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RELEASE

S.A. White Oil Co. Uses Innovative Approach to Secure Its Bulk Plant *While Staying Ahead of Homeland Security Guidelines*

Marietta, GA — Third generation President of The S.A. White Oil Company, Kim Gresh, spoke recently about the challenges of securing her 83-year-old "Bulk Plant". While standing outside her office and on the grounds of her expansive operations, Gresh says that the task of securing her facility after 9/11 was top priority.

"We had many considerations after 9/11," Gresh said. With the tanks full of diesel fuel and tanker trucks all around her yard, the makings of a rolling bomb laid heavily on her mind. Finding a security solution that not only fit her needs, but also satisfied the fast growing Dept of Homeland Security (DHS), was of paramount importance.

Robert Thornton, S.A. White's operations chief agrees. "With hazardous materials on the lot we needed more than just having 2-3 security guards."

Surveying the grounds of S.A. White and its sister company, Mobilized Fuels, one can see the critical need to be secure. The Bulk Plant sits near a heavily trafficked area and just a mere stone's throw away from the historic downtown Marietta business district. As CSX trains rumble feet away from tanks and the white-and-red tanker trucks, their solution had many interesting obstacles to consider.

InCommand Worldwide, a high tech security firm, was their answer. InCommand developed a solution for S.A. White that addressed all of their concerns.

"We spoke with Kim and Robert and assessed their needs," said Brent Brown, CEO of Chesley Brown Companies, an Atlanta based security management company and parent of InCommand Worldwide. "Guards weren't a cost effective solution for them, and neither was the use of cameras alone."

Brown continued, "They needed the effectiveness of camera and electronic security with the reliability of a 24-hour Command Center watching." Brown explains that InCommand doesn't sell cameras or electronic hardware, but provides a remote video monitoring solution through its security command centers. "Most camera systems are mere passive systems that might provide great images of events after they happen, but we're on it as it happens" Brown states.

Through the use of video analytics, InCommand watches the facility 24/7.

"It's not just filming; someone is watching," said Gresh.

"Absolutely," says Thornton. "InCommand is here 24 hours a day. Even on holidays, we know someone is watching and doing (electronic) guard tours at regular intervals".

White also has microphones and speakers to communicate with suspicious parties, which helps identify people on the grounds, allowing security personnel to assess their responses to direct challenges.

"InCommand never sleeps, eats, takes a break or calls off," said the Chesley Brown CEO.

VIDEO INTERVIEW

InCommand Worldwide at S.A. White



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Remote monitoring of video started in the UK and has made a gradual presence in the US, but Brown states that his firm is the first to really bring it to the US in a true Command Center format.

"Yes, some alarm companies are now trying to do it in the US in their central stations but they are used to simply answering alarms on a computer screen and calling who the screen tells them to call. We operate Command Centers with highly trained security professionals who see real time what is occurring and take appropriate action. By definition we have no false alarms" Brown stated.

InCommand has proven itself a valued asset and protector of this Marietta Bulk Plant. When Gresh was asked about the cost effectiveness, she said "I think it's very cost effective," stating that their monthly fee is a mere fraction of the cost of a guard force solution. "It would take 2-3 guards doing what they (InCommand) do and you would never know what the guards doing".

"We highly recommend it," Thornton said.

Does Kim Gresh think she's ahead of the DHS curve, and does she sleep better at night? "Absolutely, positively," she says.

***InCommand Worldwide** is a **Chesley Brown** Company and operates at least two command centers in Atlanta and Kansas City. For more information please contact Warren LeCroy at (770) 436-3097 or warrenlecroy@chesleybrown.com.*

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