

### Jon Laws: story

I have a number of stories about my time at Tavcom! Hopefully they'll all make sense below.

- I started in the business in 1995 at 25 years old and ended up working with Mike Tennant for 24yrs. I met Mike whilst working for a company called PhotoScan as a project engineer. Mike was working as a sales agent for Frowds and trying to sell me something. We built a rapport as he became aware of my personality - we got on well together. When Tavcom was just starting up, he invited me down to the first venue where Brian Robinson's alarm company was doing training. I went down for the day and joined the class after it had started. Mike then stood up and introduced me saying 'Mike's going to tell you about the decibel after the tea break!' He dropped me in it! I did my best, trying not to panic, and delivered what I knew which was totally outside what they would normally expect at that level of training.
- For many years I did presentations at IFSEC. About 8yrs ago I did a presentation at IFSEC where they were just starting with IP cameras. For this one particular presentation I screamed 'yippee!' when the microphone came on and about 50 peoples' bums left the seat. That then became my signature. Every year I start my presentations at IFSEC with a 'yippee!'.
- Flights 27<sup>th</sup> November 1999. KL1018 seat number 2A and 2B, transferred to KL553 from AMS to Cairo 4A and 4B. business class cramped and made a complaint. It was November 1999 and our first international training under Tavcom. It was due to be held in Cairo and we didn't appear to get much interest to start with so took all the training materials we would need to accommodate our numbers, plus a few extra. By the time we got to Heathrow we were told the course numbers had increased to 15 people. After two long flights we arrived in Cairo and found the course numbers had increased to 20. 'Fantastic!' we thought.

In the time it took to get from the airport to hotel where they were staying, the numbers went from 20 to 32. So now we panicked a bit. The training room we had been given to use was a large room with a removable divider, so we set everything up. However, what we didn't realise was the training material was so tiny! We were used to a small training room in Bishops Waltham Hampshire and that's what our material was geared for. Suddenly we had this huge room which made the everything on the screen so tiny you almost had to use binoculars to see it. We ended up staying awake until 2.30am adjusting all the slides to the learners could see them from the other end of the room. But we had a great time together.

For that particular training we had members from 14 different Arab states, including 3 ladies (one of whom who was a female engineer which is position so highly regarded that it becomes their salutation, e.g. 'engineer Smith'). At the end of the first day of training, every single one of the trainees were out of their heads on booze. They had wandered into the hotel bar on their break first tea break, started drinking and just didn't stop. They were absolutely hammered. We didn't see them again at all.

Mike and I got on really well together. He was an absolute fantastic guy; we were a good team. I am still enjoying it, COVID has introduced a new interesting aspect but that's life at moment.

