



MORE FIRE PROTECTION OPTIONS!

We were recently contracted to provide a Fike[®] ProInert fire suppression system for an industrial dust collector unit in central Michigan. The ProInert system uses Argon, an inert gas, to displace oxygen in a hazard area to extinguish a fire. With a proper design, the ProInert system can be used in occupied spaces, as it lowers the oxygen concentration below the level to support combustion, yet maintains a sufficient level to allow people up to three minutes to leave the discharge area. Most of the other fire suppression agents available, such as CO₂ and FM-200, either are suspected of contributing to global warming, or have long periods of time before they break down in the atmosphere.

Fike[®] is also introducing a water mist system, which uses a pump to pressurize water in the system and discharge it as a fine mist through special nozzles. When the mist comes in contact with fire, it creates steam which cools the fire and displaces oxygen from the fire.

VIDEOFIED SUCCESS!

We have continued to install a lot of Videofied motion viewers, which are a battery operated motion detector/camera unit wirelessly connected to a system control unit. The fact that the units are battery operated and don't require power or wiring to their installation location has been perfect for outdoor applications where customers want to secure inventory and product stored outside. When the motion sensor is activated, a video clip of the activity is sent to the controller, which then forwards the information to our monitoring center. Our operators then view the video, and then determine what additional actions to take. When we see a guy with bolt cutters walking through the scene, it's time to notify the customer and law enforcement. When we see a dog, cat, or in one case a cow, there is

generally no need to involve law enforcement! This visual verification of what activated the motion sensor has been tremendously helpful in only calling the police when there is a need for them. Our operators also have the ability to forward video clips to a customer to review, so even if we spot a person we can verify if he is authorized to be there before dispatching.

IT'S CONSTRUCTION SEASON!

We have a freeway construction project underway near our office, and twice so far they have managed to interfere with our telephone service. Fortunately, our new phone system functioned as designed, and we were able to operate in a degraded mode until repairs were made. In the event of future issues, using our toll free number, **(800) 283-3659** is one of the best options.

“QUARTERLY QUOTATION”

“To the optimist, the glass is half full. To the pessimist, the glass is half empty. To the engineer, the glass is twice as big as it needs to be.”

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!

ACTIVITY STATS

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

- **Burglaries:**
 - Commercial/School..... 3
 - Residential..... 0
 - Financial 0
- **Holdups:**
 - Commercial..... 1
 - Financial Institution..... 0
- **Fires:**
 - Commercial..... 1
 - Residential..... 0
- **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
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Steve Pierce (517) 484-3072
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Fire Alarm Systems Testing:

Kurt Scott, Manager (517) 782-5941
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Fire Extinguishers/Suppression Systems:

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Customer Service and Sales:

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Steve Carlson, VP/Sales Mgr. (517) 782-5999
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