



# APL Access & Security, Inc.

*A Valued Member of Security-Net's Partner Network*

**APL ACCESS & SECURITY, INC.**, is part of Security-Net's top integrator network that provides industry-specific experience and technology to define your needs, design, build, commission, operate and maintain your integrated security solution.



## Quick Facts: APL Access & Security, Inc.



**PARTNER NAME:** APL Access & Security, Inc.

**POINT OF CONTACT:** Henry Olivares, President

**TERRITORY:** Arizona

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With a network comprising the world's finest security systems integrators, Security-Net's collaborative global presence ensures you receive the highest quality products, installation and service.

Our valued partners and their territories cover the United States, Canada and abroad. To learn more about Security-Net™ and our partners, visit [www.security-net.com](http://www.security-net.com).



*Security-Net™ partners at 2016 annual meeting.*

## PARTNER PROFILE: APL ACCESS & SECURITY, INC.

Apple's Steve Jobs wasn't the only person to start a successful business from the family's garage. APL Access & Security Inc. began as a residential and commercial locksmith enterprise in the Owner Henry Olivares' garage 30 years ago. By 1989, the company had opened its first retail shop in Chandler, Arizona, and by the mid-'90s APL was expanding beyond locks into low-voltage systems such as access control and CCTV.

Today APL is focused solely on commercial and government security applications—it sold its locksmith business in 2008—and conducts business from a warehouse and office building it built in Gilbert in 1995 as well as from a second office in Tucson that opened in 2007.

APL's 35 employees are focused on providing full security integration for access control, CCTV and related security solutions such as intrusion, gate systems, intercoms and turnstiles. It has also segued into new service areas such as remote video monitoring and hosted access control management. Although no longer in the locksmith business, a background of expertise in this discipline allows APL to consult on mechanical and electrified door hardware for its customers' projects.

A combination of certified factory training and online coursework keeps APL staffers up-to-date on the latest products and techniques related to the lines it carries. Associates also attend training and seminars put on by industry association and receive additional educational sessions at the in-house lab and training room.

APL's client base spans multiple industries including healthcare, schools and utilities along with many business and government entities. The company counts among its clients the State of Arizona, City of Gilbert, City of Tucson, Orbital ATK, W.L. Gore, CBP/ICE, Border Patrol, BLM, University Medical Center, Rio Salado Community Colleges, Frito-Lay as well as PetSmart, Phoenix-Mesa Gateway Airport and Hoover, Davis, Parker and Glen Canyon dams.

"Meeting our customers' security requirements and service delivery expectations is at the forefront of our mission," said Olivares. "We are proud of our performance record and recognize that it is the result of APL's commitment as a team to our customers, the industry and ourselves."