



INTERNET MONITORING SERVICE DEBUTS IN FEBRUARY

We are currently adding hardware and software to our central station to allow us to provide monitoring for security and fire alarm systems through a high speed internet connection at the protected premises. The equipment, which is listed by Underwriters Laboratories for both fire alarm and security system monitoring, involves an IP transceiver installed at the customer premises, which captures data from the existing alarm panel, converts it to IP packets, and uses the Internet to send the data to a receiver at our central station. The IP transceiver and central station receiver keep in communication with each other, so if the Internet connection is disconnected for any reason, we can alert our subscriber that communications have been lost. When I started in the business in 1974, we used leased phone lines between the subscriber and the central station, and we monitored the integrity of the phone line and called it a supervised line. When the phone companies put 1000% rate increases on these types of lines in the mid 1980's, we migrated to digital communicators which used regular dial tone lines to call our central station. The advantage of the digital communicators was that we got a lot more information from the panel, the disadvantage was that the lines were not supervised. The new IP communicators combine the best of both worlds, providing us with all the data being sent by a digital communicator, along with the supervised connection benefits of the leased phone line.

We expect this option to fill an immediate need. I spoke with an industrial customer last week that just installed 13 analog phone lines in a new manufacturing facility just to accommodate "old technology" equipment such as fax machines and alarm equipment. Some of our residential customers no longer use their land line telephone, and are maintaining the line just for

their alarm system. As long as a high speed Internet connection is available, we can set you free from the costs of providing phone lines just for your alarm! Please contact Dawn Klavon if you would be interested in adding this service to your system.

IS YOUR CALL LIST CURRENT?

Please be sure the information you have provided us for contact persons and phone numbers is still current. We are actively working to make sure we have current cell phone numbers as well, if you have changed personnel or phone numbers for your call list, please help us update our records. Please contact Tracy Morgan at tracymorgan@safetysystemsinc.net or (800) 283-3659 to get a copy of our call list for your account, or to provide updated information.

"QUARTERLY QUOTATION"

"A diplomat is a man who always remembers a woman's birthday, but never remembers her age." – Robert Frost

ACTIVITY STATS

Our central station alarm activity for October, November, and December is as follows:

- **Burglaries:**
 - Commercial 14
- **Holdups.....0**
- **Fires:**
 - Commercial 1
- **Individuals apprehended.....0**

COMPANY DIRECTORY:

We sincerely appreciate each of our customers who have entrusted us with their business. While we have implemented a voice mail option on our phone system, a friendly person is always available to take your call. All of our staff can be reached through our toll free number, **(800)283-3659**. Our fax number is (517)782-5670. If you prefer to contact one of us directly, we've provided our company directory.

Administration:

Jodi Decker, CEO (517)782-9541

jodidecker@safetysystemsinc.net

Dan Decker, President (517)782-9817

dandecker@safetysystemsinc.net

Central Station:

Tammie Moore, Manager (517)782-6005

tammiemoore@safetysystemsinc.net

Tracy Morgan, Supervisor (517)782-5980

tracymorgan@safetysystemsinc.net

Technical Services:

Manager:

Gerry Soules (517)782-5998

geraldsoules@safetysystemsinc.net

Adrian Area Supervisor:

Jim Harsh (517)263-9100

jimharsh@safetysystemsinc.net

Lansing Area Supervisor:

Steve Pierce (517)484-3072

stevepierce@safetysystemsinc.net

Fire Alarm Systems:

John Craig, Engineering Manager (517)782-5948

johncraig@safetysystemsinc.net

Fire Extinguishers/Suppression Systems:

Jeff Cattell, Manager (517)782-5962

jeffcattell@safetysystemsinc.net

Customer Service and Sales:

Toll Free: (800)283-3659

Mike Harley, Sales Manager (517)782-5999

mikeharley@safetysystemsinc.net

Dawn Klavon, Sales Coordinator (517)782-9463

dawnklavon@safetysystemsinc.net

Rodger Bastien - Lansing (517)485-4558

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Dave Kesterson (517)782-9744
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Kevin Lovitt (517)782-5969
kevinlovitt@safetysystemsinc.net

Bob Magill – Livonia (734)838-0434
bobmagill@safetysystemsinc.net

Kurt Scott – Inspections/Service (517)782-5941
kurtscott@safetysystemsinc.net

Jim Walsh – Toledo (419)887-5810
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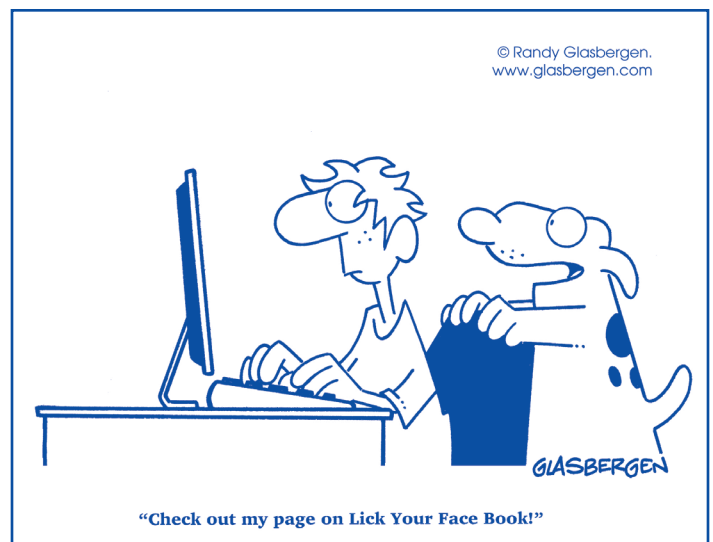
Accounting:

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Jackie Olivas (517)782-9542
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Lindy Ziegler (517)782-9228
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