



## **NOW I SEE!**

Back when I was a newly minted technician, I was assigned to install a closed circuit television (CCTV) system at a local engineering firm. I asked my boss what needed to be done, and he said “it’s simple, you put the camera where it shows on the drawing, run coax cable from the camera to the monitor, and you’re done”! Well, it turned out to have a few more steps, but we installed a lot of CCTV systems that basically involved using coaxial cable to connect cameras to monitoring equipment. Camera video feeds were routed to time lapse video cassette recorders, and companies maintained a library of video tapes in case they had to go back and review an incident. Some systems were pretty complex, with power supplies that could power 16 cameras at once, and switching equipment so multiple cameras could be displayed on an array of video monitors.

I recently visited a job site with a large video system we provided, and things have changed! Cameras are now a fraction of the size they used to be, and instead of connecting to a power supply and coax cable, we plug in a network cable that delivers both power and network access to the camera. Instead of cables routed all the way from the camera to a video head end, we add a video server to the network, and program in the addresses for all the cameras on the network. This allows for recording and storage of all of the video, and allows authorized staff members to log into the server and view any camera or group of cameras they choose to.

One of the really neat things about using IP based cameras is that we can do things that simply weren’t possible before. For companies with multiple sites, we can now bring video from each site to a central security office for recording and display, providing enhanced efficiency for the security personnel, and the simplicity of centralized video storage.

## **WELCOME JOEL FISHER!**

We are pleased to announce Joel Fisher has joined our team as a sales representative. Joel has over twenty years’ experience in the commercial contracting industry, and has been active in the development of our bi-directional amplifier system business. Joel is also working with our sales team in designing closed circuit television systems, access control, and intrusion detection systems. Welcome to the team, Joel!

## **“QUARTERLY QUOTATION”**

*“Never, under any circumstances, take a sleeping pill and a laxative on the same night” – Dave Barry*

## **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!

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## ACTIVITY STATS

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

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

### Administration:

Jodi Decker, CEO (517) 782-9541  
jodidecker@safetysystems.net

Dan Decker, President (517) 782-9817  
dandecker@safetysystems.net

### Monitoring Center:

Tracy Morgan, Manager (517) 782-5980  
tracymorgan@safetysystems.net

### Technical Services:

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stevelee@safetysystems.net

Dawn Brown, Scheduling (517) 782-5948  
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### Adrian Area Service:

Jim Faulk (517) 263-9100  
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### Lansing Area Service:

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

### Fire Alarm Systems Testing:

Kurt Scott, Manager (517) 782-5941  
kurtscott@safetysystems.net

### Fire Extinguishers/Suppression Systems:

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

### Customer Service and Sales:

**Toll Free: (800) 283-3659**

Steve Carlson, VP/Sales Mgr. (517) 782-5999  
stevecarlson@safetysystems.net

Amber Barber, Sales Coordinator (517) 782-5940  
amberbarber@safetysystems.net

Mike Anderson - Lansing (517) 485-4558  
mikeanderson@safetysystems.net

Rob Davis - Jackson (517) 782-9517  
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Joel Fisher - Jackson (517) 998-0250  
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Bob Magill - Livonia (734) 838-0434  
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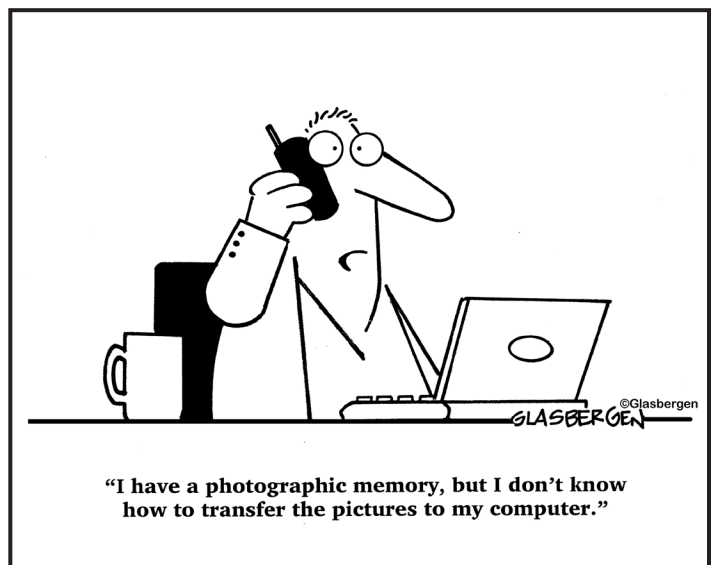
Jim Walsh - Toledo (419) 887-5810  
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### Accounting:

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Newsletter editor: Dan Decker

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