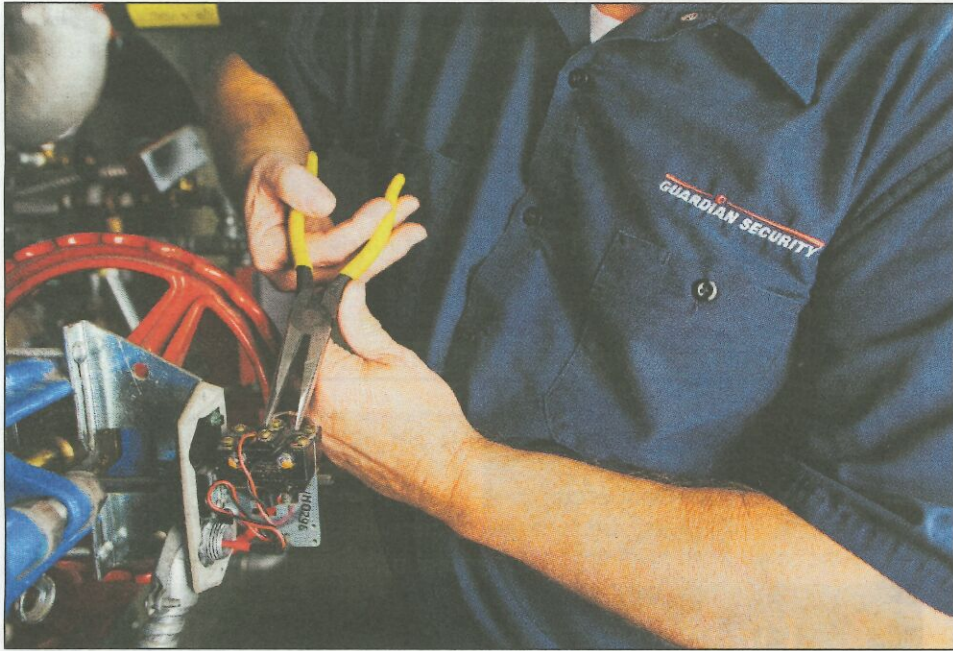


## SELF DEFENSE & SECURITY



Seattle-based Guardian Security recently acquired Mansfield Alarm Company, a family-owned business with 60 years of experience serving Central Washington. Guardian has had a presence in Yakima since 2013 and is looking to expand east of the mountains. At right are Ainsley Close, the company's business development director, and her father, Frank Close, the company founder.

# Guardian Security Expands Presence In Central Washington

## Seattle-Based Company Has Acquired Mansfield Alarm, Will Maintain Both Brands

By Dave Leder

Guardian Security is a name many Yakima Valley residents have been familiar with since 2013, when the Seattle-based business expanded its operation east of the mountains.

Now, the company has an even larger presence in Central Washington.

Back in October, Guardian acquired Mansfield Alarm Co., a family-owned business that has been serving the Valley for 60 years.

But Mansfield customers shouldn't be alarmed because the company isn't going anywhere.

Instead of being replaced altogether, Mansfield Alarm now operates as a division of Guardian.

"We believe strongly that keeping the Mansfield name will provide tremendous value, both for us and for our customers," said Ainsley Close, the business development director for Guardian Security. "People who have trusted Mansfield Alarm for years will experience no interruptions. This partnership just gives us more resources and more technicians so we can provide even better service."

Together, the companies can offer

some of the best cloud-based security services available in Washington, if not the nation, according to company representatives.

Retaining the Mansfield Alarm name and utilizing the longtime headquarters at 3106 W. Nob Hill Blvd. also gives Guardian more flexibility moving forward.

"This is huge for our customers because a lot of security companies don't have their own monitoring stations," said Konrad Kocsis, the branch manager for the Yakima and Bellingham offices.

"Most companies use a third-party service, which means their customers' properties are being monitored by people who aren't familiar with the services they expect. We're able to handle everything in one place, and we think that will help set us apart."

Guardian previously operated a small office on West Mead Avenue, taking over CSI Security in 2013. But as of Oct. 1, both staffs were combined in the Nob Hill office.

All of the Mansfield Alarm employees were retained during the transition, giving the team 10

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technicians, four salespeople and seven administrative staff.

Ron Mansfield Jr., whose grandparents, Bob and Donna, started Mansfield Alarm in 1958, continues to work in fire system sales. His brother, Rob, is a technician, while their father, Ron Sr., has remained on as a consultant.

Sales Manager Jane Kammerer moved from the west side to Yakima, while Kocsis and Fire System Sales Director Bob Vezzani visit the Valley on a regular basis.

The company plans to continue hiring to help Guardian Security become a household name in Central Washington. Both businesses already have a presence in the Tri-Cities, but the plan is to continue expanding eastward.

"We're still growing and we want to keep growing," Kocsis said. "We'd like to add to the sales team and hopefully increase our presence in the Tri-Cities market. Now that we're one with Mansfield Alarm, we think the transition will be easier for us."

What's nice for the management team is that the company can now offer two first-rate services, yet maintain a sense of individuality.

"We both have great services to offer, but we want people to have a choice," said Close, whose father, Frank Close, started Guardian Security in 1976. "We hope to provide our customers with an experience that they want to pay for."

One reason the transition went so smoothly this fall was that both companies follow similar philosophies. Taking care of their customers, and their employees, has always been a priority.

"We're a private, family-owned company that always thinks long-term," Ainsley Close said. "We're

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