

Trans-American acquires accounts, teams up...

BURNSVILLE, Minn.--Trans-American Security Services, a provider of commercial security and fire monitoring systems focused in the Midwest, in January completed converting the majority of monitoring accounts of WEBCO Security, a residential security provider headquartered in Ramsey, Minn.

Steve Champeau, president and chief executive officer of Trans-American, would not disclose how many accounts had been acquired or details of the transaction, but said that WEBCO will remain in operation and will "continue to install new systems and provide services to these accounts while [Trans-American] will provide the monitoring for these, and future, accounts," he said.

"We've discovered that there is a market segment that has an interest in remaining in business from the dealer perspective," he said.

"This is a nice mirror partnership because we don't compete in the same markets and we are able to complement one another," said Chris Thompson, president of WEBCO Security. "We do a lot of residential, low-voltage wiring offering home theater, central vac and so forth; they're not in that realm."

Thompson also said this partnership was beneficial for its customers. "It's beneficial when you can develop a local relationship," she said. "There are certainly benefits when dispatchers are in the same geographic area and any time a company is locally based and familiar with the geographic area, that's a good thing for our customers."