

# For Immediate Release



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## Vector Security, Inc. Acquires FIRM SECURITY

**Acquisition allows Vector to increase its presence in two major Pennsylvania markets.**

**Pittsburgh, PA:** Vector Security recently announced the acquisition of FIRM SECURITY, a Pittsburgh, PA based electronic security and uniformed guard services provider with footholds in two major Pennsylvania markets located in opposing sides of the state.

According to Vector's Vice President of Acquisitions Vince DiValerio, this strategic acquisition will allow Vector to expand the company's presence in two strong PA markets as well as fortify Vector's desire to provide conjoined electronic and uniformed security services to residential communities and commercial customers.

"The emerging business model at Vector is one that takes full advantage of providing both services under one corporate umbrella. It creates even greater value for our customers and allows us to cross market these individualized services; which often times form both sides of a customer's overall security equation", says DiValerio adding that conjoined services will allow Vector customers' one true point of accountability. "That's a real benefit since it increases management control over both sides of the equation allowing our customers' to attain optimal performance levels".

FIRM SECURITY originated in Pittsburgh as a provider of uniformed guard and private investigative services. More recently, the company expanded into the electronic security services side with an increased effort in the Personal Emergency Response Services (PERS) field while expanding into the Philadelphia, PA market. Vector Security President John A. Murphy indicates that operating flagship Vector sites in each municipality made combining the assets far easier. "We were pleased to offer FIRM's employees fresh employment opportunities in sales, operations and technical services, plus central station monitoring and of course uniformed guard positions as well."

We also were fortunate to retain Tom Beitler, formerly FIRM's executive vice president, was named the General Manager of our Pittsburgh based uniformed services affiliate. He will be working with Vector Security Patrol's Vice President Danette Tizkowski who heads Vector's Eastern PA guard services program. Their combined effort will serve to further grow the affiliate's expanding interests in Pennsylvania, Maryland and Delaware. FIRM's prior owner Chuck Keefer, who will leave the company to pursue new business interests, remarked that there were three reasons why he chose Vector Security. "First, the company has an outstanding industry reputation, second they have established operations in the two geographic business markets we were present in, and third the company's existing scope of operations allowed to migrate both our alarm and uniformed guard accounts to one single supplier. This presented a marvelous opportunity to our employees too."

John A. Murphy also adds that the conversion of FIRM's electronic security customers to Vector's Pittsburgh based central station also shows an immediate benefit. "FIRM's central station was proprietary in nature but NOT UL listed. With this conversion, FIRM's customers automatically gain the benefits of regionally based monitoring but with the added advantage of our UL/FMRC ratings."

Vector Security did not disclose FIRM's purchase price.