

IN THIS ISSUE

PAGE

- 2 Letter from the President of Dillard Door
- 2 Is Your Construction Site Protected?
- 3 Dillard Door & Security Winner of National Marketing & Logo Awards
- 3 Security Smokers Victim of Faulty Judging at Memphis in May
- 4 False Alarms—Now a Thing of the Past
- 4 Employee News

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 over 50 years.

901-775-2143

www.DillardDoor.com

Single Sourcing Facility Protection Equals Big Benefits

Property managers often rely on outside professionals as vital links in their facility protection plans.

Those vital services include everything from doors to systems integration to maintenance and repair. Some managers have to deal with as many as 5 different companies to maintain adequate security features and this leads to confusion and possible omissions. Imagine the time spent in determining who to call when a problem arises. Do you call the alarm person or the door guy when you can't get an alarm to set because a door contact is off? Do you call the access control contact or the gate company when the front gate won't respond to a card read? What about omissions due to different providers assuming a vital security link is someone else's responsibility?

Experts such as Dillard Door & Entrance Control do a better job because 'Complete Security Solutions' is our core business. We are the one call that does it all. We permit owners and man-

agers to focus on managing their own businesses rather than figure out who to call for service or determine who's at fault for a security breach.

In addition to the design and installation of our door and gate systems and security access and monitoring products, Dillard Door & Entrance Control also offers a full line of professional services. All are geared to provide an overall security "umbrella" protecting your property. Our systems integration approach encompasses a customized needs assessment, threat analysis, and evaluation of security system options. Some of our broader advisory and response services include:

- Preventive Maintenance Programs
- Fire Door & Alarm Testing
- 24-Hour Emergency Service
- Architectural Specifications
- Consulting



Our technicians are trained to repair the products of most manufacturers. Be sure to ask about our Preferred Customer Service Plan which is available after regular business hours seven days a week, and also about our beneficial Maintenance Agreement.

Dillard Door & Entrance Control provides an overall security umbrella

The Importance of Professional Associations

Dear readers of *Security Sentinel*, I was reminded during a recent expo of the Construction Specifications Institute (CSI) of the value of keeping astride of marketplace innovations.



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

We endeavor to keep up with the latest developments in products that benefit you as a customer and which grow our product and service lines.

All around our booth were displays of various product lines that serve as leading-edge examples across the construction industry. This CSI expo is just one of the many networking opportunities that our staff attends in order to learn the latest in technology. We are able to interface with various providers and designers that also monitor the marketplace and the result is a kind of multiplier effect of comparing notes on product advancements.

We always rent a large display area on the exhibition floor to showcase our own products for that very reason.

CSI is one of many such organizations to which we belong and I thought I would speak in some more detail about this particular association. The Construction Specifications Institute is a technical society whose core purpose is to improve the process of creating and

sustaining the built environment. CSI provides technical information and products, continuing education, professional conferences, and product shows to enhance communication among all disciplines of non-residential building design and construction.

Its more than 18,000 members include architects, engineers, constructors, specifiers of construction products, suppliers of construction products, building owners, and facilities managers. Founded in 1948, CSI is headquartered outside Washington in Alexandria, Va., and has 143 local chapters nationwide.

We are proud to be involved in such professional organizations. In future issues of *Security Sentinel*, we may profile other associations of which our business is also a member.

Cordially,

A handwritten signature in black ink that reads "Chris W. Bird".

Chris W. Bird, AHC, CSI

Is Your Construction Site Protected?

Tennessee ranks among the top 10 states for construction site theft. So equipment theft is a major consideration at any construction site.

The financial impact of job site theft and vandalism affect the bottom line of commercial and residential contractors. When something is stolen, you are faced not only with replacement cost, but equally important—potential employee downtime and later delivery schedules.

While perimeter fencing may deter daytime crimes, our remote video recording and monitoring systems add round the clock protection and peace of mind.

Our installers can put alarms in place at job site trailers and install video surveillance equipment to monitor job sites. We also can stream the views in to remote monitors so owners can get a real-time view from wherever they may be situated.

Our design team will carefully consider all critical details. Camera placement and preferred views will be partially determined by the physical size of the area. The selection of lenses, lighting and local obstructions will all be considerations. And we'll keep the potential intruder in mind, especially where they may hide behind objects and obstructions.



WE LOST!

Security Smokers Victim of Faulty Judging at Memphis in May

The Dillard Door BBQ cooking team didn't fare too well at this year's MIM World Championship BBQ Cooking Contest. In what can only be called a travesty of judging, our award-winning hot wings and our succulent ribs failed to place in their respective categories.

Not to worry, though, several other contests are planned in the near future and we plan to come back full strength in next year's MIM contest. Make plans to visit our booth for some great BBQ and a cool refreshment.



WE WON!

DDS Winner of National Marketing & Logo Awards

Dillard Door & Security, Inc.'s Entrance Control Systems (ECS) division recently won a major industry award for marketing. We were cited for excellence during the SAMMY Awards in Las Vegas, winning in the Company Logo and Vehicle Design category at the International Security Conference.

The SAMMYs (Sales and Marketing Awards) honor security dealers and systems integrators who exemplify professionalism in their sales, marketing and installation efforts. The contest is open to North American professional dealers and integrators. The awards are presented at a gala ceremony in which industry professionals from all areas of the industry come together.

In the recent competition, more than 100 entries were judged by a panel. Judging criteria included: appearance, use of color and logo, overall design and presentation.

This award reflects how Dillard Door has progressed from a door and gate business with a focused



line of offerings into an expanded service company which has added camera and alarm systems, biometric access controls and sensing devices. By doing so, DDS has substantially broadened its client base and has grown at least 40% over the last four years. This growth period coincides directly with current president Chris W. Bird's purchase of the company.

Among the Dillard Door & Entrance Control clients are Coors, FedEx Forum, Junior Achievement, Nike, Patton & Taylor Construction,

UPS, Hershey's, and Premcor.

"This award is reflective of our cutting-edge technology level which we wanted to portray through inventive branding and designs consistent with our new company image and goals," Bird says. "We hear solid confirmations often from our suppliers and customers that our company stays ahead of the curve with security and access control solutions. That is because we closely watch the industry and our clients' needs and strive to stay at the forefront of the marketplace."

ECS won a SAMMY award for company logo and vehicle design

False Alarms— Now a Thing of the Past

Nothing is more important than protecting people and property from intruders and from the dangers of fire and smoke. That protection can be provided by a combination of doors, locks, burglar alarms, fire doors, and a good fire detection system that works properly.



The main mission of burglar alarms is to detect intruders. If a motion sensor reacts to a common presence, such as a dog (or rat!), a false alarm can be triggered. The main mission of fire alarms is to detect life-threatening fire and smoke conditions. If a smoke detector comes into contact with an airborne substance that resembles smoke, but isn't, a false or nuisance alarm can nevertheless sound. These false alarms could cause your employees to later ignore the warning of an actual fire or cause your first responders to ignore an actual intrusion.

Fortunately for the property owner, modern fire and intrusion detection systems are much more reliable than they once were. The security and life safety industry has been developing better systems as a result of insurance companies, the government, and the public demanding faster, more reliable, and more accurate detection devices.

Equipment manufacturers have responded by designing more dependable products. New and improved sensors reduce false alarms—the detection of a fire or intruder not actually present—while speeding detection and response times. Now the sensitivity level of some advanced detectors can be adjusted by a trained professional, according to the amount of dust buildup inside the sensor. How old are your detectors?

Employee News



Mike Bates

Mike Bates has achieved the IR Security & Safety certified installer designation. Mike also completed his first year of a 3 year Voice, Data and Video Apprenticeship Program sponsored by the Independent Electrical Contractors Education Association and received his BiCSi certification.



Tim Dent

Tim Dent received BiCSi Level I installer certification and completed the first year VDV program.



Bill Hobbs

Bill Hobbs rode with other bikers on a road trip for charity across Middle Tennessee during the IDA Convention in Nashville.