

T.S. NEWS

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TRUE STEEL SECURITY

 **Security Pro**

**DEALER OF THE YEAR
2 TIME WINNER 2003 & 2004**

Security Is A Family Matter™

General Electric Showers True Steel Security With International Awards & Recognition

True Steel Security is certainly doing something right in the eyes of GE! In 2003 we became the first ever company in Canada to win the GE Security Pro Dealer Of The Year. In 2004, we became the first company ever to win this award twice, let alone two years back-to-back. The awards evening for 2006, will be another one we will never forget. Of the six awards available to GE Security Pro Dealers, we won two: Best Integrated Approach to Commercial Marketing and the Security Is A Family Matter Award. This is the second consecutive year that we win the Security Is A Family Matter award. We are most proud of this award. It shows that our goals are not limited to installing quality alarms but that we also devote significant energy and resources to improving the lives of families, and particularly children, in the communities we serve.

GE also has four "Innovation Awards". Entries for these awards are not restricted to the 300 world-wide Security Pro dealers but are open to all companies installing GE alarm equipment. True Steel Security won the Most Innovative Use of Wireless Technology award for a system conceptualized and designed by Kevin Dagenais, our North Bay Service Manager.

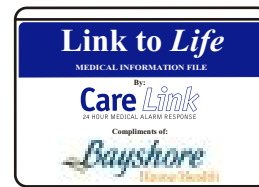
True Steel Security won 3 out of a possible 10 awards being sought by hundreds of elite security companies world-wide. We are very proud of our team, and would like to take this opportunity to thank each and every one of them. It takes an entire team to make a positive impact on our clients lives and the communities in which we live. We are blessed with a great team.

Get Your FREE "Link To Life" Medical Information File! It Could Save Your Life!

Link to Life Medical Information Files are vinyl pouches with a magnet on the reverse side that allows you to place it on your refrigerator door. Inside are cards on which you record pertinent medical information. A decal is placed outside your front door to notify responding EMS paramedics that they can find information that may help them save your life on your

refrigerator. Link to Life Medical Information Files were developed by Care Link 24 Hour Medical Alarm Response, a division of True Steel Security. Sudbury EMS staff are very excited about this new initiative. They have educated their paramedics about this service, so that they will recognize the decal on doors and know that checking the Link To Life on the

refrigerator may help them save a life. We will be approaching the EMS paramedics in all the communities we serve over the next couple months. If you, or somebody you know might benefit from having a FREE Link To Life Medical Information File please stop by your local office to pick one up.



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Dave Sartori - A Fine Young Man We Are Especially Proud Of

Dear Mr. Bennett:

On November 23, 2006 Dave Sartori, a Security System Installer, for True Steel Security of North Bay, arrived at our residence to install a Concord 4 System.

We wish to comment on the work performed at our residence and the attitude of Dave Sartori.

1. Very positive individual, polite with an information transfer that was easily understood.
2. Components were professionally installed. Even, level and all electrical wiring was well tie wrapped and supported.
3. A request for extra cable at key points in the basement was completed as requested and tied back in a quality manner with tie wraps.
4. Clean up in all areas affective by the installation was excellent.
5. I had occasion to view the van's storage area. As anticipated, the area was neat, well organized, with materials, tools and ladders segregated and easily accessible. To me this only added to the overall work quality and pride of ownership that Dave provided to us.

Please forward this correspondence to the Technical Supervisor and please ensure that Dave receives a copy.

Thank you for a fine installation.

Daylight Savings Time Change

As you are all aware by now, the Energy Policy Act of 2005 changed the starting and ending dates for Daylight Savings Time (DST). The result is a DST period that is four weeks longer than in previous years. How will this affect you?

Alarm System Clients: Having the right time on your alarm system is of very little consequence to most alarm clients. Those of you who have systems programmed to arm and disarm automatically will have to ensure that your alarm system clock is adjusted. If your system automatically changes time on the old DST dates, you would have to change the time 4 times per year to ensure that the clock is accurate at all times. If you don't use auto arming and disarming then it is probably not worth the trouble. For those of you who have reporting or supervision of opens and closes, you need not worry. The time shown on reports and the time that we expect to receive signals will not be affected by your alarm's time being incorrect. The time for these functions is taken from our system, which will have the correct time.

Access Control: Some clients with access control systems have doors that are programmed to automatically lock and unlock at programmed times. Clients are able to program these features themselves so it is impossible for us to know with certainty which systems were affected. All of our technicians collaborated to list the clients that we know use this feature and we contacted them prior to the DST change to ensure that they were aware of the programming changes needed.

Closed Circuit Television (CCTV): There are firmware upgrades available for most newer CCTV recording devices so that the time is automatically adjusted in future years. Call us to find out if your recorder can be upgraded. Having the wrong time on your recorder is not likely to have any serious implications. The one potential problem that we must point out is that video used in court could be disputed if the time is not accurate (ie: Criminal may have an alibi for the time shown on the video. A reasonable judge would likely take into account the DST change occurring after you purchased your recorder).

IMPORTANT TIDBITS

- Never give out your keypad code over the telephone. It is surprising how often clients volunteer their keypad codes to our technicians without even being asked. We won't ask you for your code over the telephone. This is important because anybody could call your home claiming to be True Steel Security and request your code. If you give it out, someone now has the ability to disarm your alarm system.
- Have you or any of your keyholders changed cell phone or home numbers? Always remember to update our monitoring station when there are changes to any of the contact information you have provided us.
- For your convenience, it is always a good idea to call us if you intend to stop in and pick up batteries or other alarm components. Our technical department is quite busy. As a result, we don't always have someone in the office who can answer your questions or get the equipment you need. Calling ahead will ensure that your equipment is ready and that you don't have to wait around for it.
- Balloons and decorations hung in the vicinity of motion detectors can cause them to go off should your furnace or air conditioner kick in and blow them around.