



# The Protection Partner Press

**INSIDE THIS ISSUE:**

- Security Tips 2
- Safety Minute 2
- Product Highlight 2
- President's Corner 3
- Training Facility 3
- Meet Our Staff 3
- Fast Facts 4

**DID YOU KNOW WE ALSO DO...**

- GPS Vehicle installation and monitoring
- ID card supplies and badge printing systems
- Self-contained remote video and alarm monitoring
- Integrated Video and Access Control systems in one web interface

## 30 Years! What a long, strange trip it's been...

**This year is a special milestone for Northeastern.**

We are celebrating 30 years in business!

From our humble beginnings as a one-person operation, we have grown to over 130 employees and counting!

In the past 30 years we have witnessed many local and world events, some that have impacted us emotionally, and others that have affected us as a business in the Canadian market.

Thirty years ago, back in 1983, it was announced that a high tech US initiative called Global Positioning System (GPS) was being made available to the general public. This didn't mean much to Northeastern at the time...but



fast-forward a few decades and we use it daily! GPS-enabled vehicles and smartphones are predominant in our society. Northeastern now offers GPS installation and monitoring for our many clients at a very competitive rate. My how things have progressed!

Also in 1983 a joint engineering task force created a computer protocol called TCP/IP to replace the old US military ARPANET. The "IP" in TCP/IP

stands for "Internet Protocol" which of course led to the rapid development of the internet!

Who could have predicted back in 1983 that the small network they created known as the internet was going to revolutionize society in almost every conceivable way! We bet they had no idea that it would lead to Facebook and YouTube :)

At Northeastern we've seen many clients, suppliers, and counterparts rise and fall over the years. The more we reflect on this, the more we realize the magnitude of our achievement. We've rolled with the punches for 30 years...and we're just getting started! -CG

## 30 prizes in 30 weeks to say *Thank You* to our clients!

**Who is eligible?**

Any client of Northeastern that has purchased from us in the past 30 days will automatically be entered for a chance to win one of 30 prizes to be awarded over the course of 2013!

**When will this promo begin?**

Beginning Monday, June 10th

(and every Monday after that until December 30th) Northeastern will be awarding one (1) prize each week for 30 weeks.

**What is the weekly prize?**

A quality made, stylish, Northeastern-embossed personal portfolio!

**How will I know?**

Winning clients will be notified by phone, and announced in upcoming newsletters!





Roger Miller  
Vice President  
Northeastern

*"Driving is one area in which hurrying up can result in injury or even death. It's just NOT WORTH THE RISK."*

From ID Cards to Printing Stations, we carry it all!



## Security Tips - Vacation Preparedness

by | Roger Miller

As summer approaches, many of us are planning to vacation away from home. Here are a few quick tips to help you prevent crimes while your home is empty.

- Have your mail & newspapers picked up or held until you return.
- Secure your shed or garage with a high quality lock.
- Have some of your lights

on timers to give your home a lived-in appearance.

- Tell only your trusted family, friends, or neighbors where you are going, and how long you expect to be away. Leave a contact number where you can be reached.
- Trim your lawn and shrubbery before leaving. Have it maintained while you are away. Thick bushes allow criminals a

good place to hide.

- Do not leave a phone message stating you are away for a prolonged period.
- Do not post messages on Facebook or other social networking sites telling people you will be away. You can't control who shares this information. -RM

## Safety Minute - Driving Conditions

**Everyone is busy...**

This feeling permeates through all aspects of our life; at work, at home, and at play. The sheer amount of "things to do" often causes us to hurry up, even when driving. Unfortunately, driving is one area in which "hurrying up" can result in injury or even death. It's just NOT WORTH THE RISK.

Whether you are driving at

work, to/from home, or even on vacation, there is NEVER an acceptable reason to drive carelessly or recklessly.

**When to Slow Down**

Speed limits are set as a *maximum* acceptable speed in a specific location under *ideal circumstances*. During inclement weather such as rain, fog, snow, ice, or hail, your speed should be reduced *below* the maximum

speed limit to adjust to these poor driving conditions. Your family will thank you for arriving in one piece, even if you are a little bit late! - CG



## Product Highlight - ID Accessories

**It's a common occurrence.**

Contractors walking through your place of work...how do you know if they have legitimate business there? You think about approaching them, but nobody else in your place of work bats

an eye. Are you being over-cautious? NO! It's not uncommon for would-be-thieves to pose as contractors to gain access to valuables.

Enter the ID solutions offered by Northeastern. We can help whether you currently have no ID system in place, or if you have a solution in place but

want better pricing or more options from your supplier.

We can design a complete card access system to control door entry points, or we can simply provide you with ID cards for visual verification. It all depends on your wants and needs...we're here to listen and offer advice. -CG

# President's Corner - Q & A with Mark Joseph



**Mark Joseph,**  
**President**  
**Northeast-**  
**ern Protec-**  
**tion Service**  
**Inc.**

at their location. Instead of recommending another firm, we decided to change our licence to include security officers, hence our uniformed security division was formed to fill this need.

**Q: Why did you decide to start Northeastern back in 1983?**

**A:** To service a need in the insurance and business investigation sector.

**Q: Northeastern has continued to expand its products & services over the past 30 years, how did you achieve this?**

**A:** It first started when one of our investigation clients wanted security officers

**Q: What has been the greatest challenge faced by Northeastern in the past 30 years?**

**A:** There have been many challenges. One of the greatest challenges has been maintaining a service level that clients expect, which means hiring the right front-line personnel and back office support. We continue to recruit and educate our staff constantly.

**Q: What have been some of**

**your greatest highlights in the past 30 years?**

**A:** Beginning our Technical Services division has been an important part of our growth over the past 12 years, it has afforded us the luxury of being a full service firm, the first in Atlantic Canada.

**Q: How do you envision the future of Northeastern?**

**A:** What's important to us is to continue to provide excellent service to our clients, this has been the cornerstone of our mission statement since we opened our doors! It is our responsibility to our clients to keep abreast with the latest technology available in the market.

“  
What's important to us is to continue to provide excellent service to our clients...”

## In-House Training & Meeting Facility



**One aspect** of the original design of our new corporate office back in

2011 was to include an effective Training & Meeting Facility.

For some years now, our HR and Operations departments have been using this facility weekly to offer:

- In-House Security Courses
- First Aid Training and/or Recertification
- Safety Meetings

### Client Benefits

This facility, although used on a weekly basis, is not currently being used to it's full capacity.

Clients with a need, can use this facility for additional client training on our various products offerings, or for general meeting purposes.

Call for information. - CG

## Meet Our Staff - Mike Duffy

Northeastern Protection Service Incorporated has appointed Mike Duffy to the role of Business Development Manager. Mike will be responsible for the development of all divisions of Northeastern including technical, electronic and personnel.

Mike has an extensive background in management and sales. His previ-

ous experience with two international companies in the local market provides him the ability to think large scale while offering customized protection solutions to our clients.

Mike can be contacted at:

Cell: 902-497-5633

or [mduffy@protectionpartner.ca](mailto:mduffy@protectionpartner.ca).



**Mike Duffy**  
**Business Development**  
**Manager**



Your Protection Partner Since 1983

**Corporate Head Office:**

202 Brownlow Avenue, Suite LKA1  
 Dartmouth, Nova Scotia B3B 1T5  
 Canada

Tel.: 902.435.1336

Fax: 902.435.0093

E-mail: info@protectionpartner.ca



facebook.com/northeasternprotectionservice

Editor: Christopher Goulden

Copyright 2013, Northeastern Protection Service Inc.

Visit us in Burnside Park, Dartmouth. Near the corner of Burnside Drive and Commodore Drive, and next to Cambridge Tower 1.



# Fast Facts - 30 years ago back in 1983...

**NOTABLE EVENTS IN 1983**

- The last episode of M\*A\*S\*H aired on Feb.28, 1983



- Michael Jackson performs the "Moonwalk" for the first time, Mar.25, 1983
- The first "Minivans" were produced by Chrysler.
- Microsoft Word is first introduced 1983.

**CELEBRITY BIRTHS 1983**

- Emily Blunt, Actress



- Kate Bosworth, Actress
- Mila Kunis, Actress
- Miranda Lambert, Singer
- Carrie Underwood, Singer

**FILMS RELEASED IN 1983**

- Scarface



- Star Wars: Return of the Jedi
- Risky Business
- Trading Places
- A Christmas Story
- National Lampoon's Vacation

