



Air Force Association

1501 Lee Highway, Arlington, Virginia 22209-1198 (703) 247-5800
An Independent Nonprofit Aerospace Organization

To whom it may concern,

As the Exhibits Manager for the Air & Space Conference and Technology Exposition the responsibility for conference security falls to me. We have a very high profile event in terms of those who are in attendance range from the senior most leadership of the Air Force (the Chief of Staff and Secretary of the Air Force) and DoD (Secretary of Defense, Joint Staff members) to members of Congress.

We have very real security concerns as a result of the various distinguished visitors in attendance as well as protestors who seek to have their message heard or even disrupt the event. For AFA having just anybody in a uniform at our front door isn't going to cut it. We require security that is professional in their demeanor and in their presence. We need security that we can count on to challenge anyone who needs to be challenged. We need security that will pass the test every time they are tested.

AFA uses ICS Protective Services Uniform Guard Services and has since 2008. Hiring ICS year over year is a decision that requires little consideration. ICS does the job we need them to do and they do it well. They are flexible, responsive and the ownership of the firm is available and hands on. We receive good value for the dollars spent. I regularly recommend ICS to anyone who asks for a referral.

Sincerely,

Dennis Sharland, CEM
Sr. Manager, Expositions & Advertising