



COMMUNICATIONS REMINDER!

If your security or fire alarm system has a “digital communicator”, it uses your telephone line to send signal to our central station. Most systems we monitor use a digital communicator, and some have alternate forms of communication. If you make changes to your telephone service, it can stop your system from communicating alarm signals to us. As a quick reference, our systems will work on analog phone lines (the kind you get from the phone company) and some digital phone lines. Digital, or Voice Over IP (VoIP), phone lines will work if they are “managed networks”. Examples of managed networks are phone services offered by cable companies, such as Comcast and Brighthouse, or the U-Verse service from AT&T. Examples of digital phone lines that won’t work (not managed networks) are phone services offered by Vonage and Magic Jack. We do have a migration program if you would like to use one of the phone services that are not compatible with alarm systems, please contact us for details!

MORE NEAT STUFF!

Several of our staff members recently attended training on Video Image Fire Detection, which uses special cameras to detect smoke and flames. We use a process called “video analytics” in our closed circuit television systems to help review security video for certain criteria, so our customers can quickly find a recorded incident without having to view hours and hours of video. One of our suppliers, the Fike Corporation, has taken the video analytics technology used in security systems to a new level, and has developed software that identifies the characteristics of smoke and flame on video, and has embedded this software into cameras that then become fire detectors. The system is listed by Underwriters Laboratories, and we are excited to have another solution to some of our design problems. Some of the areas we have struggled with in the past were facilities with ceilings

over 30 feet high, which is the maximum height identified in the code for heat detectors, and large areas where smoke detection was desirable, but we couldn’t detect smoke quickly due to the volume of space in the area. Now we can monitor areas with video fire detectors, which have a range of up to 150 feet from the detector. So even if the area has an environment that would be bad for smoke detectors (like a very dusty area), we can put the video fire detector in an enclosure, and still effectively monitor the space for the presence of smoke or flames. In some cases, it becomes much more cost effective to install a half dozen video fire detectors than to provide equivalent coverage with a hundred heat detectors. If you have a challenging fire detection concern, we’d like to help!

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”

“The best measure of a man’s honesty isn’t his income tax return. It’s the zero adjust on his bathroom scale.” — Arthur C. Clarke

ACTIVITY STATS

Our central station alarm activity for January, February, and March is as follows:

- **Burglaries:**
 - Commercial**..... 2
- **Holdups:** 1
- **Fires:** 2
- **Individuals apprehended**..... 2

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:

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
mikeharley@safetysystemsinc.net

Amber Barber, Sales Coordinator (517)782-5940
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Mike Anderson - Lansing (517)485-4558
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Paul Bentley - Kalamazoo (269)282-0950
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Rob Davis (517)782-9517
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Kevin Lovitt (517)782-5969
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Bob Magill – Livonia (734)838-0434
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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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Jackie Olivas (517)782-9542
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Lindy Gannon (517)782-9228
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