

BUSINESS REVIEW

Sept. 11 sparks interest in security

Avalon Fortress Security has 200 full time employees, plus another 200 (mostly retired police officers) who are called in to work special events or details. Through affiliates, they can take care of a client's security needs anywhere in the world.

One aspect of Avalon's business is to provide regular guard or night watchman services. Security consulting is often an important part of this, including the design of sophisticated access systems. The firm also provides security for special events, everything from concerts to the Holiday Parade.

Another fast growing part of the business is alarm response. Several security alarm companies contract with Avalon to handle these, amounting to several hundred calls a week.

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Dan Seman, president/CEO, Avalon Fortress Security

Lake, triggering sudden "massive housecleaning." There wasn't quite as much attention when Dan started his security business in 1982 with a staff consisting of just himself. His first client was Channel 11, then known as WTCN TV, and they're still a client today. Now,

Since the terrorist attacks on September 11, security has been on everyone's mind. And that makes life very busy for Dan Seman. As president and CEO of Avalon Fortress Security Corporation, Dan has seen interest in his services explode in the last couple of months. "Every one of our present clients wants to increase security, and we're averaging one to two new clients every day, seven days a week," Dan says.

Dan's security expertise has brought a lot of attention from the media as well. He's featured in both the December and January issues of Minnesota Monthly. He's been interviewed by all the local TV stations (which perhaps is natural, since he provides security for most of them). CNN came out on an hour's notice to do an interview at the Semans' home in Ham