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50 Years of Experience

Dillard Door and ECS are pleased to share with you our first of a regular series of newsletters. After a half-century of serving customers, we know that your business is your primary capital investment. Our security systems can deter and prevent theft, vandalism and unauthorized entry into your property.

Place our professional team on your side to help protect your valuable employees, property, records and goods. We are skilled in doing turnkey work from design to installation to maintenance. The result is the precise set of solutions you need.

www.DillardDoor.com

CUSTOMER SNAPSHOT

Junior Achievement— Securing Their Future

When Ray Darby set out to renovate the Junior Achievement building at 307 Madison that would eventually hold hundreds of children each day, he knew security would be a major consideration.

“We integrated the design of the building from the start with the door systems and security needs in mind,” says Chris Bird, president of Dillard Door/ECS. “It is a wonderful way to do the job, working in concert with architects. It was a refreshing exception to the scenario of viewing door security systems after the fact and having to retrofit conduit pathways and disassemble doorways. In many cases, that is why our company is frequently employed by architects as a consultant. This lets us become involved early on during the process.”

“Every day we have about 100 fifth graders spend the day in our building, so controlled access is very important to us,” explains Ray Darby, vice president of op-



Fifth graders learn business skills at Junior Achievement's miniature city

erations with Junior Achievement. “We began working with Dillard Door during the initial design phase. Our building has a unique layout with offices on the second floor and the student program area on the ground floor. Dillard Door helped us design an access control and video monitoring system that allows easy ac-

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Securing Your Facility—Top 10 Reasons



So many reasons abound for securing property that it almost defies listing. However, the chief concerns today include the following to consider:

- Internal theft/loss prevention
- Continuing domestic homeland threats
- External theft
- Industrial espionage/sabotage
- Fraud
- Efficiency monitoring
- Fire
- Other hazard prevention and response
- Vandalism and destruction
- Employee protection

New Products...New Security Solutions

Dillard Door and ECS sells, installs and services a wide array of effective barrier and selective-entry systems.

Dillard and ECS are constantly on the search for the most effective intrusion prevention, detection and abatement systems. These come in various

forms ranging from electronic keypad systems to secure roll-down doors. It keeps criteria in mind that include ease of operation, durability and low maintenance.

We carry a wide line of

finishes, warranty packages and delivery options which provide safety, security and aesthetics to your place of business.

Most of all, you want to control who goes in your buildings and when. Our technicians have provided access control solutions for decades across the Mid-South and there are few limits to what we can provide in this field.

Some newer examples of these include visitor management systems and

their accompanying software programs that use photo paper badges which are color-coded and bar-coded so they may be used by temporary visitors. These are scanned when the visitors log out from the premises and are properly discarded.

Another product that is a leapfrog jump from bars across back entry doors is the Arm-A-Door® kit which allows escape in the event of a fire or other emergency. When it comes to security of your facility, nothing is more vulnerable than the back door. But fire and life safety codes must be seriously considered. That is the reason for this new exit device that provides high security against forced entry and emergency exit—all in one product. The sophisticated bar system combines locking bar security with loss prevention alarms. It is made of heavy gauge telescopic steel tubing.

Yet other examples are automatic sliding doors, CCTV fiber optics and video cameras that also act as selective motion detectors.

Be sure and visit our web page, www.dillarddoor.com for an extensive lineup of our products.

Reinvestment in Memphis

Dillard Door is a corporate citizen in many senses of the title. Its community involvement and charity work run the spectrum. Among these are contributions to the Memphis Rotary Foundation and March of Dimes, a partnering arrangement with the Memphis Redbirds and discounted and pro bono work for The Food Bank, Memphis Union Mission & MIFA, in addition to serving on the boards of CrimeStoppers and the Better Business Bureau.



Selective motion detection through digital CCTV

Who Needs Access Controls?



Access control systems have a number of advantages. They can limit and monitor entry and exit within designated areas. Systems that we offer range from simple devices for a few doors to advanced, computer-controlled designs for buildings that require more complex security arrangements.

With access con-

trols, you choose who enters perimeter doors, specified areas such as restricted rooms and parking lots. Ongoing performance enhancements have brought this technology to levels never imagined before. In addition, as costs for these items continue to fall and greater intelligence and functionality is achieved, they are emerging as

attractive alternatives to traditional, labor-sensitive security.

Chief storefront security installations include solid aluminum outside security shutters, coiling see-through grates and horizontal chain gates.

If it involves biometric sensing systems or just secured keypads, we at ECS are prepared to meet your specific requests.

Is Your Security an Afterthought?



The subject of systems integration is the buzzword in the security industry. The planned combining of security products, especially in regard to the need for coordination among physical barriers and computer systems, is now at the forefront of access systems planning.

This notion was reinforced during recent annual conventions in this industry. Too often, building security systems is an afterthought or a patchwork quilt, whereas it should be a forethought and a subject revisited on an ongoing basis. This helps ensure there are not gaps in the system or a hodgepodge of systems that don't interact properly.

Think of planning access systems just as you would a master strategic plan for your business or property.

The National Front

A presentation by former New York Mayor Rudy Giuliani at a national industry conference (ASIS) proved to be a rallying cry for those highly interested in the security industry. He said that private security firms and protection device providers are acting as the nation's first line of defense against future terrorist attacks.

Giuliani applies a rule he learned as a law clerk when it comes to terrorism: "Relentless preparation." He says private security was the first responder on 9-11 and would be again in another attack in the event it occurs.

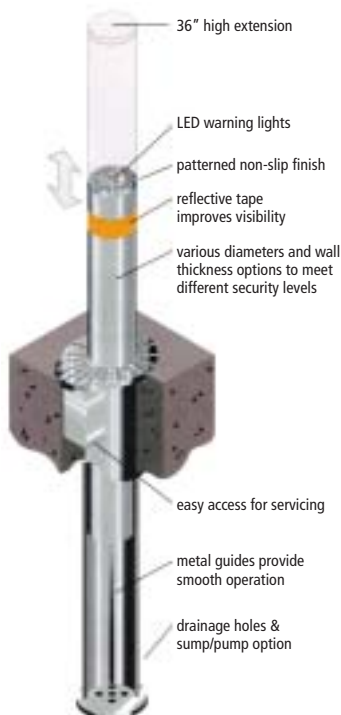


Customer Snapshot

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cess to offices while assuring adequate security. We've been very pleased with the equipment, service and follow-up we've received. They always provide the highest level of professionalism and services. I recommend them to anyone looking for an entrance control partner."

Dillard Door and ECS have performed large-scale jobs, including most recently, door systems for the FedEx Forum and gates for Owens Corning facilities.



Now, Bollards with Brains

Increasingly, sophisticated businesses, including high-security locations and manufacturing plants, are turning to electromechanical and retractable posts. These bollard posts can selectively allow traffic past access control gates and they feature quick 2-second raise and lower speeds. They also come complete with flashing LED lights when in operation. Their inner workings underground feature corrosion-resistant components for long-lasting dependability.

One in particular that we handle for manufacturer Securapost™ has some of these features:

- In-unison rise speeds
- Distance from bollards to controller is not a factor
- Conduit bends are not a factor
- Impact ratings
- Bollard can run off of UPS or emergency power systems on site
- Multiple control options with push button, swipe card or remote control
- No trip points or overhanging lips

Most of all, these posts prevent forceful intrusion in secured parking areas and also provide a visual deterrent.

When You Need Specialized Services—Look to Us



In addition to the design and installation of our door system and security access and monitoring products, Dillard Door and ECS also offer a full line of professional services. Some of these include:

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

Our technicians are trained to repair projects 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.

A FREE Offer—Really!

Colder months present challenges for all building owners and facility managers, particularly in regard to doors and locks exposed even partially to the elements of harsh weather conditions. In some cases, your door systems need to be winterized. Service calls traditionally increase during these colder months, so why wait for an emergency?

Invite our service team that is skilled in preventive maintenance measures to come to your work site and provide a free survey and inspection.

It is much better to plan ahead than to be faced with emergency repairs. Our staff which is trained in the factory and experienced through working in this specialized industry will make adjustments according to your actual or potential safety problems, code violations and security oversights. They can look at your existing equipment and provide helpful ways it can be maintained or upgraded, if necessary.

Upon completing a survey, you will receive a written report and detailed repair estimate that is good for a 30-day period from the point of inspection.

Dillard Door/ECS also routinely handles fire door inspections and is knowledgeable of various insurance company requirements and code specifications.

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 experience 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.

