



## WE'RE 45 THIS YEAR!

Back in 1967, Dale Decker decided to help out a neighbor who was having unexplained losses from his business. He partnered with an alarm system manufacturer in Chicago, and received training and equipment to install a burglar alarm system. That first installation was completed on a Tuesday, and by Saturday night of the same week we had our first alarm activation, our first apprehension, and one surprised part-time employee of the store. The store owner was shocked when the Sheriff's deputy pulled one of his most trusted employees out from behind a furnace while investigating the alarm, but the young man made a full confession, and the unexplained losses stopped. After that, Safety Systems was off and running, and the rest, as they say, is history!

## STILL LEARNING!

My wife and I have two daughters in college, and it seems they are always ready for a class to be over. I suspect they think that once they graduate they will be done with going to school and taking tests, and I don't want to burst their bubble — but in our world, schooling and testing is an ongoing process!

Just out of curiosity, I checked to see how much time our staff spent on schooling last year. Our sales staff received training on Fike video smoke detection, Schlage and Honeywell access control equipment, and Bosch video systems. Our technicians traveled to Connecticut, Illinois, Georgia, Kansas, Missouri and South Carolina to attend training provided by Notifier, Aiken Technical College, Fike Corporation, Building Reports and Sevo Systems. In addition to traveling to school, we also had school come to us with training programs on asbestos awareness and fall protection. If we count the seminars on tax requirements, human resources and accounting, it turns out we

spent over 14 weeks last year learning new products, concepts and processes.

Just as my dad received training before installing our first security system, training and continuing education continues to be a hallmark of our business. I sometimes grumble about the costs associated with providing the education, but I am proud of all the skills and certifications our staff has earned by participating in the various training programs.

## 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](mailto: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”

“I'm all in favor of keeping dangerous weapons out of the hands of fools. Let's start with typewriters.”

– Frank Lloyd Wright

# ACTIVITY STATS

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

- **Burglaries:**
  - Commercial..... 5
  - Schools..... 0
- **Holdups:** ..... 1
- **Fires:** ..... 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  
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## Technical Services:

Gerry Soules, Manager (517)782-5998  
geraldsoules@safetysystemsinc.net

## Adrian Area Supervisor:

Dave Sowle (517)263-9100  
davesowle@safetysystemsinc.net

## Lansing Area Supervisor:

Steve Pierce (517)484-3072  
stevepierce@safetysystemsinc.net

## Fire Alarm Systems Testing:

Kurt Scott, Manager (517)782-5941  
kurtscott@safetysystemsinc.net  
Dawn Klavon, Scheduling (517)782-5948  
dawnklavon@safetysystemsinc.net

## Fire Extinguishers/Suppression Systems:

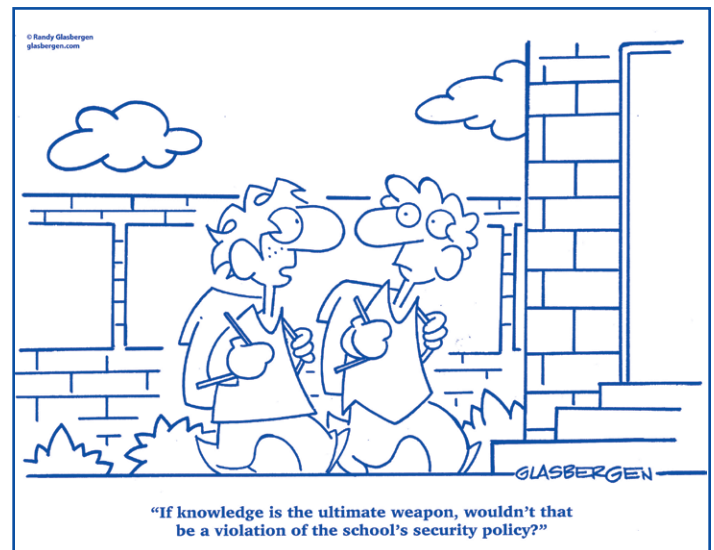
Jeff Cattell, Manager (517)782-5946  
jeffcattell@safetysystemsinc.net

## Customer Service and Sales:

Toll Free: (800)283-3659  
Mike Harley, VP, Sales Manager, (517)782-5999  
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Amber Barber, Sales Coordinator (517)782-5940  
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## Accounting:

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Lindy Gannon (517)782-9228  
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