



Year in Review 2018: Alexander Schuil, Briscoe Protective

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Name & Title: Alexander Schuil, CEO

Company Name: Briscoe Protective

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What was your most notable project, deal, transaction or professional achievement in 2018?

Briscoe is partnering with Worldwide Security and Scan Security to create one business has resulted in our establishment as one of the largest privately held fire and security companies in New York. This enhanced our value proposition and allows us to offer a more robust and extensive array of fire safety, video and burglary security services.

My biggest professional achievement has been integrating our companies into a unified culture revolving around relationship and making the "customer first" approach our main priority. We have a large responsibility to protect what matters most and we take that responsibility very seriously.

What market trend(s) will impact your industry in 2019?

Construction is on a continued upwards growth cycle in the five boroughs and this will have a very positive impact on our industry. Briscoe is receiving more installation requests for large fire alarm

systems from general contractors, building owners and property managers. In addition, our security division is seeing more requests for enhanced video security in hotels and schools in Manhattan, likely driven by the increase in shootings projected in the media.

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