

Cutting Edge Products <noreply@cuttingedgeproducts.net>
Year in Review from Company President Ray Gilberte
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Manufacturer/Wholesaler of Innovative Security Products
STREETWISE SECURITY PRODUCTS
A DIVISION OF **CUTTING EDGE PRODUCTS, INC.**

Year in Review from Company President Ray Gilberte

This has been a great year for our company and for me, personally. Not only did the company grow by the largest percentage in its history, but my family experienced some robust growth, as well!

Last week, we had our annual Christmas banquet where I thanked each employee for their hard work and shared some important lessons I have learned this year that I would like to pass along to you.



The **first** is the importance of one of our company values, continual improvement, both in the company and in our personal lives. We gave an award to Jim "JT" Toler for the improvements (he lost 31 lbs!) that he made in his life this year. Most people understand the need to improve a business, but they don't see the connection for the need to improve personally. (Jim "JT" Toler (left) receives award from Mike Carey, VP).



Cutting Edge Products has 16 employees, and I am learning that our company is only as good, as a whole, as these 16 people are individually. For that reason, we put a greater emphasis this year on our [company values...](#) We all voted for the person we felt best exemplified these values and awarded the "Most Valuable Employee of 2012" award to Edgar Guardiola. (Ray Gilberte, President, (left) presents award to Edgar Guardiola).



I realize that most of you reading this are leaders in your company. I recently read something from John Maxwell that helped me to understand how this principle applies to leaders. He has a principle he calls the "Law of the Lid" which says that the leader acts as a lid to the growth of a company and that before an organization will grow, the *leader* must be willing to grow. Change does not take place all at once; it happens in many small steps that we take each day in the right direction. So I challenge you, as I did my employees at the banquet, to ask yourself what small steps you can begin to take today so that at this time *next* year, you will not be the same person, in the same place, that you are today.

The **second** principle that was made real to me this year was taught by Jesus Christ over 2000 years ago. He said that "*it is more blessed to give than to receive.*" Many who have spent their lives in pursuit of material gain have found it to be empty and unfulfilling once achieved. In contrast, a Chinese Christian, Watchman Nee, who lived in the mid-1900's said:

“I have never met a man who sought to satisfy God that was not satisfied himself.”

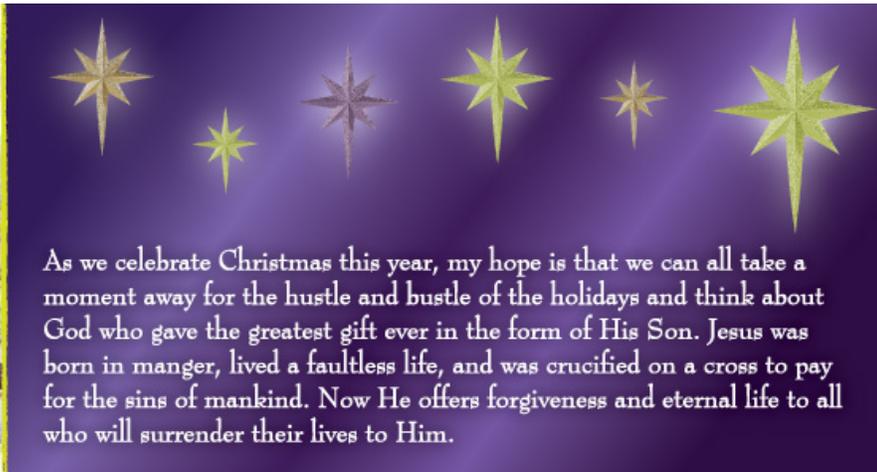
My family experienced this satisfaction this year with the adoption of our son and daughter from the Congo. The process was a lot of work and very expensive. They have been apart of ourfamily now for three months. It has been quite an adjustment for all of us. It can be exhausting, at times, and we have forgotten what it is like to have “free time.” But the rewards that come from knowing we are providing them a loving family and just seeing their smiling faces more than outweigh any “inconvenience” that it is to us.



I am part of a group of business owners who meet all day once a month to discuss ways that we can improve ourselves and our businesses. It is a national organization named [C12](#). Their goal is to help business owners “build great companies for a greater purpose.” As you know, our slogan for *Streetwise Security Products* is “**protecting what matters most.**” Obviously, we sell products that help protect people from crime. But most of you do not know about the organizations that you help us support that also “**protecting what matters most.**”

We would like to share these with you, not as a way to “toot our own horn” but to let you know how doing business with us this year allowed us to support many fine organizations and improve the lives of many people:

Protecting the unborn, protecting the orphans in Africa, protecting “high risk” teens from the danger of the streets through mentoring and sports, protecting inner city families from spiritual and physical hunger, and protecting women from breast cancer... (from left to right)



As we celebrate Christmas this year, my hope is that we can all take a moment away for the hustle and bustle of the holidays and think about God who gave the greatest gift ever in the form of His Son. Jesus was born in manger, lived a faultless life, and was crucified on a cross to pay for the sins of mankind. Now He offers forgiveness and eternal life to all who will surrender their lives to Him.

Watercolor created by one of our employees, Edgar Guardiola.

Merry Christmas,

Ray Gilbarte