

## Humor Spotlight



Biotechnology is changing our world. Instead of building a better mousetrap, now they're building a better mouse

✓

The only thing better than an attorney who knows the law is one who knows the judge!

✓

You know your marriage is in trouble when your wife buys the book "How to Work Out Your Marital Problems" and she hits you on the head with it.

✓

"I have such terrible luck, when my ship comes in, it'll probably be loaded with my relatives."

✓

It never fails. The more a company spends to advertise how friendly it is, the greater the probability that the person it hires to greet customers will have all the charm of a pit bull.

✓

## SECURITY MANAGEMENT

# Business Scams Can Cost Your Company Thousands of Dollars

**S**chemes to defraud manufacturers, suppliers or distributors can be used by all sorts of dishonest persons on all kinds of businesses. It's a favorite ploy of con men and organized criminals.

### Three Scams

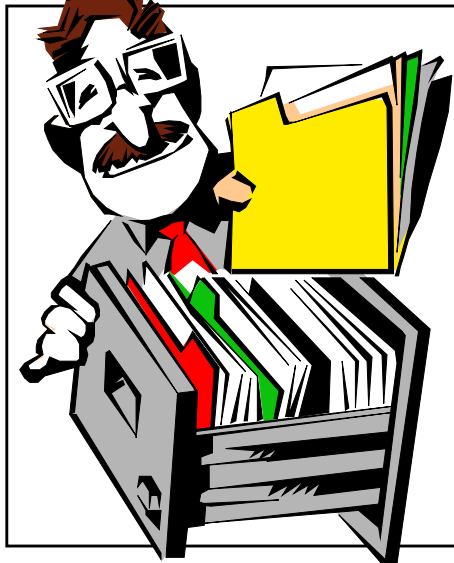
There are several typical scams used to defraud businesses.

☞ Often, they will establish a fake company, buy materials on credit, and vanish.

- Sometimes they will set up a company with a name

and address almost identical to a well known, respected company. That way, many suppliers are fooled into granting them credit.

☞ Finally, organized crime may buy a legitimate business, and use its credit rating as a starting point for schemes.



### Watch Out For These Trends

Sometimes these types of frauds are hard to detect. Watch out for conditions like these:

- A sudden change in your customer's management, without any public notice.
- The customer's payments start to lag behind, and the credit balance starts to climb.
- A new customer suddenly orders unusually large amounts of merchandise on credit.
- Trade references for the customer cannot be verified.
- Suddenly a company increases its orders; sales become "too easy."

### What You Should Do

If you notice these signs, take action. Get to know the new management of the company. Do a careful credit check on the customer. Make sure that new orders are not filled until the credit check has been completed.

## SECURITY PRODUCTS

# ADA Approved Access Control

**W**hen you're dealing with office keys, you know how tough it is to maintain security.

If a key is misplaced, or an employee is fired. You collect the old keys, rekey the locks, pass out the new keys and pay the bill. Over and over again.

If you are upgrading hardware to meet ADA specifications, you should consider one of the new electronic

solutions to key related problems. The Trilogy DL2500 is an ADA approved stand alone digital lock.

With the Trilogy, three levels of user access give you complete control of your door. Managers can lockout user codes after-hours to secure the property. One time access codes can be set and more. For pricing and additional information please call our office.

