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A Quarterly Newsletter from Safety Systems, Inc.

Fall 2010

## CONTROL YOUR ACCESS!

Safety Systems introduces new low cost access control line! In October 2010, Safety Systems made a significant investment in order to provide a streamlined access control system that minimizes customer expenses and allows us to take responsibility for software and hardware maintenance, and all the fun work of programming cards and schedules. We have partnered with Honeywell Access to provide what is known as Managed Access. Instead of our customer providing a computer server and supporting software programs to operate an access control system, Honeywell Access has developed a system that allows the computer server and software to be located in our facility, and we provide all of the necessary backup power, software patches, upgrades and backups, as well as maintain the server hardware. Each customer is configured independently, and with a high speed internet connection the access control system at the customer premises gets all its programming instructions directly from our server.

Access control systems have become the most popular type of system we provide, and yet some potential clients were concerned about the investment in staff training and computer hardware necessary for the system to function. With Managed Access, any changes to door unlock schedules, added or deleted cards, or changes to the times an individual is permitted to access a building can now be addressed with an email or fax to our office, and we will make it happen!

The advantages of an access control system over keys are many:

- Access can be tracked so you know who unlocked a door, and when
- Cards can be tracked so you see every door unlocked by a particular card
- Access can be limited to specific days and hours a contractor working in your building can be issued a card that works from starting time to quitting time on week days, but doesn't work at all at night or on weekends
- Lost cards can be quickly removed from the system lost keys require all the locks to be rekeyed and new keys reissued to everyone

 Cards can be programmed to work in other buildings – we are currently adding Honeywell Access systems to our branch office locations, so our staff can easily access any office without remembering to bring the right key!

Please contact any of our sales reps to see how Managed Access can enhance the security of your facility!

### WELCOME TO THE TEAM!

This summer Paul Bentley, owner of Commercial Entry Systems in Kalamazoo, MI joined our team as a full time sales professional! Paul is a Certified Master Locksmith, and has over 15 years of experience with Schlage Access Systems, which we have represented for nearly 20 years. We are excited about the knowledge and skills Paul brings to our team, and look forward to helping more clients improve their security!

## 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"

"By working faithfully eight hours a day you may eventually get to be boss and work twelve hours a day." — Robert Frost

### **ACTIVITY STATS**

Our central station alarm activity for July, August, and September is as follows:

•	Burglaries:  Commercial4
•	Holdups: 1
•	Fires:  Commercial0
•	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

Tracy Morgan, Supervisor

Tracy Morgan, Supervisor

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(517)782-5980

tracymorgan@safetysystemsinc.net

**Technical Services:** 

Manager:

Gerry Soules (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:

John Craig, Engineering Manager (517)782-5948 johncraig@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, Sales Manager (517)782-5999

mikeharley@safetysystemsinc.net

Amber Barber, Sales Coordinator (517)782-5940

amberbarber@safetysystemsinc.net

Paul Bentley - Kalamazoo (269)282-0950

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Rob Davis (517)782-9517

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Dave Kesterson (517)782-9744

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

Kurt Scott -- Inspections/Service (517)782-5941

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Jim Walsh -- Toledo (419)887-5810

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**Accounting:** 

Patricia Brown, Manager (517)782-9229

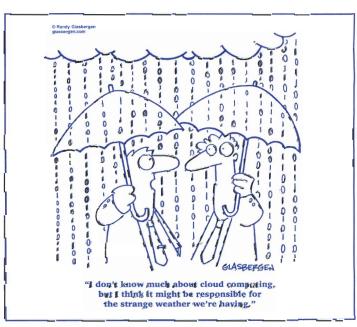
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