



WE'RE 50!

In 1967 my dad was a sales representative for NABISCO, primarily calling on grocery stores and party stores. One of his customers, who also happened to be a neighbor, was telling him about unexplained losses they were having from their grocery store. Dad, always the problem solver, got in touch with a Chicago area manufacturer of alarm equipment, who agreed to teach Dad how to design and install an alarm system. Our neighbor was willing to give it a try, and Dad got his training, ordered the equipment, and started work on his first installation! It was a relatively straight forward system, with contacts on the outside doors, and a loud bell on the outside of the building. The owner of the grocery store lived very close to the store, and could hear the bell when the alarm went off. Dad completed the installation of the alarm system on a Tuesday night, and they started using the alarm right away. On that Saturday night, the bell went off and the owner called the Sheriff, grabbed his gun and walked over to the store. He didn't find any broken windows or open doors, and when the deputy arrived he unlocked the store and they went in. For a while it looked like we had our very first false alarm, then the deputy noticed a leg sticking out from behind a furnace duct. The store owner was shocked to see his favorite part time employee emerge from behind the duct. He was still a high school student and had been out of town and didn't know about the alarm system until it was too late. He had a copy of the door key, and had been helping himself after hours. Word spread pretty quickly, and Dad ended up putting in more systems during the evenings and weekends. My parents decided this might be a real opportunity, and they formed a company they named Safety Systems.

Eventually Dad made the decision to give up the comfort of his sales job, and devote all of his time to his new business. He said that if he could get one hundred customers, the business would be self-sufficient. I think our first hundred customers were all grocery stores, but he hit that target pretty quickly, and hired some friends part time to help with the installations. That evolved into full time employees, and today we employ nearly fifty full time professional

technicians, monitoring station operators, project managers, estimators, and accounting staff. On behalf of all of us, thank you to Dale and Yvonne Decker for having the vision and perseverance to get things started 50 years ago!

CONGRATULATIONS STEVE LEE!

I mentioned in the last newsletter that Steve Lee had rejoined our team in the technical services department, and Steve has accepted the position of supervisor of the Technical Services department effective January 30th. Steve brings a wealth of technical knowledge to the position, with the added benefit of extensive knowledge of many of our more complex field systems. Congratulations Steve!

PHONE LINE CHANGES/CANCELS

Please check with us before cancelling or changing your telephone service. If your alarm system has not been converted to another means of communication, changes to your phone service could prevent your system from communicating properly!

“QUARTERLY QUOTATION”

I've always wanted to go to Switzerland and see what the army does with those wee red knives – Billy Connolly

ACTIVITY STATS

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

- **Burglaries:**
 - Commercial..... 3
 - Residential..... 0
 - Financial 0
- **Holdups:**
 - Commercial..... 1
 - Financial Institution..... 0
- **Fires:**
 - Commercial..... 2
 - Residential..... 1
- **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.

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