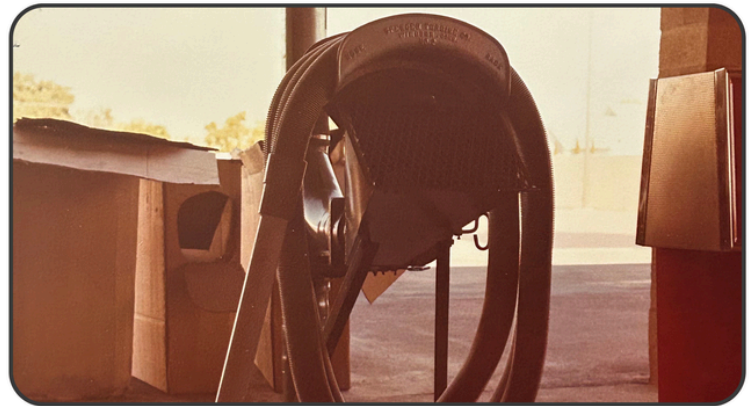
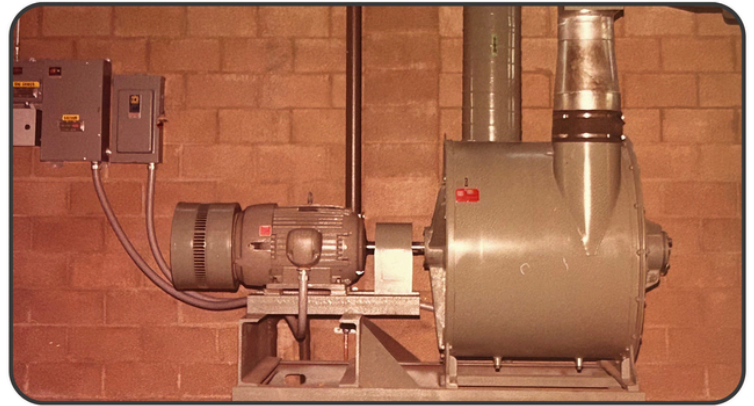


# CELEBRATING 70 YEARS OF INNOVATION AND SERVICE

Smith and Sons started in 1955 by Entrepreneur Jack Smith providing what was at that time one of the most modern systems available, "in wall cleaning systems." In other words - Central Vacuums. These systems were installed in new homes, commercial buildings, hospitals and apartments, throughout Northern California, from Pebble Beach to Lake Tahoe and many places in between.

In 1977, after a short stint in professional baseball with the Texas Rangers, the youngest son Ward Smith had to get a real job and joined the company. This gave Jack the opportunity to move to and focus on the Lake Tahoe branch. Shortly after Ward took advantage of having the reins he turned his focus on growing the business. Thinking that one may not survive on central vacuums alone.

The Companies' growth started in 1979 by adding products that could be easily installed during the construction process. Cable TV, Telephone, Intercom, and Security Systems for the Custom builder, and production builder markets. The most exclusive and well-known names in the area jumped on board with us. Lewis and Bristow, Cuttle Construction, Elliott Homes, Winncrest Homes, Robert C. Powell, Camray Construction, Larchmont Homes and countless others were part of the Smith and Sons customer base.



Soon after the customer base expanded, the list of products expanded as well. There was a growing demand for higher quality sound - more than what an intercom system was providing. Hence our Audio Video business was born in 1985, providing high quality sound systems with architectural speakers and Surround Sound systems.



Smith and Sons was providing these Audio/ Video services well before "Home Theater" was a household term. Additionally, implementing a showroom with all the necessities to provide and preview that Home Theater experience in your home. Whether it was an entertaining space, a crossover room, a family room or an actual "Home Theater" - Smith and Sons was bringing high quality theater sound and high-definition video to homes.

Designing and implementing large screen projection systems, theater seating, acoustic paneling, lighting, THX theater and sound systems from high quality manufactures. McIntosh, Bang & Olufsen, Yamaha, KEF, Monitor Audio, MIT and many more were available, and some are still. The demand was so strong that a retail store was opened in 2011 in the Pavilions shopping Center for a year and then moved back to the newly constructed showrooms at the W. Stadium Lane site.



As homes became larger and more complicated so did the demand for better lighting and control. Smith and Sons expanded again in 1994 to provide both lighting design, control and automation systems for homes such as HVAC, pool controls, outdoor lighting and Audio /Video. Once again well before the home control and automation business became popular.

As the region continued to grow, so did the criminal element. Break-ins were on the rise in all levels of housing. After receiving three calls one Monday morning from customers who had break-in's over the weekend...it became obvious that designing security systems that only worked after the break-in occurred was no longer acceptable. The days of posting a security yard sign and placing window stickers around the house were no longer offering enough of a deterrence.

A much higher level of deterrent security would be needed...protection that would prevent a break-in. The exterior protection system was invented in 2009. Waiting for a break-in to occur then sounding the alarm seemed so archaic and not like "security" at all. No other Security companies offered this level of protection, and still do not. Another first for Smith and Sons.



Four New security categories were born - Early Warning, Deterrence (Audio and Visual), Video Verification, and Security Lighting. Our focus turned to all things "preventative." Our thought process was to prevent the break-in and not let our customer know afterwards. These systems provided the property owner with enough advance warning that if someone entered onto their property, it gave them time to react and prepare if necessary. After more than 16 years of providing deterrent security, there has not been one break-in where our "preventative" system has been installed.

In 2011 Smith and Sons again expanded by using similar products from the deterrent systems in a different manner. The thought was, "if we can prevent an intruder from breaking in, why can't we prevent a bear from breaking in" for homes in the Tahoe region.

The "Bear Alarm" was born. An invisible beam coupled with extremely loud speakers with barking dogs and lighting coming from multiple directions proved to be successful at deterring bears. And no unattractive wires and boxes that can harm pets and children draping the home. Turns out it also deters other critters. The bear alarm for Lake Tahoe customers has also been proven to be 100% successful in deterring a bear break-in. Once they are scared off, they don't come back, plus it is basically invisible on the property.



During the last 25 years the customer base has expanded to Commercial, Industrial, and Government entities such as Police / Fire stations, as well as security for numerous schools.

Fast forward to 2025, the company is still expanding. After listening to our client's talk about the high cost of internet and entertainment services, Smith and Sons has opened the services division. We offer internet and streaming services for your TV viewing at about half the cost of the current options. Usually saving clients between \$150 to as much as \$250 per month with our program.

To conclude, the last 70 years has been an adventure in tackling new technologies and implementing them for our customers. And we look forward to what the future brings us.



**What products and services have changed since Jack founded the Company in 1955 to 1977 offering the Central Vacuum Systems and Ward Smith came aboard? See below.**

Products and services available after 1977 to date: Consultation, Design, Implementation, Training and Service after the installation... from concept to completion. What we start, we see through to the end. What we offer today:

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## The Security Division



**Security categories supported:** Intrusion, Early warning, Deterrent (humans and bears), Video Surveillance, Video verification, Video entry, Building-Life-Personal Safety, Lighting, Automation, Access Control, Fire Alarms, Barriers, Gates and Entry systems, Theft Protection, Monitoring (video and two-way voice)

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## The Entertainment Division

### Audio and Video Categories supported:

Video displays (flat panels, projection video walls)

Samsung LG Sony

Video display brackets, mounts and in-wall electronic storage

Speakers (architectural, bookcase, floor standing, outdoor, small aperture, invisible, 70V volt).

Electronics (receivers, amplifiers, processors, streamers, DVD, CD, tuners)

Cabinets, Racks and cooling systems

Theater Seating, acoustic paneling and fiber lighting panels



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## The Technology Division

Network cabling, Data switches, WIFI systems (indoor and outdoor), Lighting controls, Central Vacuum, Doorbell and Notification systems

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## The Services Division

Internet service, Streaming TV service

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