



CAN YOU HEAR ME NOW?

About a year ago we had a kick off meeting for a large fire alarm replacement system in a manufacturing plant. We had spent several months designing the system, which consisted of manual pull stations at exit doors, monitoring the fire sprinkler system risers, and speakers to provide evacuation signals throughout the nearly 3 million square foot facility. We had worked with the owner to develop plans and specifications for the system, generating over 100 pages of drawings for the system. The plans were provided to several electrical contractors, and the successful contractor was selected. When we met with the owner and electrical contractor for the kickoff meeting, they went over the project schedule, which was basically a 15 month period for installation, approvals, and demolition of the old system. Then the owner's representative mentioned he had seen a demonstration of a brand new high powered speaker, and felt it would be a good application for this facility. There wasn't going to be any change to the budget or schedule, so we needed to evaluate this option quickly.

We contacted HyperSpike, the manufacturer of this new speaker, and arranged for a demonstration within the plant on a weekend. Now the plant is noisy, hearing protection is required, and we had designed for 520 industrial horn speakers to cover the main section of the plant. We were able to set up the demonstration speaker close to the 30' ceiling of the plant, and were absolutely amazed at both the coverage area and the clarity of the speaker. During the test I was well over 100' away from the speaker, with earplugs in, and could clearly understand the message being played! Clearly this was an option that would work. We worked with the HyperSpike engineering team to incorporate their speakers into our design for the main plant, and found that we could replace 520 industrial speakers with 24 of the HyperSpike speakers. At this point we had less than three months to complete delivery of the equipment to the job

site to maintain the project schedule. As it turned out, we were able to modify the drawings to change the speaker layout within two weeks, and managed to get the equipment delivered to the job site within our deadline. The savings from installing 24 devices instead of 520 devices on a 30' ceiling balanced out the additional engineering time and equipment costs (the new speakers are good, but not inexpensive). We are now in the final stages of the project, and the HyperSpike speakers are on line and functioning exactly as planned. After that eye opening experience, we are finding lots of other applications for speakers that can be clearly heard over a large area!

“QUARTERLY QUOTATION”

“Some people think that you have to be the loudest voice in the room to make a difference. That is just not true. Often, the best thing we can do is turn down the volume. When the sound is quieter, you can actually hear what someone else is saying. And that can make a world of difference.”

— Nikki Haley

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 July, August and September is as follows:

- **Burglaries:**
 - Commercial/School..... 2
 - Residential..... 0
 - Financial 0
- **Holdups:**
 - Commercial..... 0
 - Financial Institution..... 0
- **Fires:**
 - Commercial..... 4
 - Residential..... 0
- **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.

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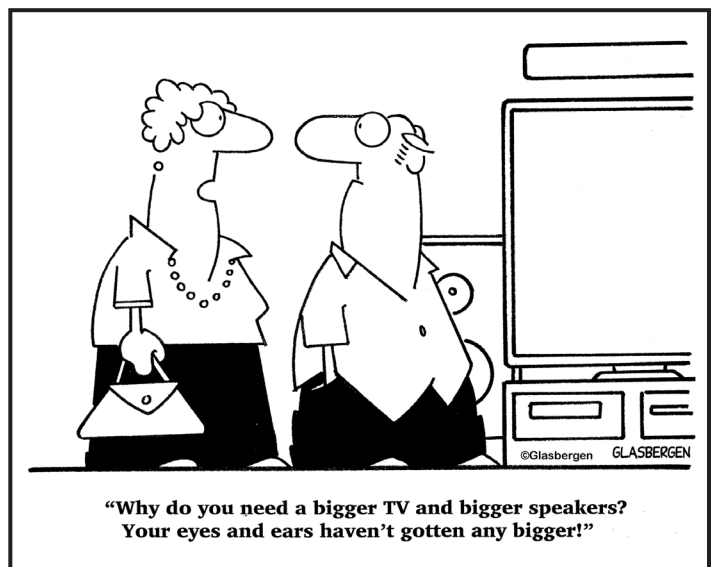
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