

ONE OF THE LARGEST LOCALLY OWNED SECURITY SERVICE FIRMS IN THE REGION

Northeast Security protects and supports communities throughout the New England region

BROOKLINE, MA Northeast Security, one of New England's largest locally owned security services firms, continues its excellence in supporting employees and community with new and continued programs. For 39 years, Northeast Security has done more than just provide security services for physical assets, the company has focused on protecting and contributing to local New England communities. Unlike its national competitors, which have headquarters as far away as Switzerland, Northeast Security commits 100% of its resources and personnel to New England, making it one of the largest locally owned security services firms in the region. Each and every member of Northeast Security's executive team is based in New England, reinforcing local ties to communities.

"Northeast Security places a strong emphasis on investing in the communities that sustain us," said Brian Kickham, CEO of Northeast

Security. "We continually give back to New England through contributions to community organizations, sponsorships of local events and direct participation in neighborhood activities."

As a part of Northeast Security's ongoing commitment to protect and contribute to New England communities, the company focuses its resources on employees and their local communities. Northeast Security recognizes that the training its security force is given not only makes for better prepared security officers, it makes for better prepared community citizens and leaders. Several Northeast Security employees have received the prestigious Manning Scholarship from the local ASIS chapter. Recently, a Northeast Security officer saved a man's life by resuscitating him using CPR training received at Northeast Security. Also recently, an off-duty Northeast Security officer responded to a dangerous building



Brian Kickham

fire and relied on his training to ensure no loss of life occurred.

Aside from supporting and encouraging employees to participate in their communities, Northeast Security contributes directly to local organizations including: The Jimmy Fund, Habitat for Humanity, Boy Scouts of America and

Inner City Scouting, Ronald McDonald House, the Cape Cod Center for Women, and a multitude of local youth sport leagues. In 2003, Northeast Security started its Eagle Protection Project, an initiative to protect and preserve our country's national symbol. The project has already experienced great success with the rehabilita-

tion and release of Spirit, an American bald eagle. The release was held at the Bennett Meadow Wildlife Area in Northfield, Mass. in front of 200 Northfield Elementary School students. In 2005, Northeast Security was named Affiliate Company of the Year by the Building Owners and Managers Association (BOMA).

High-rise security: by Heenan of MAC Systems

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Locked Stairwells?

Stairwells are extremely important for ensuring the safe and orderly escape of employees in the event of a fire. They are also an important part of the security picture, since they offer another possible access point for unauthorized individuals.

For years, many businesses used stairwell doors only for emergency exit purposes. This meant the doors were continuously unlocked into the stair and continuously locked from the stair into the office space. While this is still the norm in many cities, several major cities have changed ordinances to ensure that people can re-enter the building through stairwell doors at points other than the ground floor.

This is being accomplished through a variety of means. Some cities require that all stairwell doors automatically unlock in the event of a fire or power outage. Others require that the doors can be unlocked by a central source, such as the fire command center. Still others mandate two-way intercom communication from inside the stairwell that links to a 24-hour command center, which can unlock the doors. These requirements may apply to all stair doors in some environments, or only designated re-entry floors in other environments.

Building Codes

The various rules about stairwells highlight the importance of building codes, which are an integral component of any security plan. Business owners need to keep in mind that building codes vary from city to city, not only in content, but in interpretation. The National Fire Protection Association and the International Code Council adopt model codes, which local and state governments use as templates for their own codes. However, local officials may modify these for their city or county's particular circumstances.

Also, the interpretation of the codes can vary from official to official. The code enforcement agency (also referred to as the authority having jurisdiction or AHJ) may also vary by jurisdiction, which means building owners may work

with the planning and development department, building inspection department or fire department officials depending on the building's locale. So how does a businessperson wade through the various rules and regulations to ensure the company is in compliance?

Selecting a Security Professional

When dealing with a high-rise structure, a business owner or security director would be wise to select a security integrator from the local area who is familiar with the codes, issues and concerns of the various local building and fire officials. Also, be sure to look for an integrator with a track record of success in high-rise projects. Designing a security plan for a high-rise is a complicated undertaking and not for the inexperienced. Find an individual who has experience successfully working with elevator companies and other trades. These are key relationships in designing a strong security system.

The integrator selected should be sensitive to a multi-tenant environment and understand the priorities and pressures of the property management firm. This includes things like ensuring the system is easy to operate and fits within budget constraints. Not all high-rise structures have dedicated security managers, and the task of system operation and administration may fall to other property management personnel or contract security officers. The system selected should match the environment in flexibility and complexity.

If you're dealing with new high-rise construction, bring in the security integrator early on in the process. A facility's design can significantly impact both the cost and capabilities of a security system. For instance, a decision as simple as whether to use an electronic door lock in an elevator lobby can impact things such as the need for additional smoke detectors and fire pull stations and signage. A good integrator will know how to balance the safety needs and security needs of the facility to ensure a highly secure and efficient environment.

Tom Heenan is vice president of MAC Systems, Canton, Mass.

How important is your family and residential real estate protection to you? by Kuong of Corporate Resources Group

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Many neighbors have expressed an enhanced peace of mind. Although we are dedicated to a specific client, they know that through excellent relationships with the police and by possessing their pre-programmed telephone numbers, a cruiser can be summoned and professionally briefed if an agent notices anything suspicious.

Additionally, when a residence thinks of "security" they only consider protection of life and property from human threats. For some reason people do not regard threats to general safety, or of a natural, animal or medical nature to be one in the same with "security." However, unless a specific human threat is known, the likelihood of a family or an estate being harmed from one of these categories is significant. Finally, such personal services cater to the unique needs and whims of the individual client while safeguarding their requirement for privacy and confidentiality.

Private companies fulfill this "guardian angel" role effectively. In addition to providing an experienced security professional, such companies can offer other services: estate assessment, executive protection for family members, investigations, background checks and due diligence for house staff, recommend and subcontract estate security systems, conduct estate surveillance on a full or limited basis while the family is away, and provide polished security agents for a wide variety of functions taking place at

an estate.

What To Look For When Choosing Private Security

While any company can boast great service and qualified security associates, delivering on tall promises is another matter. How do you sort out the credible companies from the pack? Consequently, knowing what you should look for when choosing to hire a private security company can be difficult. This is because you are shopping for a firm in an area that is probably well out of your field of expertise. This article should give you a very brief overview of residential security. Referrals are always a great source for narrowing down your search. However if you do not know anyone who can provide a reference, research the Internet.

Next, give the prospective firm a call and ask to speak with a company officer, owner or a managing partner. After a 15 minute conversation you should start feeling comfortable having a representative meet with you. Only the most reputable and dedicated companies will impress you by making a sincere effort to find out your specific needs and concerns, patiently answer all your questions, and do whatever it takes to secure a positive *business relationship* with you, regardless the hour of day or night.

What you are looking for are clues that suggest professionalism, credibility and competence. What is the company's mission statement? What are their core values? How long have they been in exist-

ence? Are they fully licensed, bonded and insured? What are the company officers' backgrounds? How quickly could they respond to your needs even if your request is in the middle of the night (stalkers and burglars do not keep bankers hours)? What separates them from their competition? Do they have any referrals that you can speak with?

At this point your own good judgment should already be telling you if you are favorably impressed, or not. Finally, you should arrange to meet with a company representative. Upon a favorable meeting, which includes a clearly defined scope of work, the appropriate contractual paperwork will be filled out and scheduling should begin within a reasonable time, unless an exigent situation presents itself.

Ultimately, residential estate security is an all encompassing service that needs to be trustworthy, personal, flexible, discrete and professional in order to be effective. What are at stake are the *most important* assets in your life, your family and the roof that shelters them. Therefore, the most important question you need to ask yourself when considering estate security is, "How important is my peace of mind that my family and residential estate are in good hands while I am away or asleep?"

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