

THE PROTECTION PROFESSION

Safety and security is one of today's most valuable careers, with lots of chances for advancement.

IF EVER THERE WAS a career that has become really important to our society in recent years, it is the field of security and safety. Especially since 9/11, most companies have gone into a pro-active protection mode, requiring thousands of security officers to fill their needs.

The security industry was already getting a professional makeover during the eighties and nineties. "The image of the old night watchman of years ago is gone," says Helene E. Kaplan, director of training and organizational development for Gateway Security, Inc., one of the largest privately-held security corporations in New Jersey. This Newark-based company currently employs about 4000 employees in New Jersey to provide physical security and customer care services within the region. "Today we see a well-trained, savvy individual who is part of the corporate environment. It took our country's awareness of global and domestic terrorism to boost the industry even further," Kaplan added.

Think the security business might be for you? Here are more details about this honorable and fast-growing career.

What's it all About?

As a security officer, you're trained to have a heightened sense of vigilance in everything from report writing, patrolling techniques, controlling access and using communications equipment. The security industry also focuses on good public relations skills, the importance of having a positive appearance, and public perception of the security image. Candidates get a well-rounded education in all areas of security before they are approved for a specific client site. The State of New Jersey is now requiring that security officer candidates receive a minimum of 24 hours of

security training before they can be hired.

You could be placed anywhere from the front desk of an international pharmaceutical firm controlling visitor and employee access, monitoring vehicular traffic at a leading warehouse or distribution center, learning how a client's fire alarm system operates and how to respond to alarms. Gateway Security is also visible at each metropolitan airport, providing customer care to airline passengers.

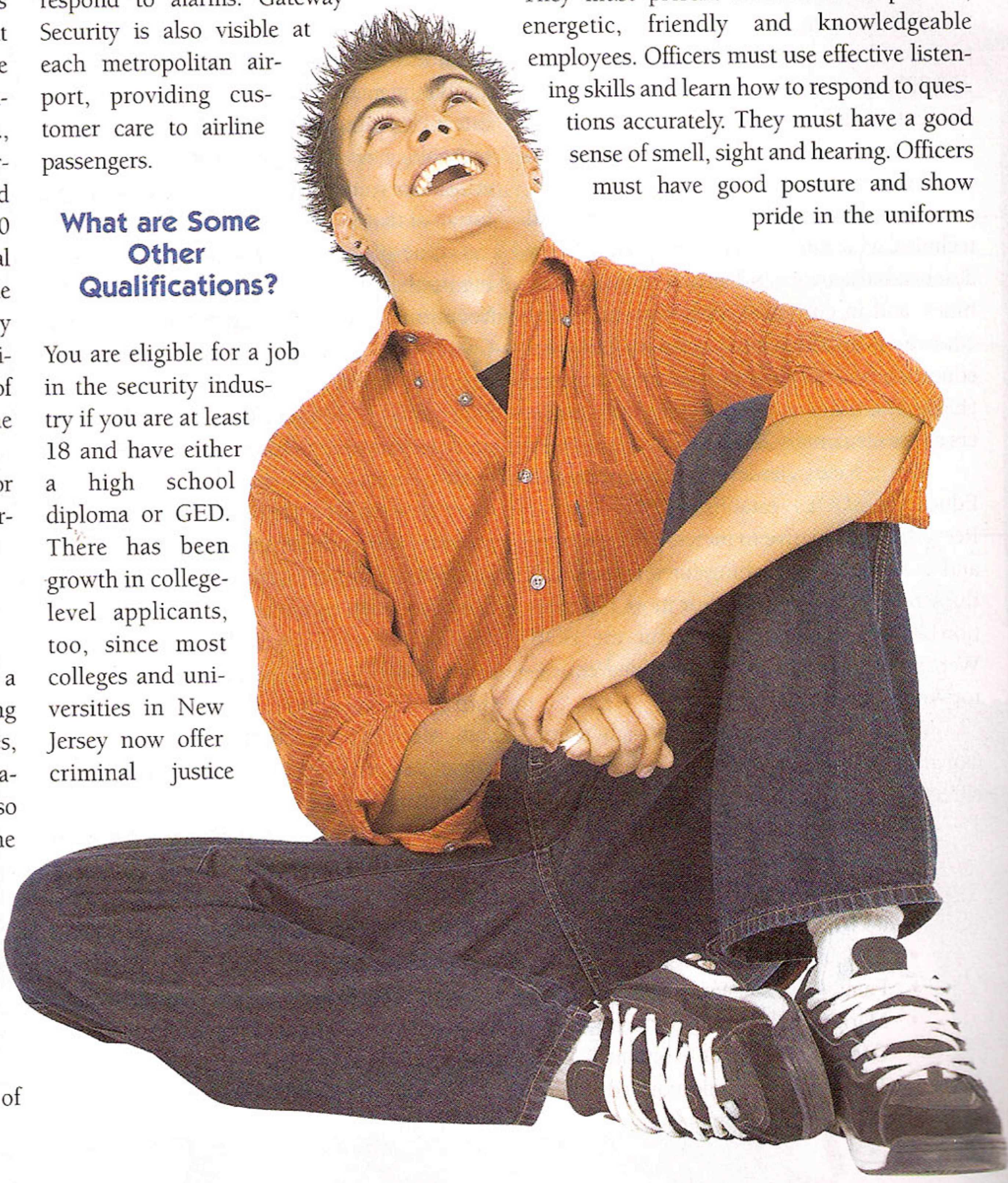
What are Some Other Qualifications?

You are eligible for a job in the security industry if you are at least 18 and have either a high school diploma or GED. There has been growth in college-level applicants, too, since most colleges and universities in New Jersey now offer criminal justice

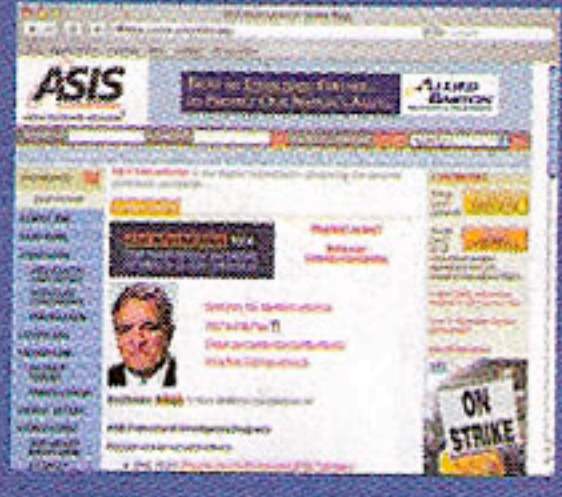
programs. The security profession can also be a stepping stone to a career in law enforcement, corrections, or executive protection.

What Skills Will I Need?

Security Officers have to get to work on time. They must present themselves as positive, energetic, friendly and knowledgeable employees. Officers must use effective listening skills and learn how to respond to questions accurately. They must have a good sense of smell, sight and hearing. Officers must have good posture and show pride in the uniforms



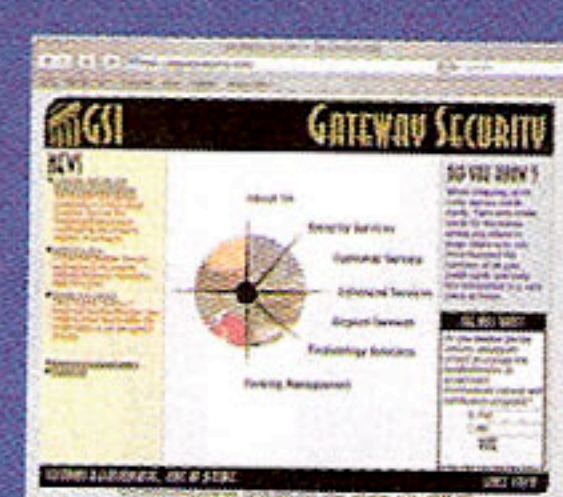
SECURITY ON THE WEB:



Visit www.asisonline.org to research the American Society for Industrial Security, the largest organization advancing the security profession worldwide.



Visit www.securitymanagement.com for up-to-the-minute news on the security industry.



Visit www.gatewaysecurity.com to find out more about career opportunities at one of New Jersey's leading security management companies.

selected by the customer.

Officers are trained to use the minimal amount of physical force at all times. Security staff does not have the same rights and privileges as police officers. Although some Gateway security officers are armed, their training and requirements are extremely rigorous and they need many years of prior experience to be assigned to these details.

How Much Can I Earn?

Hourly rates depend upon client contracts. The median rate for entry-level security officers is \$10.50 per hour with an officer's earning potential at \$16.00 an hour. Medical and

other benefits such as vacations, personal sick days and 401K programs are available to security officers. Security officers must work as full-time employees before they are eligible for some of these benefits.

Can I Move Up in this Career?

From the role of security officer, many employees are advanced into positions with more responsibility. Gateway supervisors are generally promoted from within the company because of their abilities, skills and continual fine job performance. Officers can also move up within the industry on the client side, advancing into positions of security manage-

ment and/or managing technical systems. Some directors of security for leading corporations may earn within six-figure salary ranges.

I Want to Learn More

If the security profession interests you, find out more through the American Society for Industrial Security at www.asisonline.org and the publication *Security Management* at www.securitymanagement.com. Gateway Security welcomes walk-in applicants to inquire about openings and requirements. You may also speak to a member of the Corporate Human Resources Department, which can be reached at HR@gatewaysecurity.com. ■

A BIG PAYOFF

Luisa Vigario came to Gateway Security a year ago from a career in law enforcement. She had earned undergraduate degrees in criminal justice and psychology with a master's degree in leadership development. Luisa was working as a federal officer in Pretrial Services in Newark, providing bail supervision to federal offenders but decided that she wanted greater challenge and career advancement.

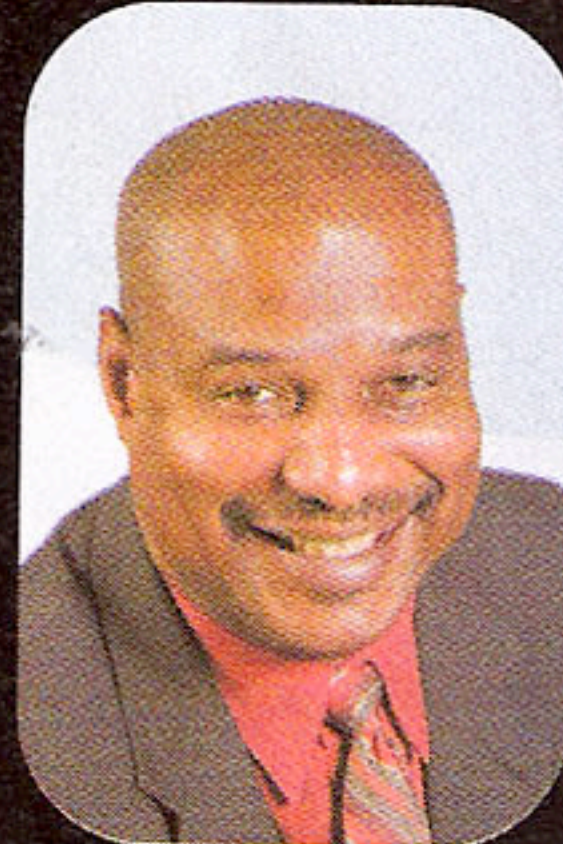
"Here there is tremendous room for growth," she says. "During the time I've been with Gateway, their expansion and business development continues at a rapid pace. I am pleased to be able to secure new relationships, continue to develop, and contribute to the financial side of the business as a team member in the accounting group. I know that my hard work here will pay off."



ALWAYS ON HIS TOES

As the assistant manager of operations for the New Jersey Transit-Security Operations account, Maxime Gervais' primary responsibility is to provide for strategic and tactical scheduling for a security work force of 110 officers serving at 21 sites in two states. "It's a challenging task but very rewarding," says Maxime. Maxime arrived in the U.S. from Haiti to study electronics engineering. "It was not my calling," he says. He started as a security officer and rose through the ranks holding the positions of senior officer, shift supervisor, site supervisor and now assistant manager. "The work keeps you on your toes; you meet all kinds of people," he adds.

"Soon I'd like to assume the role of account manager," Maxime said. "With my work ethic and the opportunities here, I am confident I'll reach my goal."



A WELCOME CHALLENGE

Lydia Duprey works for Gateway Security at Prudential's headquarters in Newark. "I oversee a staff of 20 officers," says Duprey, who first started working for Gateway Security in 1994 as an airport customer representative. Because of her exceptional performance the company recommended her for one of its security positions at Prudential corporate headquarters in Newark.

She moved up from receptionist and security officer to assistant manager and now is a manager. "It's a lot of responsibility, but I like the challenge. It is very motivating," she says.

