

## **BurrellesLuce PressClipping**

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Gateway Security

KURUS ELAVIA, CHIEF EXECUTIVE OFFICER

Newark

Kurus Elavia started on the front lines of the \$70 million company he now leads.

In 1988, Elavia took a job as a security officer with Gateway Security, which was founded in 1979 by Louis Dell'Ermo.

Elavia worked his way up to client management and then was brought in to join the company's executive management. In 1999, he was tapped to become chief operating officer and spearhead initiatives for growth.

Over the next seven years, Gateway grew from \$11 million in annual revenue to more than \$70 million.

This year, Elavia became Gateway's chief executive officer, leading more than 4,000 employees.

"The American dream is real, but the responsibility to improve yourself and work hard is on your shoulders," said Elavia, who came to the United States from India in 1987.

From his father, Elavia learned the importance of being himself. From Dell'Ermo, he learned that profitability stemmed from taking care of customers.

Elavia also counts Gandhi as a role model. "Through his teachings, I have learned that any measure of success is not measured by single acts, but by living the right life daily," he says. "Authority is not a title and position, but rather the courage to stand by your beliefs and defend a cause."

One of the chief causes for Gateway has been its hometown, Newark.

The company has made numerous charitable contributions there and demonstrated that a profitable company can proudly call the city home.

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