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## Vector Security announces the acquisition of New York State-based Hammond Security

*Acquisition allows Vector to expand services to New York State market*

**PITTSBURGH, PA (February 7, 2011):** Commenting that Hammond Security is “operated by talented people, servicing quality customers in a great market,” Vector Security’s President and CEO, Pamela J. Petrow, recently announced that Vector acquired Poughkeepsie, NY-based Hammond Security.

According to Petrow, Hammond’s culture, management philosophy, customer base, and regional community involvement match Vector’s philosophies. “It is essential to find companies whose service levels and customer values closely match our own. While we have built our company, in part, to embrace the rapid changes this industry and its various markets have undergone and will continue to undergo in the future, we have not departed from the core philosophy that long term customer relationships are the root of our continued success.”

Founded in 1968 by industry veteran Mac Hammond, the Hammond family has remained deeply involved in their business. As Kim Sears, daughter of the company’s founder and Hammond’s Vice President, indicates, maintaining a high quality reputation is even more important when your family’s name is on the door. “When the company’s name and your personal name is the same on your business card, customer satisfaction takes on a new dimension.” Sears, who will take responsibility for leading Vector’s new NY State branch, says that the future will be bright for Hammond’s varied customer base. “Our customers can be assured that the great personal level of service they have received over the past 40 odd years will be preserved, maintained and increased through our new association with Vector Security.”

Customer stability and long term service are also important to both Petrow and Sears. Sears points out that, “We built our company to provide a continually expanding level of security services to our customers. The result is that our customers view us as a one-stop-shop for all their needs, and can continue to do so.” One proof of that viewpoint is the fact that Hammond has been recommended by its customers to their children and relatives. “We have been fortunate enough to serve the next generation of our initial customer base. As their sons and daughters grew up and purchased their own homes and businesses, we became part of their lives too!”

Jim Steining, District Vice President, is looking forward to Vector Security’s association with Hammond Security. “With the retention of almost the entire Hammond staff, the voices and faces of our service delivery to Hammond’s customers will remain the same; as will our commitment to delivering the same level of service excellence.” Hammond’s central station services will also remain local, providing high-end alarm monitoring services to the area’s customers. Steining says he is looking forward to working with Kim Sears to grow and expand into new markets and specialty niches in the Hudson Valley area.

**About Vector Security:** Vector Security is a leading provider of residential and commercial electronic security services. It operates branch offices throughout the East Coast and southern California; and three specialized business groups: National Accounts, Authorized Dealer Services, and Vector Security Patrol, which provides guard and patrol services. Vector Security is owned by The Philadelphia Contributionship, a private insurance company founded by Benjamin Franklin in 1752. Three of its founding directors – Benjamin Franklin, John Morton and Robert Morris – were also signers of the Declaration of Independence. Vector has captured many prestigious industry recognitions, to include the following:

- Received the Association of Public-Safety Communications Officials – International's (APCO) highest honor, The President's Award, in 2009 for its outstanding contributions to the improvement of alarm dispatching communications methods in 911 centers
- Chosen as Frost & Sullivan's 2008 North American Commercial Alarm Monitoring Company of the Year
- Became the industry's *first* U.S- based central station facility to earn Underwriter Laboratories of Canada (ULC) certification in 2008
- Captured the first Police Dispatch Quality (PDQ) Award in 2006
- Honored as the False Alarm Reduction Association (FARA) Associate of the Year in 2006
- Rose to a position as the *SDM Magazine*/Central Station Alarm Association (CSAA) Central Station of the Year in 2006
- Named *SDM Magazine* Dealer of the Year in 2003