curve with security and access control solutions.*



“Being selected as one of the top 100 system security integrators in the U.S. is a tremendous honor,” said Chris Bird, president of Dillard Door. “It’s one that we owe in large part to our beginnings as an industrial and commercial door provider.”

Dillard Door was ranked by *Security Distributing & Marketing* in its annual list of top security integrators and is the only Memphis-area system security integrator to be named.

“What makes Dillard Door & Entrance Control unique in this region is that we can provide a complete security system package for our customers,” explained Reg Udouj, company sales manager. “Essentially, that enables us to monitor quality control requirements and ensure that the system fully meets the customer’s needs.”

In recent years, the company has grown

from a security controls business with a focused line of offerings into a more diverse business that offers camera and alarm systems, biometric access controls and sensing devices.

A system integrator is a business that gets the majority of its revenue from the design/engineering, sale, installation and service of multitechnology security systems such as access control, CCTV, burglar alarms and telephone entry systems.

“We closely watch the industry and our clients’ needs and strive to stay at the forefront of the marketplace,” Udouj added. “We understand not only the best type of service/security door for the customer but also can make the best recommendation for their locking system based on current and/or proposed security system needs.”

# Safety First—Always

*If you remember only one thing from this issue, please let it be this:  
Never take for granted safety protocols and procedures.*



*Chris W. Bird, AHC, CSI,  
President, Dillard Door &  
Entrance Control*

**A**t Dillard Door & Entrance Control we take this pledge seriously. Daily 30-minute company meetings keep us informed and updated on safety issues. And though these protocols and procedures may at times seem redundant to hear and laborious to monitor, they always keep our customers and us safe.

Our absolute commitment to safety will never waiver, even when we think a shortcut might be easier or faster, or when time is pressing upon us to finish a job. Remember, it is in those hurried times when accidents happen.

Please also remind family, friends, and fellow business associates that never, under any circumstances, should they or any other untrained individual try to repair a garage door or any other

entrance-control device. Springs and cables can unexpectedly pop or bolts fly, and that is when the most unforeseen accidents can—and do—occur, sometimes life-threatening ones.

Even the most seasoned professionals bear scars from past accidents. So the next time a “do-it-yourself” door or entrance control project presents itself, don’t try to go it alone. Instead, call Dillard and let our trained staff handle the project.

Here’s to many safe and healthy days. Peace.



Chris W. Bird, AHC, CSI

## PRODUCT SNAPSHOT

# Tormax Automatic Door Systems

*Dillard Door & Entrance Control has become the exclusive  
Mid-South dealer for Tormax automatic door systems.*

**“T**ormax Provides high-quality, quick-response, technically supported solutions for customers worldwide, and we are the only dealer within a 100-mile radius that can provide these unparalleled automatic doors to customers,” said Geoff Jones, vice president of operations for entrance control.

Tormax products include: swing doors, sliding doors, folding doors, doors for extreme conditions, escape route and fire doors, industrial doors, semicircular doors, revolving doors, manual doors-ICU, controls, accessories and door management systems. All conform to the Americans with Disabilities Act, ANSI, UL/ULC, and local and market-specific specifications.

Through Dillard Door services, the company can provide convenience and security through the automation of entrances, from the individual door to the networked door-management system.

Tormax was founded in Switzerland in 1951 by the Landert Motoren Group and has a manufacturing facility in San Antonio, Texas. Its automatic doors can be found in airports, hotels, restaurants, pharmaceutical, processing and industrial plants, schools, facilities for the disabled, and historic sites, among other locations.

Call Bill Baxter at Dillard Door & Entrance Control, 775-2143 for more information about the Tormax line.



★★★★★  
**TORMAX**  
AUTOMATIC

*Tormax products include a wide  
variety of doors used in airports, hotels,  
restaurants, schools and many other  
commercial settings*

CUSTOMER SPOTLIGHT

# Wireless System at Airport a First



*Dillard installed a wireless, CCTV surveillance system at the Memphis International Airport to help streamline the facility's taxicab services. Firetide mesh networking was installed as part of the system.*



It's part of the nature of the security business that the "miracle" is often hidden from sight. The wireless surveillance system Dillard Door & Entrance Control installed at Memphis International Airport is a perfect example of this fact.

Project manager Cliff Gaither says Dillard Door has installed a totally wireless, closed-circuit TV surveillance system at the airport in order to streamline the facility's taxicab services. Gaither described the complex system of shuttling cabs and passengers back and forth at the airport. He said there was a need for more efficient monitoring of traffic.

"The average person would never no-

tice all that goes into the taxicab system out there," he said. "It's an amazing operation. Every cab is assigned an electronic staging area and they have to move in and out of there in a quick and efficient manner. The system itself is a constantly moving machine."

Dillard installed all the new Firetide® mesh networking and it was Dillard's task to make possible the viewing of all 13 cameras available from the main office.

"We installed all the networking, the cameras—the whole concept is ours," he said. "We were told it couldn't be done. No one else in the country has done anything like this."

## New Door Installed In Historic Hotel



Dillard Door has spent some time at The Peabody recently, thanks to the challenging installation of a large door at the historic hotel's Third Street loading area.

"These are custom-designed, rolling steel doors," said Chris Bird, president of Dillard Door. "The doors face into the existing environment"

The project involved covering two large service ports in the service entrance area—one 30 x 15 ft. and the other 20 x 15 ft., covering a total width of 50 feet.

"The project challenge was negotiating pedestrian and automobile traffic and ultimately keeping people safe while maintaining security protocol," Bird said.

Because there were no doors there previously, people often wandered into this service area, creating an unsafe situation. The Peabody installation was two months from design conception to installation and took only one week to install.



## Proper Door Maintenance a Must During Winter



While the winter months can blow cold air inside, consider preventive door maintenance to keep the chill at bay and more serious problems from creeping indoors.

"Be sure to check your doors as soon as possible," said Bill Hobbs, vice president, "so if any problems do surface, we can get materials ordered, delivered and fixed quickly."

First, complete a visual inspection of all your doors. (Remember: Only a visual inspection should be done. Do not try to fix potential problems yourself as a serious accident could result.) Look for areas that are not sealed properly or could allow cold air to blow through. Also, make sure the door's tracking works properly and opens and closes freely.

If you suspect a problem, contact Ann Hobbs, service manager, at 775-2143, to schedule an appointment. A trained Dillard Door professional will conduct a thorough inspection of your doors.

## Community Kudos

### American Diabetes Association

Chris Bird and his sister, Cynthia Bird Shaw (pictured below), recently became a two-person team—aptly named BRD-PWR—walking in the American Diabetes Association's premier fundraising event, America's Walk for Diabetes.

The dynamo team raised \$2,000 and won an award for being the smallest team to raise the most money! About 20.8 million children and adults live with type 1 and type 2 diabetes every day.



### 8th Street Mission for Jesus Christ

Located in West Memphis, the 8th Street Mission for Jesus Christ recently received from Dillard Door a new overhead loading dock door. The total contribution, including installation, came to about \$5,000.

A gospel rescue agency, the 8th Street Mission is a drug and alcohol rehabilitation facility that also addresses homelessness and assists stranded individuals and those who need assistance with necessity items, such as clothing, food and utilities.

"We're so thankful that Dillard Door helped us and took this financial burden off our back," said Rev. Fred Parker at the 8th Street Mission. "Their kindness helped us tremendously."

### CrimeStoppers

CrimeStoppers of Memphis and Shelby County supporters enjoyed a luxury skybox suite at the Redbirds stadium, complete with a



*Dillard Door & Entrance Control provided CrimeStoppers advertisements at Redbirds games in Autozone Park*

catered meal during a late-season home game thanks to Dillard Door. The company also provided advertisements for CrimeStoppers during home games around the top and lower stadium seating.

A nonprofit, nonpartisan, citizen-run organization, CrimeStoppers' mission is to help the police capture criminals by offering cash rewards and anonymity to citizens for information about crimes. Its board of directors consists of unpaid civilian volunteers.

### Memphis Food Bank

Dillard Door participated

in Operation Feed, raising 5707 food points—a combination of donated food items and cash—to help support The Food Bank's mission to feed the hungry in the metro area. This year, Operation Feed 2006 netted 300,000 pounds of food and \$251,000 from Memphis-area companies.

Overall, The Food Bank's workplace food drive collected the equivalent of 1.5 million pounds of food to feed those in need. Employees from 60 organizations participated in the food drive.