



The Make Your Mark™ Team . . .



Mary Jane Charman

Make Your Mark™ Onsite Computer Security originally started in Vancouver, BC in 1996, and has grown to service hundreds of customers in the provinces of **British Columbia, Ontario and Quebec**. Mary Jane Charman is the sole owner of **Make Your Mark™**; its trademarks and patents in Canada.

Make Your Mark™ has created a unique system to meet the needs of the exploding security industry to combat office equipment and computer theft. It is the only company in North America that has developed a marking process, which provides a permanent and contrasted **Inprint** of a company name and logo. This marking process is not removable without damage to the equipment, seriously impeding the opportunity to sell on the "black market:"

Make Your Mark™ is expanding by developing a strong franchise network and currently has Franchise Owners in the following territories:

Corporate Office:

Make Your Mark Onsite Computer Security
5269 Silverado Place
Kelowna, BC Canada
V1X 7X8

Contact:

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Make Your Mark Facts!

Every day, over 2000 computers are lost or stolen and increasing at a rate of 20% per year

- **1 in 5** businesses will be broken into this year
- Premise security alone will not protect you against "Smash & Grab" theft
- Operating in teams, thieves can gain entry and steal an entire computer network from an office in minutes - long before police can respond
- FBI indicates that **97%** of unmarked equipment is never recovered
- Notebook computers have become the #1 target for thieves
- **89%** of all computer thefts are **repeated** once computer equipment is replaced

Sources: Uniform Crime Reporting Survey prepared by Police Services, Ministry of Attorney General, Province of BC, May 1996 and Henri Berube, Peel Regional Police, Brampton, Ontario 03/29/96. Chubb Group of Insurance Companies, Industry Week Magazine, American Electronics Association, CSIS (Canadian Society of Industrial Security), STOP Security Tracking

Let Us Prove it

Since 1996 Make Your Mark™ has provided effective, low cost security to all sizes and sectors of markets including:

Governments	Universities	Schools	Retail/Service
Industrial	Manufacturing	Construction	Wholesale

- Customer findings show that after marking their equipment, losses from break-ins have been **reduced** by **91%**
- Warning decals on doors and windows have proven to be an effective deterrent against break-ins
- Strong visual presence of Lockdown Enclosures have **reduced** repeat break-ins to **less than 3%**

Sources: The above Customer Facts information was derived from a questionnaire developed and sent to a random sampling of existing Make Your Mark™ clients



Quotes

Here's what Make Your Mark™ customers say about our service

"It is my belief that by having the company name engraved on a product, it is a deterrent to thieves"

Mike O'Donnell, Mobile Client Service Manager, Telus Corporation, BC

"All of our computer and general office equipment has been inprinted and we are absolutely convinced that it is the reason that none of our equipment was taken".

Doris G. Dean, Partner, Alter.net Internet, Langley BC

"After we had our electronic office equipment engraved, in a recent "break-in" the would-be thieves left empty handed".

D.O. Bagnall, Manager, Admin., North American Pipe & Steel Ltd., Delta BC

"Based on the performance in this project, we highly recommend MAKE YOUR MARK. We would be pleased to have the opportunity to work with them again in the future".

Pamela Moore, Executive Assistant Bus. Dev., Stuart Olson Construction, Richmond, BC

"Make Your Mark inprinted our hardware with our company name and logo. We feel confident that the logo can't be removed and will deter thieves. We are extremely happy with the results, and recommend marking all valuable pieces to any other company."

Jeanette McLatchie, Office Administrator, Dan-Jen Mechanical Ltd., Burnaby BC

Here's what others say about marking your valuable equipment

"Computer lockdowns provide multiple, time consuming barriers that protect after the alarm is activated. Combined with window warning decals, the incidences of break-ins are significantly less than incidences with security bars."

Sgt. Barry Hickman, Burnaby RCMP

"People steal computers because they're really easy to sell and turn over, marking the equipment makes them very difficult to sell. If you're making the job tougher for the thief, he'll go somewhere else."

Steve Jillings, Executive Vice President, Velocity Computer Solutions Inc., Burnaby BC

"We were impressed with the setup and the effective method used in etching logos and company names onto the casework the Toshiba computers."

Trevor Dantas, National Mgr., Toshiba Information Systems Group, Markam, Ontario