

# ADVANCED

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## New Arkansas Food Bank Warehouse

State-of-the-Art in Safety and Security

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# ADVANCED NEWS

## USAbLe Dual Data Center Sites Near Completion

We are proud to announce the completion of a dual site Tier III data center project in central Arkansas. The centers are located in North Little Rock and Conway, Arkansas. Advanced was selected from 12 national contractors to work with Forsythe Consulting to design and install the entire cabling infrastructure, network

cabinets, cable tray, fiber runner, access control, all A/V products, biometric readers and associated security features. An integrated Panduit system was used throughout the two centers. Each facility is 18,000 square feet, with construction completed last month. John Young was the Advanced lead on the project.

## ACS Commissions Little Rock Air Force Base Education Center

Advanced Cabling recently completed the fire alarm system and camera system for the new Little Rock Air Force Base Education Center. W.G. Yates & Sons Construction in Philadelphia, Mississippi, was the general contractor on this \$10.7 million project, and CIECO was the electrical contractor.

Last month, the center held its grand opening where the base and community celebrated the latest achievement of its 50-year plus partnership. Located at the corner of Vendenberg Drive and First Street in Jacksonville, the University Center is a reminder of the storied history the community and base have, as well as the importance of education within the state. The \$15 million



education center will allow LRAFB and the city of Jacksonville to accomplish educational goals from the most basic skill levels to higher education needs as the center will offer degrees for both military and civilians.

The 46,000-square-foot educational facility includes six 32-student classrooms; two 40-student classrooms; 18 24-student classrooms; one 22-student classroom; one 20-student classroom; two 16-student classrooms; two state-of-the-art laboratories and common areas.

LRAFB is known as “the home of Combat Airlift”, as it is home to the world’s largest C-130 wing.



## Free Wi-Fi at Buffalo Grill in Riverdale

We are proud to offer free Wi-Fi to the customers of Buffalo Grill in the trendy Riverdale neighborhood in Little Rock, Arkansas. For additional information on wireless networking at your location, please contact **Josh Vinson at 501-568-9599 or email him at [jvinson@advancedcablingsystems.com](mailto:jvinson@advancedcablingsystems.com)**.





## Arkansas Business Lists Advanced as #1

Arkansas Business recently honored Advanced Cabling Systems as the Largest Alarm Company in the state. With this latest ranking, Advanced leads the pack with 52 licensed alarm installers between our North Little Rock and Springdale locations.

## Arkansas's Only Cisco Premier Partner and Certified Authorized Technology Partner for Network Camera Installations



As of March 24, 2011, Advanced was named as a Select Vendor on the State of Arkansas Cisco contract. As a result, Advanced can work with any state, city or local government entity, as well as local K-12 schools and universities, to install Cisco video security solutions under predetermined pricing structures as set forth by the State.

In an effort to stay on top of our industry and deliver better service to our clients, Advanced recently achieved "Premier Certified" status with Cisco. The Cisco Premier Certification recognizes and rewards partners that have achieved the Express Foundation Specialization. This foundational specialization expands technical competency in the integration of basic routing and switching,

wireless LANs and security technologies. In addition, Premier Certified Partners have integrated a basic level of Cisco Lifecycle Services into their offerings and have demonstrated a measurably high level of customer satisfaction.

This certification establishes Advanced Cabling Systems as the state's only licensed Cisco Certified ATP. Cisco certification enables Advanced to design and install the full suite of Cisco IP camera solutions.

Cisco (NASDAQ: CSCO) is the worldwide leader in networking that transforms how people connect, communicate and collaborate. Information about Cisco can be found at [cisco.com](http://cisco.com).

### The following Advanced associates recently passed rigorous Cisco exams in order for Advanced to obtain the ATP certification:

- **Chris Shelton** – Cisco Certified Network Associate (CCNA)
- **Josh Vinson** – Cisco Certified Design Associate (CCDA)
- **David Roberts** – Cisco Sales Expert (CSE)

## Historic Davis Hall on the University of Arkansas Campus to Get State-of-the-Art Cabling System

Historic Davis Hall is currently undergoing renovation on the University of Arkansas – Fayetteville campus. This landmark building, which, when originally built in 1942, served as women's housing, then later became the home of Kappa Alpha Theta sorority and now currently serves as the Law Programs Center. Due to past system integration projects, including the historic Old Main building on the Arkansas Baptist College campus and the Capital Hotel remodel, Advanced Cabling's Springdale office was awarded a contract with Benchmark Construction to install a new cabling system. In addition to our renovation experience, Advanced has also been associated with several Leadership in Energy & Environmental Design projects around the state, including Hendrix College, Winrock International and Heifer International. The University is planning to receive a Silver LEED certification for the building once the renovations are complete. Architects on the

project are Franck & Lohsen Architects of Washington, D.C. and Robert Sharp Architect Inc. of Fayetteville, Arkansas. Total project costs will be more than \$4 million.



Historic Davis Hall located on the corner of Maple Street and Garland Avenue on the University of Arkansas campus.



# ADVANCED NEWS

## Nation's Largest Wireless Provider Hires Advanced to Install Fire Alarm System

Advanced Cabling Systems, in partnership with Arnold & Blevins Electrical, was hired to install a new fire alarm system in the recently remodeled South Central region headquarters of Verizon Wireless, located on Allied Drive in Little Rock. Advanced also installed a new fire alarm system in the Paramount Building located on Rodney Parham Road, for the company.

Due to one building holding one of six South Area 24/7 call centers for the company, this was not an easy "install after hours" project. This, coupled with the fact that the building had to be protected in case of fire during the entire project, added another level of complexity making it more than just a normal fire alarm system installation. The fire alarm system group, led by Roberto Maldonado and Brian Bauldree, worked closely with the client in order to make sure everything was covered and installed properly while providing

a safe environment for more than 700 call center employees to work. Despite all the challenges, the team had all three buildings complete in less than two months.



The team engineered and installed a Gamewell-FCI mass notification system in each building. This system-upgraded alarm will allow Verizon to announce pre-recorded messages to their employees and guests based on the nature of the situation. The system also features redundant connections ensuring Verizon's 1,300 regional headquarter employees are protected while they are working. Due to the size of the buildings at the Allied Drive campus, the system combines traditional horn/strobe notification in Building 4 with voice evacuation technology in Building 5.

## First Walmart Location Gets Renovated

Sam Walton is known for saying, "There is only one boss. The customer. And he can fire everybody in the company from the chairman on down, simply by spending his money somewhere else." At Advanced, we follow the same philosophy. We are honored that our Springdale team has been recently selected to partner with Coliant Solutions to install a new fire alarm and security system in the original Walton's Five and Dime Store on the town square in Bentonville, Arkansas. Advanced will be installing a FireLite fire alarm system and a Bosch security system.



The project includes an update and expansion to the five-and-dime and Terry Block Buildings, both historic Bentonville landmarks. Renovation of the Walmart Visitor Center location is expected to be completed in spring of 2011. At the Walmart Visitor Center, you'll see thousands of photographs and lots of memorabilia dating back to the start of the company, including annual financial reports, profit and loss sheets and store advertisements. There's a special section dedicated to the Walton family, with Mr. Sam's old red pickup truck and his office just as he left it.



ARKANSAS  
FOOD BANK



# New Arkansas Food Bank Warehouse is State-of-the-Art in Safety and Security

Advanced Cabling Systems was chosen by Thompson Electric to install all-building technology into the new Food Bank Warehouse on 65th Street in Little Rock. After working with the engineers, architects and client during the design phase, a team of technicians on-site implemented the following state-of-the-art technologies:

- Phone, Computer and Fiber Optic Cabling
- Fire Alarm System
- Intrusion Detection System
- Cameras
- Overhead Paging
- Controlled Access



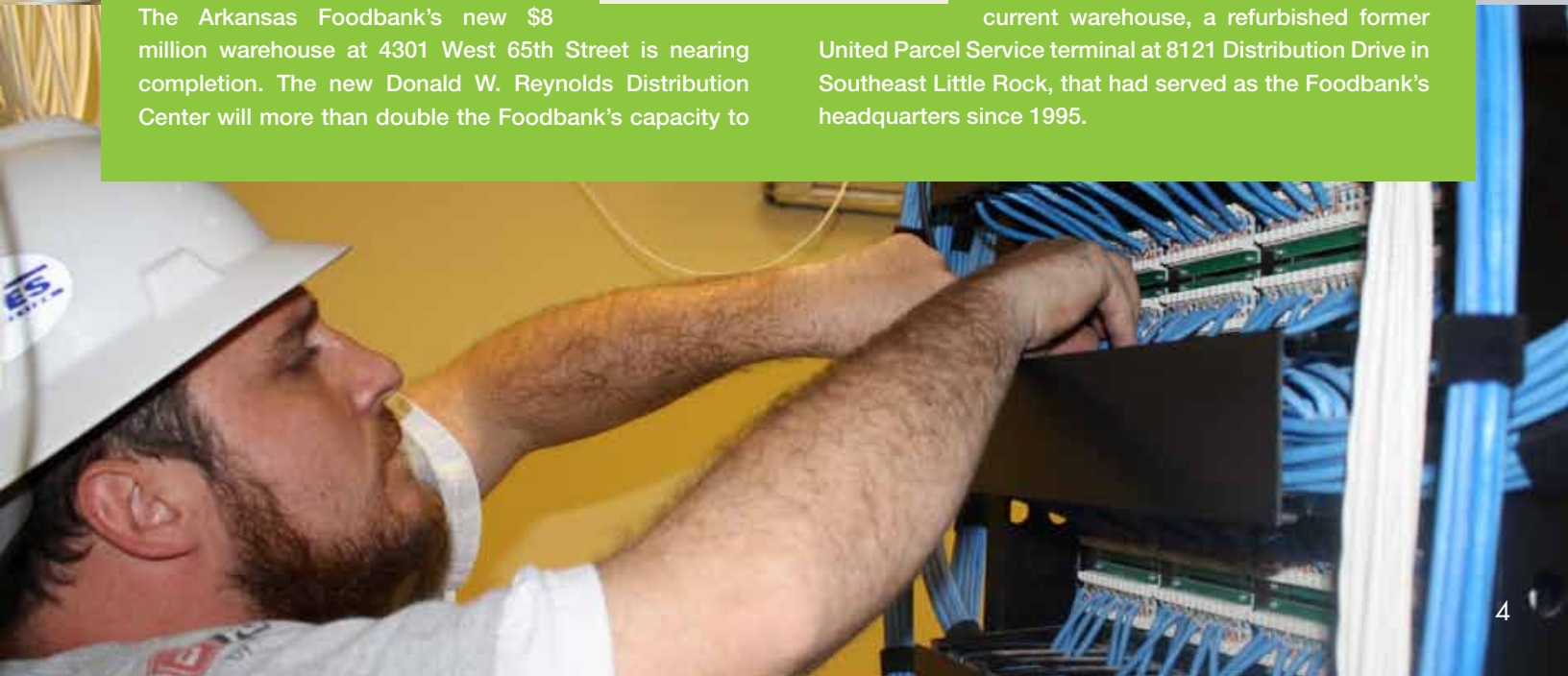
The Arkansas Foodbank's new \$8 million warehouse at 4301 West 65th Street is nearing completion. The new Donald W. Reynolds Distribution Center will more than double the Foodbank's capacity to

store and provide food to hungry Arkansans through its network of 350 food pantries, shelters, soup kitchens and school feeding programs.

The 73,000-square-foot structure is on track to be built, equipped and ready to open in spring of 2011. The building was designed by Roark Perkins Perry Yelvington RRPY, Inc., architects, of Little Rock.

The Arkansas Foodbank Network, founded in 1984, is the largest non-government distributor of food provided to hungry people in Arkansas. The new building will replace the Foodbank's current warehouse, a refurbished former

United Parcel Service terminal at 8121 Distribution Drive in Southeast Little Rock, that had served as the Foodbank's headquarters since 1995.



## Michael Kennedy Named South Central Construction Magazine's "Top 20 Under 40"



In the February issue of South Central Construction, our very own Michael Kennedy was named as one of the magazine's "Top 20 under 40." The magazine highlighted those under the age of 40 who represent the "Best-of-the-Best" in their construction and design careers and what they have given back to the industry. Entry criteria included: Achievement or progress toward industry certifications, including professional licensure or LEED AP; community service; industry involvement; and contributions to creating landmark regional projects. A panel of industry experts selected the winners. Nominations came from people working anywhere in the nation. Michael was chosen out of nominees working in Alabama, Arkansas, Kentucky, Louisiana, Mississippi and Tennessee.

## EMPLOYEE NEWS

### We Continue to Grow!

Please join us in welcoming the following team members:

- **David Polen** - CADD Technician
- **Ashley Wilson** - Service Coordinator
- **Trish Cohen** - Administration Assistant
- **Justin Yates** - Systems Engineer
- **Johnny Lang** - Project Estimator

Also join us in congratulating the following associate that has recently been promoted:

- **John Young**  
Promoted from Field Installation Technician to Structured Cabling Project Manager



### Award Winners Announced at Annual Year End Banquet



When it comes to service, no one does it better than Advanced Cabling Systems. Our winners truly embrace the saying "TEAMwork makes the DREAMwork." At Advanced, we encourage our employees to listen carefully to our clients, provide the right solution for their needs and over-deliver on the end product. Congratulations to these team members who demonstrate the core qualities of Advanced as voted on by their peers.

- **Jeremy Crouse**  
Central Arkansas Technician of the Year
- **Jason Kemp**  
Hardest Worker
- **Brian Bauldree**  
Most Improved
- **LeEd Righter**  
Northwest Arkansas Technician of the Year
- **BJ Carr**  
Most Improved
- **JT Young**  
Best Teacher

## 2nd Annual Chili Cook-Off

This past December, we hosted our 2nd annual Chili Cook-off for employees and business partners. A total of 12 Advanced employees cooked up their special/secret chili recipe. A panel of ten judges did an anonymous taste test and declared the winner as Warehouse Manager, Frank Roy.



## Take a Picture, Win a Camera

Enter our "Photo Drive" contest for a chance to win an SLR Digital Camera. Send us a photo showing some of the work that we've performed for you. It could be cabling, fire, security, access control, network infrastructure, or anything that reflects our work together. Simply take a photo and post it to our Facebook and Twitter pages with a short summary of the work.

**Hurry! The contest ends June 30, 2011.**



# PRESIDENT'S NOTE

Over the past several months, much has been discussed about security camera systems. From IP versus analog, to network video recording versus digital video recording, everyone seems to have an opinion on what a client needs. Unfortunately, these opinions are usually based upon what product that person is selling or representing. As security has shifted from an amenity to a business necessity, manufacturers are flooding the market with the latest and greatest video analytics and megapixel cameras. As a business, it is hard to determine your business security camera needs. One thing to consider when upgrading or investing in a new system is storage and bandwidth. All of our clients are now requesting their camera systems be on the network and available for remote viewing. With today's technology, Advanced can easily meet the needs of our mobile clients, but as the advertisements for higher quality cameras and imaging abound, we must be mindful of the bandwidth that these cameras require and if this level of frame rate and quality is truly needed on each camera. In my opinion, the most expensive camera and the camera with the highest megapixel count is not always the best solution for you. Our team of engineers can determine the best camera for your application based on the needs of the environment and the expectations that you have when wanting to monitor live video or recorded information. This is one of the many value added services that we provide at no cost to our clients.



A handwritten signature in black ink that reads "Michael Kennedy".

**MICHAEL KENNEDY** President