

## Business Success Imminent for Metro Video Systems, Inc.

In 1969, Bob Weir was a young man on the road to corporate success. He was Regional Sales Manager with Packard Bell's closed circuit television (CCTV) division when the roof came tumbling down. Packard Bell closed its CCTV business laying off all employees associated with the division.

After their layoffs, Weir and Leon Smith, a former Packard Bell National Sales Manager, immediately recognized the demands for a CCTV firm specializing in custom applications and service. They then set-up shop by purchasing a portion of Packard Bell's remaining inventory for "pennies on the dollar" and created Los Angeles, California-based Metro Video Systems, Inc. With over 40 years of accumulated experience in the industry, Weir and Smith wanted to serve the closed circuit television industry with professional designs, engineering, installation, and unparalleled service and maintenance.

As Smith retired from the company in 1985, Weir assumed full leadership and ownership of Metro Video Systems. Since their beginnings, business success was eminent. In 1969, the firm realized gross sales of \$7,500 in its first month of operation. The company soon grew to include many projects outside of Los Angeles and throughout the western U.S.

This expansion was comprised of many security surveillance contracts with companies and agencies such as TRW, America West Airlines, USAir, the Department of Airports for the City of Los Angeles, Edwards Air Force Base, Southern California Edison Co., Chevron U.S.A., Japan Airlines, the Aerospace Corporation, Bank of America, U.S. Veterans Administration, Caltrans and many other well-known companies.

Metro Video Systems' success and profitability has increased even more in

the recent two years through its association with the National Center for American Indian Enterprise Development, Pacific Regional Office. With National Center's assistance and through the California Native American Business Development Center, (a business consulting contract award from the U.S. Department of Commerce—Minority Business Development Agency), many



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new doors of contracting opportunities have opened for Metro Video.

The corporations and public entities who are now including Metro Video in their contractor utilization include the Los Angeles County Metropolitan Transportation Authority, California-based utilities companies, and national corporations comprising the National Minority Supplier Development Council's local affiliate, the Southern California Regional Purchasing Council.

With half of the staff dedicated to CCTV systems and the other half dedicated to Fixed Image Display systems, the majority of Metro Video's associates have been with the company for 10 years or more. These long tenures have permitted the sales, technical support, and office personnel to develop close working ties with many clients and suppliers. Components used by Metro Video are manufactured by some of the industry's technological leaders such as Cohu,

Sony, Fiber Optics, Panasonic, Pelco, Javelin, Infax, Dynair, American Dynamics, Racon, and Beldon.

Metro Video Systems has earned an excellent reputation in the industry and has a long history of installations in airports throughout the country as well as in the aerospace industry, military complexes, and state/federal governments. In fact, there is hardly an airport in the western U.S. that does not have some equipment installed or maintained by Metro Video Systems.

Mr. Weir also takes great pride in his ancestry as an enrolled member of the Cherokee Nation of Oklahoma. He was raised in San Diego, California where he also received his Bachelor of Science degree from San Diego State University and studied at the graduate level at the University of California, San Diego. Weir has lived in Los Angeles area for over 25 years with his wife and three sons, and presently volunteers his professional experience to many community organizations. These include the President's Circle; Alumni San Diego State University; Board of Directors of the Los Angeles Alumni Chapter of Kappa Sigma Fraternity; Kiwanis Club of Los Angeles International Airport; American Legion Valley Post 582; California Highway Patrol 11099 Foundations; and the American Indian Chamber of Commerce of Southern California.

Mr. Weir's business philosophy is, "Never take a short-cut, never slight anybody, and play by the rules or you will never succeed." In the final analysis, this philosophy has been the secret to the success of Metro Video Systems, Inc.

