

# THE ALARMGRAM

**Sales and Customer Service 781-275-4200**  
**Toll Free 800-870-4204**

**24 Hour Central Station 781-275-4300**  
**Fax 781-275-3141**

## On Call...

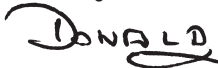
The changing seasons in New England allow all of us to enjoy friends and family in many ways. Outdoor activities, indoor gatherings and for many of us even our work environment changes with the seasons.

The fun of Winter sports or the anticipation of warmer days of the approaching Spring are just part of the ever-changing New England experience.

At Lexington Alarm, we are excited about our changes as well. Our recent merger with one of the finest family owned, customer committed alarm companies in the Greater Boston area will bring you a stronger customer service team, while at the same time allow us to offer you a broader menu of up to date services and systems. Please see the back-page article that details our greatly anticipated combination of strengths and expertise.

You will see the same faces, hear the same voices on the other end of the phone and receive the same focused, results oriented service. You will experience new technology offerings and service capabilities designed to keep you safe and secure for years to come.

Best regards,



Donald W. Martini President



## The Real World – The new Breaking and Entering

Just as on-line stores are becoming mainstream in all we do, on-line “breaking and entering” is exploding. While not necessarily simple, in many cases accessing your personal information does not take a high degree of sophistication. Every day we are surprised by new creative schemes, hoaxes and mining done to steal vulnerable personal information.

What can you do? We have a multi-layered defense strategy that will go a long way to helping protect yourself. Employing any of these suggestions is taking an important step to lessen your exposure to cyber break-ins.

**#1.** Protect your Social Security number. Don't give it out over the phone and don't give it out in person unless it is absolutely required. If your driver's license number is your social security number, you can easily have it changed to what is known as an S number through the Registry.

**#2.** Only shop or make transactions on web sites with the prefix- https. This assures you of a level of encryption and hack resistance not found on other sites. Use passwords that include capital and lower-case letters as well as numbers and symbols. Taking a minute to create a memorable complex password can go a long way to protecting your transactions.

**#3.** If offered, use two-part passwords. Many smart phones allow both a fingerprint and a numeric code.

**#4.** Lock your credit. Doing so at the three major credit reporting companies will disable access by a hacker. Go on line to “Freeze my credit” for details.

**#5** Be suspect of social media posts that prompt you to list details as simple as “the street you grew up on” or “your first pets name”. You may innocently be divulging bits of information about yourself that can be pieced together for illicit use. Follow us on Facebook for more details on this scam.

The Real World is....Taking some simple proactive steps today, can help create layers of security that will make you safer and more cyber-secure in the future.

## We're Glad You Asked

**Q. Will changing my cable carrier affect my alarm?**

**A.** Very possibly. Most cable installers do not understand the proper way to connect your alarm to their equipment. We advise letting them know up front that you have an alarm system. Then after the work is done, test the system before they leave. If you only have a phone line because of the alarm system, consider the addition of an Alarm Radio. It eliminates the need for a phone line and is significantly more secure. Call Justin today for more details at 781-275-4200.

### The Lexington Alarm Mission

To provide peace of mind to our residential and commercial customers by designing custom security, safety and environmental systems that are installed, monitored and serviced to the highest professional standards.

## A letter from Don Martini

I am very excited to announce that as of January 2nd 2018, Lexington Alarm has been acquired by Wayne Alarm Systems of Lynn, MA.

Wayne Alarm is an independently owned 50 year-old company with a very similar business philosophy and values as Lexington Alarm. Ralph W. Sevinor, the owner of Wayne Alarm, is a highly regarded industry professional who has been instrumental over the years protecting the rights of customers to have access to trained, licensed installers and service technicians. Ralph shares the strong commitment to his customers and employees as do I, while at the same time embracing leading edge technology and services.

While Ralph and I worked together in the industry and shared resources over the years, it was amazing to recently realize the similarities and perfect fit we are for each other.

Lexington Alarm will remain an independent operating division, serving you from the same Bedford location- as "A Wayne Alarm Systems Company". Michael Lordan will be the Vice President of Lexington Alarm and most all of the same voices, faces, sales consultants and on-site technicians will continue to serve you.

I am truly excited about this merger of two local, premier and independently owned full service alarm companies that serve the Boston area. The sum of our capabilities will bring a higher level of customer service as well as new offerings that will make your systems easier to use and faster to service. With an existing staffed presence on the Cape and Islands, Wayne Alarm will allow us to more quickly respond to any and all needs our customers there may have as well.

Going forward, the joining of these two companies brings you the talents of a young, energetic and experienced management team. The long term goal is to bring stable succession to our relationship and continue to enhance the high level of service you have come to expect. Over the next number of months as we merge the strengths of the two companies, I will begin lessening my daily participation. I do this with extreme confidence knowing that Ralph and our new team understand and greatly value your years of confidence and trust in Lexington Alarm.

As a first insight into the power of this new relationship, I invite you to go the App Store and download the newly minted Lexington Alarm phone app. This was developed by the folks at Wayne, and is indicative of their capability and creativity. I think you will find this an exciting example of things to come.

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**Lexington AlarmSystems**  
Custom Safety & Security

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