

The Protection Partner Press



NORTHEASTERN Protection Service

operates many divisions under one banner:

Uniformed Security Service

Trained and licensed guard personnel in several provinces

Mobile Patrol & Alarm Response

Property patrols and after-hours alarm response

Technical Security Products and Service

CCTV Cameras, Alarms, Access Control, integration

Identification Supplies

Complete badging system and ID card printing service

Investigation Services

Licensed and experienced investigators, for private and corporate services

Visit us online at

ProtectionPartner.ca



DARTMOUTH, NS - JANUARY 2014

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Team Northeastern steps up during polar vortex

The severe weather throughout Canada over the Christmas and New Year holidays saw planes grounded, police suspending their patrols, rolling power outages and cancelled transit services in several locations across the country. It was challenging for everyone.

Through all of the challenges we are proud to say that our staff, ranging from Ontario to Newfoundland in most of the hardest hits areas never missed a shift during the stormy holidays! Some very dedicated employees worked long hours because there was no way to get in or out of the site they were working but all shifts and calls for service from our clients were filled without exception.

Often times weather disruptions result in an increase in our operational requirements. This occurs when client sites are closed as a result of weather conditions and they require a security presence in their absence to protect their assets. Additionally power outages often result in an in-

creased need for our technical division to address a myriad of possible technical issues.

This means that not only did Northeastern maintain critical coverage for our clients, it also means we had mobile patrols, service technicians and managers actively out there in the severe weather looking after our valued clients. Well done to everyone who showed their commitment during the extreme weather, and thanks for *staying SAFE!* Unfortunately, some citizens became victims of the weather...



Emergency workers tend to an injured person after a pickup truck left the highway during a storm near Halifax, NS, January 2014. Image Credit: THE CANADIAN PRESS

Welcome to our new look for 2014!

We've received a LOT of positive feedback from clients, employees, suppliers, and many others on the first volume of "The Protection Partner Press" in 2013. Thank you for the feedback!

In this issue, the first of 2014, we debut our new layout which allows us to examine some articles in more detail than was possible previously.

We will continue some of our recurring articles and expand into new areas.

Our goal is to keep in touch with all our partners, inside and outside the company, and to provide our partners with thought-provoking news from a security and safety perspective that brings value to the reader.

Enjoy the newsletter, and please give us your feedback any time, we look forward to it!



Consulting...because you just don't know what you don't know

Why it's in a business's best interest to consult with a security expert

By | Roger Miller

It doesn't matter whether you have an existing security plan or not, you will always benefit from consulting with a professional security integrator. This process assesses the risks to your business then develops strategies to mitigate those risks in a cost effective manner. The benefit derived from implementing security measures should exceed their cost, making the process cost-neutral.

Security consulting can be done for new projects, labour disruptions, and shrinkage or to address other short or long-term concerns within your organization. Consulting is most effective when done prior to making an investment in new security technology. This will allow you to develop an ROI strat-

egy on the security equipment expenditure, and become a part of your long-term business strategy.

"The benefit derived from implementing security measures should exceed their cost, making the process cost-neutral."

Northeastern has been successful in helping clients reallocate their security plan that not only closes security gaps but in some circumstances results in ROI. For example, installing access control technology can help reduce material shrinkage and lost time.

Access control can close gaps in the security of your facility while also providing an HR interface that allows management to audit em-

ployee time on-site. Additionally these integrated systems can enhance safety for employees by restricting public access, or assisting in providing a 'head count' during fire emergencies at specified muster points, as an example. Through an integrated combination of CCTV, access control, and intercom technologies, some clients have been able to reduce or eliminate physical guard coverage at points of entry. The initial capital cost of these systems can often be offset by the reduced cost of guard coverage in 1-3 years.

To discuss a security consultation for your property contact a Northeastern representative today.

info@protectionpartner.ca



Prepare
yourself now!

Will your security system work properly once NS and PEI make 10-digit dialing mandatory?

What changes are coming?

The provinces of NS and PEI historically had just one area code (902) and that's changing. A new area code has already been introduced (782) to accommodate the growing demand for more phone numbers in the region. This means that phone numbers will have to be dialed with the full 10-digits, including the area code, even for "local calls".

How does this affect security and alarm systems?

Most security systems send signals to the monitoring facility by tele-

phone, either landline or cellular.

The alarm panel at your home or place of business is programmed to dial the monitoring facility to report an alarm or test signal.

If your alarm panel in NS or PEI is currently programmed to dial a 7-digit local number without the area code it MUST be reprogrammed to dial the full 10-digit number including area code prior to **August 24, 2014**. If the system is not reprogrammed by that deadline, it will no longer send signals to the monitoring station, and you may be left vulnerable.

How do I make sure my system will work with 10-digit dialing?

In some cases you may already have 10-digit dialing already programmed, but only your service provider can confirm this. If you are a client of Northeastern we are sending out bulletins in February with further information. We will be following up with phone calls for clients who have not responded to ensure everyone is taken care of. We can also switch over your system if you are currently with another service provider; call us!

**At Northeastern we are
Your Protection Partner™**

ANNOUNCEMENT

Northeastern inks deal at
Maritime Centre in Halifax



Image credit: Fortis Properties

Northeastern Protection Service Inc. is excited to announce the signing of a multi-year contract with Fortis Properties to provide security services at Maritime Centre in Halifax, Nova Scotia.

Roger Miller, President of Northeastern says "we are proud to have been chosen as their supplier of choice for the coming years. Maritime Centre is a landmark property in the heart of the city". With a diverse population of government, commercial, hospitality and retail tenants in the building Northeastern will have a strong uniformed presence to assist the daily visitors to the property.

Once again Northeastern has competed against the international and local security providers to be chosen as the Protection Partner for this prestigious client! We are especially proud of this contract award as it is the first time in more than 28 years that this contract has changed service providers.

Meet Our Staff ::: Andy Lewis - Technician

In this recurring column we feature a different Northeastern employee each issue.



Above: At work 40 feet up!

Andy, please describe what you do at Northeastern and how long you've been with the company.

"I work for the tech department of Northeastern and have done so for 3 years. We are responsible for the installation and upkeep of various types of security systems, from CCTV to access control and alarm monitoring."

What do you enjoy most about your job?

"I enjoy the day to day variety in our job. Monday I could be up in a ceiling chasing wires, or I could be 40ft up the side of a building mounting a camera, or

I could be at a customer's desk troubleshooting their software."

What is the best work-related piece of advice you've ever received?

"Never underestimate anyone you meet. Everybody has at least one talent/skill that you don't have. That and never cut the blue wire..."

What are your interests or hobbies outside of work?

"I spend my spare time volunteering for my local fire dept. Before I moved to Canada I decided I wanted to pay something back to the community that I would be moving to."

Employees that are featured in the "Meet Our Staff" column receive a free gift as our thanks for participating!

IT'S TIME FOR OUR 2013 YEAR IN REVIEW

2013 was a very special year for Your Protection Partner™...

- Northeastern celebrated 30 years in business, having been registered in 1983 by founder Mark Joseph.
- A partnership develops between Northeastern and new client IMP Aerospace to secure their properties at Halifax Airport, Amherst NS, and Hammonds Plains, NS facilities.
- Northeastern wins bid to provide uniformed guard service to NS Department of Health and Wellness.
- RCMP once again chooses Northeastern to service their equipment throughout the province of NS
- Northeastern founder and president Mark Joseph passes away on July 7, 2013. His clear vision and mission for the company continues.
- Our 5th Annual "Security Solutions Event" in Dartmouth, NS was the biggest and best attended so far!

Northeastern participated in several major events in 2013...

- The 2013 Relay for Life (pictured top left); the event was affected by a bomb threat while our staff stood guard.
- The Nova Scotia Association of Police Chiefs annual conference
- Northeastern sent a guest speaker to BOMEX the Building Owners and Managers Association annual conference
- Involved in New Brunswick private security Act regulation consultations
- Participated in the International Association of Security and Investigative Regulators annual conference, Quebec City
- Presenter at the CPTED Crime Prevention Through Environmental Design training conducted by Halifax Regional Police



Above Left: S/O Worrall
Above Right: S/O Lynch



Above Left: Ops Manager Randy Milne
Above Right: S/O Kane

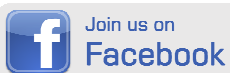
BLAST FROM THE PAST!

Check out this stylin' Northeastern patrol car from the early 1990's! This baby could go from zero to 60 in a couple minutes! These photos were taken in St. John's Newfoundland.



Your Protection Partner™ Since 1983

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