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A Quarterly Newsletter from Safety Systems, Inc.

Spring 2023

LOOKING FOR A FEW GOOD PEOPLE!

We are looking for people who would like to learn a trade, are friendly and courteous, and enjoy working with their hands. We have openings for apprentice technicians and testing technicians. We participate in a federally recognized apprenticeship training program, and are willing to train in the fields of electronic access control, closed circuit television, security systems, fire alarm systems, portable fire extinguisher service and fire suppression systems. We offer competitive wages and benefits in a family business environment, if you know of someone who may be interested, please put them in touch with Pat Brown at (517) 782-9229.

We also have work available for experienced technicians, it seems there is always more work than people to do the work!

LOOKING FORWARD TO AN EXCITING YEAR!

We were fortunate to be awarded a couple of sizeable projects that will be kicking into high gear this year, and are looking forward to digging in and delivering the completed systems. Joel Fisher was instrumental in landing multiple projects at a new six story municipal building in Kalamazoo, providing the emergency radio responder, closed circuit television, and access control systems. A fun part of this project was when a vendor raised the price for one of the line items by 53% before we ordered the parts. Luckily having a long-term relationship with them helped, and we were able to get the order placed without suffering too much damage!

In early January Steve Brooks was instrumental in our being awarded a project at the Ultium battery manufacturing plant in Lansing. We will be providing the emergency radio responder, fire alarm and very early warning smoke detection systems. This is a 2.8 million square foot facility, and represents a \$2.8 billion dollar investment to build and equip the factory to produce lithium-ion batteries for GM's electric vehicle line. This is the type of challenging project we love, and we are excited to be on the team!

THAT'S WHERE THE MONEY IS!

When the infamous bank robber Wille Sutton was asked why he robbed banks, his answer was "because that's where the money is". I was reminded of this when reviewing a alarm event at one of our customers. We received a front door alarm and glass break alarm early in the morning, and dispatched the police. When the police arrived, they found the front doors missing. A review of the video showed someone backing a pickup through the front doors, and then several men tying a tow rope to the ATM. The truck took off, the tow rope snapped in half, and the ATM stayed firmly anchored to the floor. I'm guessing the police went looking for a pickup dragging part of a tow rope!

"QUARTERLY QUOTATION"

"Insomnia sharpens your math skills because you spend all night calculating how much sleep you will get if you fall asleep *right now*." – Anonymous

ACTIVITY STATS

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

- **Burglaries:**
 - Commercial..... 2
 - School..... 0
 - Church..... 0
 - Residential..... 0
- **Holdups:**
 - Commercial..... 0
 - Financial Institution..... 0
- **Fires:**
 - Commercial..... 3
 - Multifamily Residential 1
- **Individuals apprehended..... 0**
- **Fire Injuries 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.

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
 kurtscott@safetysystems.net

Fire Extinguishers/Suppression Systems:

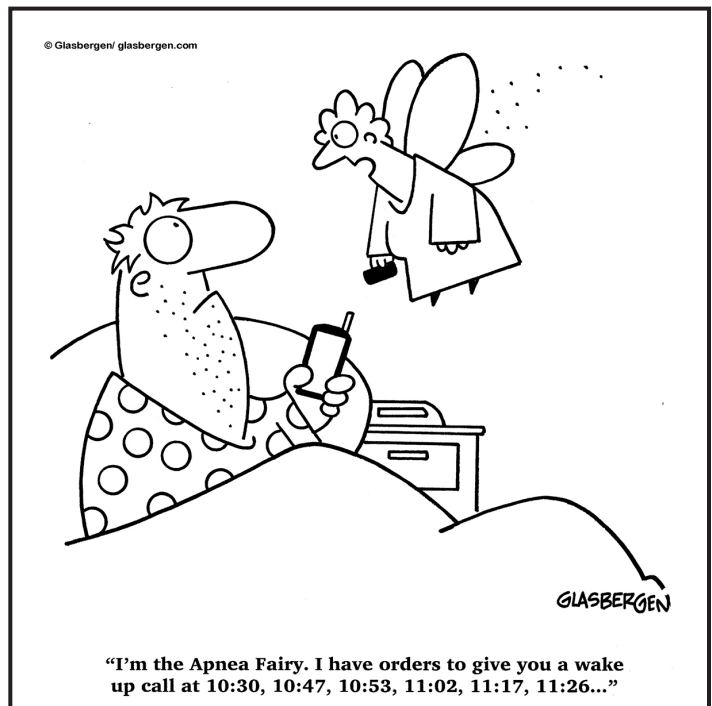
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