



Sandra Jones and Company
Security Industry Resource and Consulting Firm

Press Release

Sandra Jones Retirement

Chagrin Falls, Ohio November 20, 2019:

Sandra Jones, founder of Sandra Jones and Company ("SJ&Co"), announced her retirement today after 45 years in the security industry, including serving on the Board of Directors of the Security Industry Association (SIA) for 39 years.

Sandy co-founded and produced the Securing New Ground Executive Conference and created The International Security Conference's (ISC') New Product Showcase. Sandy has been honored with many industry accolades including PSA's Marcus Award, SIA's President's and Lippert Awards, SS&I's Hall of Fame and Security's Top 25 People in the Security Industry.

Fifteen years after founding one of the industry's first wholesale distribution companies, Sandra founded SJ&Co. SJ&Co became the most trusted security industry resource and consulting firm in the industry.

Charles Durant, who joined SJ&Co in 2014, will take over the practice as Managing Director. Durant, former President of the GE Security & Life Safety Group and SIA Board Member, has been involved in the security industry for 30 years. Durant has refocused SJ&Co on M&A Advisory Services (both sell-side and buy-side), Valuations, and Exit Planning.

"Choosing someone to run the company took careful consideration and it raised the bar when my reputation and name were at stake. After working with SJ&CO clients for the past five years, it became clear he was the right person to lead SJ&Co going forward," said Sandy.

Bill Bozeman, CEO of PSA Security Network, stated "I have never hesitated referring our members to Sandra Jones and Company for guidance and advice. So when we needed assistance with

For Release November 20, 2019

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acquisitions of USAV and CI Edge, my first call was to Sandy Jones. The involvement of Sandy's associate Charles Durant, in structuring and negotiating aspects of the deal was invaluable. Acquiring a business requires knowledge and skill sets that differ greatly from my day job of leading PSA Security Network. Consequently, when dealing with the opportunity to acquire USAV and CI Edge I knew we had to call in outside help. I can whole-heartedly tell you that it was worth the investment. “

Charles, who is based in Minneapolis, can be reached at charles@sjandco.com or 651-253-9388 (mobile).

ABOUT SANDRA JONES AND COMPANY: Sandra Jones and Company is a boutique M&A Advisory to the security industry, serving both sell-side and buy-side clients for over 30 years. For more information go to www.sjandco.com