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## Industry Veteran Appointed to Vector Security's Director of North American Sales Position

*Gary Fraser joins Vector Security, Inc.*

**PITTSBURGH, PA (November 15, 2010):** Vector Security has announced that industry veteran, Gary Fraser, will be leading the company's sales initiatives for Vector's National Accounts Division as its Director of North American Sales. Vector's National Accounts Division has grown to become one of national retail's most prominent suppliers of loss prevention services.



Fraser, who previously held executive sales positions at Sensormatic, ADT and WG Security Products, Inc., will bring his well-versed experience level in many aspects of retail loss prevention technologies to Vector Security, including intrusion detection, commercial fire alarm, electronic article surveillance and video services. Since 2004, Vector has continually enlarged the scope of its overall services to retailers to improve its position in retail loss prevention.

According to Fraser, his position with Vector allows him to utilize a number of resources designed to advocate the needs of retailers. "Vector's National Accounts Division branded itself as a premium provider of building alarm and central station services. More recently however, Vector enlarged the scope of its brand in a number of ways to include video services and most recently, EAS services. The company's current position allows me to use my overall industry experience to continue the great work they have already accomplished."

Michael Grady, Vector's Executive Vice President, whose responsibilities include the NAD, says that Fraser's new position with Vector is designed to move the company forward. "It's the people at Vector Security who make a difference in providing our unique level of services to our national retail customers. We welcome Gary's experience, leadership abilities, and team building and coaching skills that he brings as the newest member of our National Accounts Division's management team."

**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