



A Quarterly Newsletter from Safety Systems, Inc.

Summer 2008

WE BE WBE!!

Last fall we officially became a Women's Business Enterprise, when Jodi Decker became the majority stockholder in Safety Systems. Jodi started in the business in 1982, so she is not exactly a new face around here! We have a number of customers requesting minority business participation, and this provides us with another tool to compete with some of the multi-national corporations in our industry.

NEW LIVONIA OFFICE

We opened our Livonia office at 29701 Six Mile Rd. last October, and relocated our staff from Bloomfield Hills to the new office. Because we have a fair amount of travel between the Detroit area and the Jackson area, the new location makes it very convenient to stop in and return phone calls and check email.

NEW CREDIT CARD POLICY

Effective September 1, 2008 we will be implementing a new credit card policy, and will be including notices in our billing starting in July. Basically, the policy only affects transactions over \$1,000.00, and it assesses a portion of the credit card transaction fee back to the transaction.

MEGA ROAD TRIP!

Our service area covers the State of Michigan, Northwest Ohio and Northern Indiana, so an occasional road trip is not that unusual. This past June we were challenged with a very long distance service call. Seven years ago, we were approached about providing the fire alarm system for the Central Bank on the island of Curacao in the Netherlands Antilles. We successfully completed that project with no problems until this spring, when the customer opted to upgrade the system. Our

engineering manager, John Craig, and senior technician Rich Savicki bravely volunteered to travel to the sunny Caribbean island, and upgrade the fire alarm to the Notifier 3030 system. I'm told it was all work and no play over the course of the 10 day trip, but I'm not quite that gullible!

MEGA PROJECT!

We recently completed a major fire alarm system installation for Sinai Grace Hospital, part of the Detroit Medical Center. This was a very challenging project, as we had to keep an existing system operational until approvals on the new system were given by both the State of Michigan and the City of Detroit. The \$4.3 million dollar project involved well over 100,000 hours of labor, and includes 7 fire alarm systems and two fire command centers networked on a fiber optic backbone. In addition to all of the code required features of the system, it also automatically sends an announcement over the system speakers identifying the location of an activated fire alarm device. This dramatically improves staff response when an alarm is activated, enhancing patient safety.

"QUARTERLY QUOTATION"

"Folks who don't know why America is the Land of Promise should be here during an election campaign" – Milton Berle

ACTIVITY STATS

Our central station alarm activity for April, May and June is as follows:

- **Burglaries:**
 - Commercial 6
- **Holdups..... 3**
- **Fires:**
 - Commercial 1
- **Individuals apprehended 1**

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

tammie.moore@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)485-0988

stevepierce@safetysystemsinc.net

Fire Alarm Systems:

John Craig, Engineering Manager (517)782-5948

johncraig@safetysystemsinc.net

Rick Mellinger – System Testing (517)782-9463

rickmellinger@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

rodgerbastien@safetysystemsinc.net

Rob Davis (517)782-9517

robdavis@safetysystemsinc.net

Dave Kesterson (517)782-9744

davekesterson@safetysystemsinc.net

Kevin Lovitt (517)782-5969

kevinlovitt@safetysystemsinc.net

Bob Magill – Livonia (734)838-0434

bobmagill@safetysystemsinc.net

Jim Walsh – Toledo (419)887-5810

jimwalsh@safetysystemsinc.net

Accounting:

Patricia Brown, Manager (517)782-9229

patbrown@safetysystemsinc.net

Jackie Olivas (517)782-9542

jackieolivass@safetysystemsinc.net

Lindy Ziegler (517)782-9228

lindyziegler@safetysystemsinc.net

Amber Barber (517)782-5940

amberbarber@safetysystemsinc.net



Newsletter editor: Dan Decker
