



TBFAA— Lone Star



Transmitter

A Publication of the Texas Burglar & Fire Alarm Association

Find Your Treasure At the TBFAA Convention!

Be sure to join us for the TBFAA Annual Convention in Galveston on October 25-27. Explore new technology at our product show, learn new techniques in our training sessions, swap information with your peers at networking lunches and receptions and win treasure at our exciting casino night.

Be sure to register with the hotel early because like last year the popular historic Tremont hotel will fill up fast.

See page 5 for more information



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New Features Added to Web Listings

Visit www.tbfaa.org to check your member listing. The services you offer are now displayed.

Need to change or update your listing just login to the members only section and click on the "Edit Your Profile" option..

If you need a user id or password please email a request that includes your name and company name to bradshipp@4yoursolution.com

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Presidents Message

Character is like a tree and reputation like its shadow. The shadow is what we think of it; the tree is the real thing.

Abraham Lincoln (1809 - 1865), Lincoln's Own Stories

In recent months I have found many examples of character.

Another legislative session has ended and our team (Rodney Hooker our legislative chairman his committee Malcolm Reed, Dennis & Nathan Bryant, Chris Russell, Jeff Bright & Rex Adams and our lobbyists Dean and Andrea McWilliams) has as usual done a great job. Countless hours are spent each session and we all owe them a debt of gratitude.



TBFAA President Chip Bird

FARA (False Alarm Reduction Association) held its annual meeting in April in Dallas. They had roughly 100 attendees (from all over the US and Canada) each day! It's nice to be around law enforcement people that are working with alarm companies and end users to reduce false alarms.

Chris Russell (NTAA), Rex Adams (NESAs), Malcolm Reed (TBFAA) and I (TBFAA) attended on multiple days and participated on various discussion panels representing our industry. Chris and I also had the opportunity to man a small display table and talk about the NTAA and TBFAA. The opportunities we had to build relationships with those in attendance will go a long way! Thank you Chris, Rex and Malcolm!

Since 1989, Cliff Grumbles has been a fair and effective regulator of our industry. He has always been willing to listen and work with industry to make the regulations more bearable and effective. His retirement is well deserved and we will truly miss him.

Please plan now to join us in Galveston October 25-27.

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The Texas Burglar and Fire Alarm Association, Inc. (TBFAA) is a nonprofit organization of security professionals who have joined together to enrich the industry by providing membership training and representing the membership as a whole in the Texas Legislature, the Texas Private Security Board, and the Commission on Fire Protection, among many other programs.

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TBFAA Training Schedule

Level 1

January 25-26 McAllen
February 22-23 ADI-Dallas
March 22-23 San Antonio- Tri-Ed
April 19-20 El Paso- SGI
May 17-18 Houston- ADI
June 21-22 Austin- ADI
July 19-20 Amarillo- Nunn Electric
August 23-24 McAllen
September 27-28 Dallas – ADI- Farmers Branch
October 18-19 El Paso- SGI
November 15-16 Houston- ADI
December 06-07 San Antonio- Tri-Ed

Fire Prep

January 26 Dallas- ADI- Farmers Branch
February 9 San Antonio-Tri-Ed
March 16 Houston-ADI
April 13 Dallas- ADI- Farmers Branch
May 18 San Antonio- Tri-Ed
June 15 Houston- ADI
July 27 Dallas- ADI- Farmers Branch
August 17 San Antonio- Tri-Ed
September 21 Houston - ADI
October 05 Dallas- ADI- Farmers Branch
November 09 San Antonio- Tri-Ed
December 17 Houston - ADI



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Texas Burglar & Fire Alarm Association 21st Annual Convention & Expo

October 25 - 27, 2007 -- Galveston, Texas

Ahoy Matey!

It's is time once again for the best Burglar & Fire Alarm Convention and Trade Show on this side of the island. Join us for....

- ✕ President's Reception & Dinner
- ✕ Annual Meeting & Lunch
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Beware...those who don't show up will have to walk the plank next time I see them!

--Jack

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Schedule of Events

Thursday October 25

5:30-7pm ~ Presidents Reception
7- 9pm ~ TBFAA Awards Dinner

Friday October 26

9am-Noon ~ Classes
Noon-1pm ~ Attendee & Exhibitor Lunch
1-4pm ~ Classes
1-4pm ~ Exhibitor Setup
4-8pm ~ Exhibits Open
8-Midnight ~ Casino Night

Saturday October 27

9-11:45am ~ Classes
Noon-3pm ~ Annual Meeting & Lunch
3-5pm ~ Classes



Casino Night Back By Popular Demand

Attendees at this years trade show will receive a booth card listing all the exhibitors. Attendees who visit each booth, and get a sticker from each exhibitor, will be able to turn in their card for casino chips to be used in the casino night. Additional chips will also be available for purchase.

At 11pm the casino night will end and participants will be able to use their winnings in an auction for valuable items.

Donated items will be displayed during the casino night along with signage to recognize the contributor. Popular items in past auctions have included gift cards for retail stores or restaurants and tools, DVD players, remote controls and other electronics.

PDQ Award Honors Brink's Success in Reducing False Alarms

Feb 1, 2007, IRVING, TEXAS -- Brink's Home Security has been awarded the 2nd Annual Police Dispatch Quality Award (PDQ) for excellence in minimizing false police dispatches in Montgomery County (Md.). The Security Industry Alarm Coalition (SIAC), False Alarm Reduction Association (FARA) and *Security Sales & Integration* sponsor the award.

In winning the 2007 PDQ honor, Brink's demonstrated its commitment to false alarm reduction through its very low police dispatch rates, says FARA President Norma Beaubien.

Brink's Home Security has a combined residential and commercial police dispatch rate in Montgomery County of .17, which places it in the top 1 percent of lowest dispatch rates for companies with more than 50 customers in the county. The national average for police dispatch rates is nearly 1.0, which means every alarm system has at least one false alarm every year.

"Public safety personnel respond to less than one false alarm for Brink's Home Security customers every five years, which is truly remarkable," Beaubien told *SSI*. Brink's installs control panels that meet the SIA CP-01 control panel standard, approved by the American National Standards Institute (ANSI), which are proven to reduce false dispatches. Brink's also voluntarily employs the use of enhanced call verification (ECV), which entails an alarm company making two calls in an attempt to verify an alarm signal before requesting a public safety dispatch.

"They are seriously committed to training their service and installation technicians, who, in turn, provide outstanding instruction to each and every customer on the appropriate use and operation of the

alarm system, as well as how to avoid false dispatches," Beaubien says.

Dave Simon, senior manager of industry and public relations for Brink's, says the company made a commitment nearly 10 years ago to explore ways to reduce false alarms. "Our goal was to do that not only as a company, but also by participating in alarm industry associations and by sharing what we've learned," he says. "We changed some processes internally — like ECV and targeted customer training — that clearly demonstrated results. We are extremely pleased to receive the PDQ award because it recognizes our company-wide effort."

As the PDQ winner, Brink's will be formally recognized with a special plaque at *SSI*'s SAMMY Awards gala March 27 at 4:30 p.m. at the Venetian Hotel and Casino in Las Vegas. Their trip to the event will be funded by Honeywell's \$1,000 sponsorship. Also for its winning efforts, Brink's and a local law enforcement representative will receive a hometown ceremony, and the company will share its best practices in an upcoming feature article in *SSI*.

SIAC, FARA and *SSI* launched the PDQ program to stem the false alarm problem by recognizing those installing and monitoring companies that follow established industry practices and partner with law enforcement to achieve the highest quality in police dispatch requests. Pittsburgh-based Vector Security captured the inaugural award in 2006.

The 2007 PDQ Award runner-up, Alarm Detection Systems (ADS) of Aurora, Ill., also distinguished itself as a leader in false alarm prevention initiatives throughout its company, Beaubien says. ADS employs a full-time false alarm team that tracks alarm usage for all customers and pays onsite visits to "high frequency offenders." The false alarm team manager has the authority to initiate system repairs in the event of equipment-related false alarms. More details of the PDQ Award program will be featured in the March issue of *SSI* and subsequent feature later in the year.



An advertisement for SentryNet security services. The background is a dark blue night scene with a bright lightning bolt striking a tree. The text is white and yellow. At the top, it asks "Is Your Security Monitoring Center Disaster Ready?". Below that, it says "We are and we're willing to prove it!" and provides the phone number "Call 1.800.932.3304 or www.sentrynet.com". The SentryNet logo, a stylized 'S' inside a square, is centered. Below the logo, it says "SENTRYNET America's Leading Monitoring Network" and "TX Security - B07791 & Fire- ACR1536".

Dallas Citizens Impacted By Verified Response

★ Business owner shoots burglary suspect

02:57 PM CDT on Tuesday, March 27, 2007- By BRAD HAWKINS / WFAA-TV

East Dallas business owner Victor Martinez used deadly force in an encounter with burglary suspects Tuesday morning—a decision that could have deadly consequences for an alleged intruder. Martinez told investigators his alarm company alerted him to a break-in at Underground Custom Body Works at Hunnicut Road and Lawnview Ave. just before 7 o'clock. Martinez arrived and found two men had crashed a vehicle through a garage door. After the intruders fired shots at him, Martinez opened fire. The exchange of gunfire rattled L.C. Adams, who owns a neighboring business. "When I got over there, the gun was laying down within arms' reach, and the other guy was sitting down—real young guy—was sitting on the ground, and his partner was laying down with a big pool of blood and his gun was right out of his hand."

One of the intruders was shot in the head. Police said he remained in "very, very critical condition" at Baylor University Medical Center at midday Tuesday. No further information about the suspects was released. Martinez—who investigated the alarm because Dallas police no longer perform that function—held the suspected burglars until officers arrived. Police have said that 97 percent of business alarms that went off in Dallas last year were false. The department says its new policy saves manpower for more critical and urgent calls. Workers were busy making repairs to the body shop within hours of the shooting. The business has been in the Martinez family for about 10 years.

★ Dangling burglar encounter sparks response criticism

11:50 PM CST on Tuesday, January 23, 2007- By REBECCA LOPEZ / WFAA-TV

A Dallas store owner has expressed qualms with verified response after he encountered a burglar literally still hanging out in his store while responding to his business' burglary alarm. While the police department says verified response cuts down on the number of false alarms cops respond to, Chris Nguyen didn't seem to care about that when he stumbled upon a burglar in his store with no sign of the police.

When Nguyen raced inside his store after receiving a call that the store's alarm went off, he said he was surprised to find the burglar still hanging from the ceiling after falling through a grease trap. "When I opened the door I see the guy stuck there [and] two legs moving," he said. He and an employee, Tai Nguyen, forced the burglar to the ground and told the man not to move.

"If you move I will shoot you," he said he told the burglar as he went to the floor. However, what really concerned Nguyen was news that a second man armed with a rifle was on the roof. "[It was] very scary, very scary," Tai Nguyen said.

Critics of verified response say Nguyen's encounter is the perfect example of business owners putting themselves at risk trying to verify a burglary before police will respond. "It's creating more danger, and of course it's a service businesses are paying for and expecting and not getting," said Michael Stein, a verified response opponent.

But the Dallas Police Department said while opponents worry about burglars getting away or business owners taking justice into their own hands, they believe the system gives the department more time to focus on confirmed crimes. "We are not asking our citizens to go out and stop burglars and arrest people for us," said Lt. Vernon Hale, Dallas Police Department. "All we are asking for us in verified response is that the owner, the manager, the alarm company or security company go to location and verify that something is not right." Dallas police said that 97 percent of business alarms that went off in Dallas during 2006 were false, and not responding to false alarms saved manpower for more critical and urgent calls.

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Year Later, Dallas Police Praise Alarm Policy

Verified response has cut waste, not increased business burglaries

12:00 AM CDT on Tuesday, April 3, 2007

By JASON TRAHAN / The Dallas Morning News

A year after Dallas police stopped responding to business burglar alarms unless the crime is verified in person, police commanders say the program has cut down on officer man-hours wasted chasing false alarms and has not resulted in more business burglaries, as some feared.

But critics of the policy, which requires that police respond only to human-activated alarms at businesses, not automatic burglar alarms, say it is bad for economic development, has cost the city money and leads to more civilians putting their lives in danger as they attempt to verify whether a burglary has taken place at their business.

According to police, in the year since verified response began March 1, 2006:

- The number of business burglaries has been flat, decreasing less than 1 percent. There were about 7,000 burglaries in 12 months ending March 1.
- The number of total false alarm calls – including residential calls, which were not affected by verified response – decreased by about half, or about 25,000.
- The department has saved about \$1.5 million in police man-hours, the equivalent of 24 officers.
- Response times are down 9 percent.

In its one-year update to Dallas City Council members Monday, the Police Department said it recommends a tweak to the verified response ordinance to allow for audio and video verification, in addition to in-person evidence of a crime. The matter would have to be considered by the full council.

"The aim of verified response is to utilize police resources more efficiently," said Deputy Chief Mike Genovesi, who added that the program was never billed as an anti-crime initiative. "The only claim that we made regarding crime rates is that the implementation would neither impact them positively or negatively."

Council member Mitchell Rasansky remained unconvinced. "I just think it's wrong," he said. "The city has got an economic development problem, and what message are you sending out to business owners – that you won't come when they need you?" He said the \$1.1 million in lost false alarm fines and alarm permit fees is not worth the estimated savings in officers' time.

Monday's public safety committee meeting was attended by alarm company representatives, who oppose verified response because it puts the burden on them to pay security guards to verify alarms and can put their customers in danger trying to check themselves. They handed out copies of recent news stories about business owners confronting burglars.

"If a business owner is going to respond and carry a weapon, I just don't buy that they're going to be able to make the good decisions that a trained police officer would," said Chris Russell, president of the North Texas Alarm Association. "It's not safe." In 2006, business burglaries increased 3 percent, while residential burglaries went down 6 percent, department statistics show.

So far this year, through February, business burglaries are down about 17 percent compared with residential burglaries, which decreased about 16 percent.

Overall crime through February is down 9 percent.



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Unusual Stories

★ **Cat saves family from poisonous fumes**

Feline jumped on bed, meowed wildly until owner woke and called 911

NEW CASTLE, Ind. - **The Associated Press**- Updated: 10:18 a.m. ET April 6, 2007

A cat helped spare a family from death by carbon monoxide poisoning by jumping on the bed and meowing wildly as fumes filled the home, the owners said. The cat played a crucial role in saving their lives after a gasoline-powered water pump in their basement caused the odorless but deadly gas to build up. About 1 a.m., the cat began nudging Cathy's ear and meowing loudly. "It was a crazy meow, almost like she was screaming," said Cathy, who hesitated to get up until Winnie's caterwauling and jumping persisted. When she finally climbed from bed, she realized she was nauseous and dizzy and couldn't awaken her husband. Because he had undergone minor neck surgery the previous day, she decided to call 911 but was so disoriented she had trouble dialing. Paramedics found the couple's 14-year-old son, Michael, unconscious on the floor near his bedroom. The Keeslings were taken from the home in oxygen masks, treated for carbon monoxide poisoning and soon recovered.

★ **Give me all the cash — and your number, baby!**

Thief hits on employee-victim after he and accomplice rob Milwaukee store

MILWAUKEE - **The Associated Press**- Updated: 5:16 a.m. ET May 29, 2007

A thief found out the hard way that robbing a woman isn't the best way to capture her heart. Two men robbed a U-Haul truck rental store taking an unspecified amount of cash, according to the store's owner. But instead of fleeing, one man lingered and tried to strike up a conversation with the woman he had just robbed. "He stuck around and was trying to get the female employee's number," U-Haul store general manager Patrick Sobocinski said. "She said he was just saying, 'Hey, baby, you're pretty fine.'" According to Sobocinski, one robber went behind the counter, put his hands around both employees' waists and demanded money. The robber forced one employee to open the register and grabbed cash. Then he forced the workers to the ground and fled, but his accomplice waited for a few moments and then asked one clerk whether she'd go out with him, he said. "She said he was saying, 'Can I get your number and go out sometime?'" Sobocinski said. No surprise ending here — the woman turned him down, and he fled.

★ **Burglary 101: Don't leave your prison ID behind**

Iowa police say they tracked down suspect who left Ill. Corrections card

BETTENDORF, Iowa - **The Associated Press**- Updated: March 15, 2007

A burglary suspect was arrested after he left behind a Corrections Department identification card he used to jimmy a lock, authorities said. Officers said they arrested Robert Alan Fry of Rock Island, Ill., after investigating the theft Tuesday of a plastic jug containing about \$400 in change from an apartment they found Fry's Illinois Department of Corrections ID card at the apartment and arrested him Wednesday at a Bettendorf motel. Fry, 43, was charged with third-degree burglary, possession of drug paraphernalia and interference and was taken to the Scott County Jail, authorities said. Fry was released from the Illinois prison system in January, having served two years and three months of a 10-year sentence for a Rock Island County burglary. Inmates who are released but are without legal identification like a driver's license can receive a Corrections Department-issued ID card.

★ **Man Poses As Employee To Gain Entry To Building**

TROY, Mich. -ClickonDetroit.com- May 21, 07

Troy police are searching for a man who posed as a member of a cleaning crew to enter a business on May 14. A man tried to enter locked doors of Intertec Systems. An employee of the business said the man claimed he was a member of a cleaning crew so he could get inside. After the employee let the man inside, the man pushed around a large trash can, which police believe he used to go from office to office to steal people's personal possessions as well as 11 laptop computers. An investigation is under way.



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Sprinkler Mandate Killed by Code Council

Jun 7, 2007, LONG ISLAND, N.Y. -- The International Code Council (ICC) has stopped a proposal to mandate fire sprinklers in new residential construction projects across New York, citing limited benefits and greatly increased costs, according to a newspaper report.

The proposal would have required sprinklers in all new single- and multifamily homes and townhouses, according to the Long Island Business News. If approved by the ICC, the rule could have been added to the New York State Building Code.

Instead, the ICC has opted to make the installation of fire sprinklers voluntary, which was applauded by builders.

"A mandate can be a very expensive proposition, particularly in larger homes, and many times unnecessary," Robert Wieboldt, vice president of the Long Island Builders Institute, told the newspaper. Wieboldt says a "major push" to change the state building code came "mostly from the fire people and [sprinkler] manufacturers."

The problem "is not homes without sprinklers, the problem is homes without working smoke alarms,"

according to Philip LaRocque, executive vice president of the New York State Builders Association Inc.

Smoke and carbon monoxide alarms are much more critical when it comes to saving lives, Wieboldt adds.

The newspaper reported a 2006 U.S. Fire Administration study on the presence of working smoke alarms in residential fires from 2001 to 2004 revealed that 88 percent of fatal fires in single-family homes occurred in homes without functioning smoke alarms.

The problem "is not homes without sprinklers, the problem is homes without working smoke alarms," according to Philip LaRocque, executive vice president of the New York State Builders Association Inc.

Requiring fire sprinklers in all new homes would be a significant expense for consumers and have a detrimental impact on housing affordability across New York State, LaRocque told the newspaper.

According to the International Association of Fire Chiefs, hundreds of jurisdictions in at least 25 states have adopted sprinkler requirements with little or no effect on local housing markets.

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Substantial Changes

By Cliff Grumbles, Former Manager, Texas Private Security Bureau

Recently, the Private Security Board's continuing education committee reviewed the continuing education requirements in 37 TAC 35 and, after due consideration, made substantial changes. I will not go over all the changes made in this article because the rules are available on our website at www.txdps.state.tx.us. However, I will discuss some of the most significant changes and urge you to review rules 35.291 and 35.292 as amended, in their entirety.

Here are some of the important changes:

Following their initial registration period, managers of Class B companies can substitute one hour of statute and rules changes for the one hour ethics requirement.

New requirements for private investigators are predicated on whether a private investigator has more than fifteen years of continued registration.

Alarm system installers and alarm systems sales persons are now required to have the Alarm Level One training during their first twelve months of initial registration, and two hours must cover the National Electrical Code. For these two categories, their subsequent continuing education must include at least one hour on the NEC. Additionally, the work of an alarm installer who has not completed the Alarm Level One training must be overseen by an installer who has completed that course or who is exempt from completing the course.

In six months after the rules become effective, all continuing education schools and instructors will be required to be licensed by PSB. The continuing education school director will be responsible for certain duties to include maintaining attendance records and issuing a certificate of attendance.

Companies licensed by PSB with ten or more employees may apply for a letter of exemption allowing them to provide continuing education to their registered employees.

PSB is required to inspect at least ten percent of licensees and registrants annually to assure compliance with the continuing education requirements.

On another topic, at the last Private Security Board Meeting, the following statistics were reported for the period from December 15, 2006 to March 21, 2007:

The following numbers are for arrests or criminal cases presented to prosecutors by the PSB Investigation Section: Employing a non-qualified individual - 1; operating without a license - 23; impersonating a security officer - 19; operating on a suspended license - 4; other felony arrests - 3; impersonating a police officer - 3; unlawfully carrying a weapon - 13; and, other misdemeanor arrests - 16.

The following numbers are for PSB Licensing Section: Original company licenses issued - 180; original individual registrations issued - 8,422; company renewals - 123; and individual renewals - 6,755. As of March 21, 2007, there were 4,609 active licensed companies and 102,582 active individual registrations.

Remember to check our website on a regular basis for new rules, changes in forms and information concerning Private Security Board meetings

New Private Security Bureau Manager

The Department is happy to announce that, following the retirement of Cliff Grumbles, Captain Leonard Hinojosa has joined us as the new Manager of the Private Security Bureau. Captain Hinojosa comes to us from the Department's Office of Audit and Inspection and has 25 years of experience with our agency. We are looking forward to working with Captain Hinojosa and believe he will be a great asset to the Bureau and to the private security profession.

Valerie Fulmer, Department of Public Safety

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Grumbles Retires

TX House Commends For Service

WHEREAS, A valued member of the department, Captain Grumbles has most recently served as manager of the DPS Private Security Bureau and he brought to that post a wealth of experience gained over the course of his outstanding tenure in the field of law enforcement; and

WHEREAS, Captain Grumbles began his service in 1969 with the Bexar County Sheriff's Office; he later worked for the San Marcos Police Department and for the Windcrest Police Department, where he was employed for 17 years and was named chief of police; and

WHEREAS, Joining the Texas Commission on Private Security as an investigator in 1989, Captain Grumbles was named chief of investigations in 1998; earning subsequent promotions as the commission's deputy director and executive director, he accepted his current position as bureau manager in 2004; and

WHEREAS, In all of his endeavors, Cliff Grumbles enjoys the love and support of his wife of 36 years, Linda, their two children, Clint and Jenny, and their three grandchildren; and

WHEREAS, Captain Grumbles has earned the lasting respect of all who have been privileged to work with him through the years, and he may indeed reflect with justifiable pride on his many contributions to the safety and welfare of his fellow Texans; now, therefore, be it

RESOLVED, That the House of Representatives of the 80th Texas Legislature hereby commend Captain Clifton H. Grumbles on his exemplary career in law enforcement and extend to him sincere best wishes for the future; and, be it further

RESOLVED, That an official copy of this resolution be prepared for Captain Grumbles as an expression of high regard by the Texas House of Representatives.

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Highland Park Fire Alarm Requirements

On February 26, 2007 the Highland Park Town Council revised the Code of Ordinance, Article 4.02.

Effective immediately, all alarm systems installed in Highland Park must include a fire alarm system that complies with NFPA Standards (current edition). The "Agency Having Jurisdiction" considers any new alarm system installed in an existing residence or business as "New Construction" and must also comply with the above requirements. Any alteration, modification, or change to an existing fire alarm system must meet NFPA Standards (current edition).

An Alarm Business that provides any of the aforesaid goods and services shall be licensed by the State of Texas for same and be in good standing with the State. The alarm business employee doing the installation or upgrade of burglar, panic, and/or medical emergency alarm systems must have in his/her possession a license issued by the Texas Department of Public Safety Private Security Bureau for such purpose.

The alarm business employee doing the installation or upgrade of a fire alarm system must have in his/her possession a license issued by the Texas Department of Insurance State Fire Marshal's Office for such purpose.

If you have any questions concerning the above requirements before making a proposal, please contact me at 214-559-9310. All systems must be inspected by the Highland Park Alarm Systems Coordinator or his designee before the system is activated or permit issued. The alarm business employee doing the installation or upgrade of any alarm system must be on premises during the inspection.

The "Agency Having Jurisdiction" considers any new alarm system installed in an existing residence or business as "New Construction" and must also comply with the above requirements. Any alteration, modification, or change to an existing fire alarm system must meet NFPA Standards (current edition).

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State Fire Marshal Paul Maldonado announced the Have an Exit Strategy as a back-to-basics fire safety effort with a simple, yet powerful, message: When entering a crowded public space, take note of the way you came in and identify at least one alternate exit. The State Fire Marshal's Office invites you to join in spreading the Have an Exit Strategy message far and wide. Working together, we can make our communities safer.



Visit the State Fire Marshal's web site for more information <http://www.tdi.state.tx.us/fire/fmexit.html>

FCC to Alarm Industry: AMPS Extension Will Not Be Granted

May 24, 2007, WASHINGTON -- The Central Station Alarm Association (CSAA) alerted its members that the FCC has informally indicated a request for a two-year extension of the advanced mobile phone service (AMPS) "Sunset" date will not be granted. The formal request was pursued by the Alarm Industry Communications Committee (AICC), which sought to extend the scheduled Feb. 18, 2008 Sunset date.

In an E-mail correspondence to association members, CSAA reports the largest cellular carriers, which provide service to most of the country, have publicly reported to the FCC their intent to shut down AMPS service shortly after the Sunset date. CSAA is also saying there have been several reports of AMPS network deterioration, which is cause for alarm companies to take immediate action. According to CSAA, whichever cellular backup or primary units (both direct analog and control channel versions) an alarm company may have previously installed will no longer work once cellular carriers pull the plug on their AMPS systems. CSAA's alert admonishes: "Please be aware that some dealers are under the misconception that their installed cellular units are 'digital' and they are not affected by this Sunset issue. Unless you have specifically installed GSM cellular radios, your 'digital' units, which use the control channel of the analog (AMPS) service, will stop functioning."

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Tutor Security
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North Texas Alarm Assn.

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Action Fire Alarm LLC
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AHS Security, Inc.
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Resident Says DPD Took 4 Hours To Respond To Crime—

May 16, 2007 3:44
am CT

A northeast Dallas resident's home alarm went off over the weekend, but he was at the airport in Atlanta. But he was still able to beat police back to the house. Police say on busy nights, that's not unusual.

False Alarm Reduction News

- ★ **Tennessee Amends Law to Implement Statewide ECV**—May 31, 2007, Tennessee has amended a state alarm law to adopt enhanced call verification (ECV) and will require monitoring companies to call two phone numbers before notifying police. Tennessee becomes the second state in the country to fully enforce statewide ECV, following a similar statute last year in Florida. The amendment, which seeks to reduce false dispatches and the impact they have on police resources, mandates ECV be employed for all burglar alarm signals except for hold-up alarms. Calling a second number such as a cell phone can frequently disqualify alarms as false, thereby preventing the unnecessary dispatch of police to the scene, according to the Security Industry Alarm Coalition (SIAC).

Several municipalities around Tennessee have previously implemented ECV in their jurisdictions, according to John Knox, who is entering his third year as a member of the false alarm management committee for the Tennessee Chiefs of Police Association. "You learn very fast there is a big concern with law enforcement to do anything to cut down on false dispatches," Knox told SSI. "They have only so much manpower they can budget." Knox is also the legislative chair for the Tennessee Burglar & Fire Alarm Association (TBFAA), which became proactive about adopting a statewide ECV program after Florida's action. TBFAA members voted to pursue ECV during their annual meeting in October 2006, and later presented the proposal to the chiefs of police association. "We brought this to them and they thought it was a great idea," says Knox. "This is an example of us working together [with law enforcement] instead of working apart."

The amendment was presented to the legislature in February, Knox says, who is president of Knoxville, Tenn.-based Life & Property Security Systems. Passed unanimously by the legislature, Gov. Phil Bredesen signed the amendment into law May 15

- ★ **ECV Credited for 30% Reduction in Palm Beach False Alarms**- Feb 7, 2007, FRISCO, TEXAS -- Palm Beach County has shown a significant reduction in false dispatches following the instatement of a Florida law governing burglar alarm response. The law calls for state dispatchers to use Enhanced Call Verification (ECV), the practice of calling two phone numbers before dispatching police to an alarm. When implemented on July 1 of last year, Florida became one of the first states in the country to require such a practice. As a result, Palm Beach County Sheriff's Department reduced its dispatches from 12,712 between October-December 2005 to 8,802 during the same time frame in 2006.

Sheriff's Department officials estimate approximately 80 percent of the improvement can be attributed to ECV, which was passed along with other dispatch reduction methods. With numbers just beginning to become available from across the state, the Alarm Association of Florida (AAF) claims nearly every county appears to have made positive progress. The proliferation of cell phones is credited as a major proponent for law enforcement agencies across the county to implement ECV, according to the Security Industry Alarm Coalition (SIAC).

Allstate Security Industries Wins Sammy

Allstate Security Industries of Amarillo, Texas won this years Sammy Award for the best Newspaper / Yellow-Page Advertisement.

The award which is given by Security Sales and Integration Magazine was based on four criteria:

- 1) Attention-getting overall design
- 2) Readability and visual appearance
- 3) Quality of text and copy
- 4) Company representation and call-to-action effectiveness

Benson Systems of Gilbert, Ariz. and HSM Electronic Protection Services of Jupiter, Fla. were finalists for the award. For more info visit <http://thesammyawards.com>.



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Texas News

- ★ **New Austin Rules Fine Homeowners After 3 False Alarms** - Austin homeowners will face being hit with harsher fines for false alarms on home security systems, according to a newspaper report. A 2005 state law allowed cities to increase fines for false burglar alarms, and Austin started charging slightly larger fines three months ago, according to the American-Statesman. The Austin City Council is considering adding the changes to a city ordinance, the newspaper reported. Homeowners used to be charged \$50 for six or more false alarms in a year. They can now be charged \$50 for four or five false alarms in a year, \$75 for six or seven and \$100 for eight or more, the newspaper reported. The fine remains \$100 for three or more false alarms on panic buttons, which signal immediate danger. Austin police responded to 23,800 false alarms in 2006.
- ★ **Mayoral forum: Dallas candidates- 'Verified response' policing**—Friday, March 30, 2007 (*Dave Levinthal*- Dallas Morning News) The candidates either offered skeptical or critical assessments of Dallas' recently implemented policy that requires businesses to independently confirm whether an unattended but activated burglar alarm is legitimate before Dallas police respond. Mr. Cappello, Mr. Coats, Mr. Jordan and Mr. Leppert said they'd change or oppose the verified-response policy. Mr. Wells said "it's just crazy, but then, the other system is crazy, too," in arguing Dallas needs more police officers. Mr. Griffith says the policy bears monitoring, while Mr. Hill expressed the most support for it, saying he'd be willing to revisit the issue although he believes "we've got a substantial benefit" from allowing officers to not respond to calls involving false burglar alarms.
- ★ **Burleson Requirements**—The City of Burleson recently revised alarm ordinance, Article III, Chapter 30. Effective January 1, the revisions include changes in the alarm permitting procedure and fees, suspension of alarm permits in certain circumstances, calls to the least two different phone numbers before requesting dispatch, a reduction in the number of false alarms before reaching fine status, and the revocation of police response after ten (10) false alarms in a calendar year. The ordinance requires alarm companies to provide a complete list of current customers to the City of Burleson Alarm Coordinator at least once a year. Please provide the Burleson Alarm Coordinator, Steven Haas with a complete list of the existing customers you serve in the City of Burleson including:
 - a) the alarm company name and company license number;
 - b) the installation/activation date;
 - c) the name of the alarm user;
 - d) alarm system address location; and
 - e) the alarm system address phone number.You may email the list to Steve at shaas@burlesontx.com. If you have any questions or concerns you may reach him at 817-447-5300, extension 361. Per section 1702.284 of the Occupations Code, the information provided by the alarm monitoring and installation companies is NOT a public record and is not open to competing companies or to public inspection of any kind.
- ★ **City of Irving, Texas and North Richland Hills, Texas**—ATB Services is working with the City of Irving, Texas and North Richland Hills, Texas to administer their alarm ordinance. ATB Services is not a security business of any kind. They specialize in the administration of alarm ordinances. If you have any questions contact Janie Morin ATB Services, LLC. Program Coordinator 719-457-7338 Ext. 101 1-800-861-5944 Ext. 101 Janie@atbservices.com
- ★ **CITY OF DALLAS Fire Request**- Under Texas Administrative Code, Title 28, Part 1, Chapter 34, Subchapter F, Rule 34.616 (6) (c) 4-6, the Fire Alarm Rules outline the mandatory minimum requirements of a monitoring firm. This includes a call back number of the firm regardless if subcontracted or not, and as of April 1st, 2006, if requested, the contracted firm's callback number. In the past, the Dallas Fire Rescue Alarm Coordinator has requested the monitoring companies to include the premise phone number. Dallas Fire Rescue has recently experienced an increasing number of monitoring companies that meet the minimum requirement, however, are not providing premise numbers on automatic alarms. Many of these calls are false and occur at night or on the weekends. When a premise callback number is not provided, it can result in false alarms that Dallas Fire Rescue must continue to respond to. They request a premise number from your monitoring company or the monitoring company's subcontractor. If a premise number is not available when you dispatch they request a follow-up call be made either by the contractor or subcontractor to provide one.



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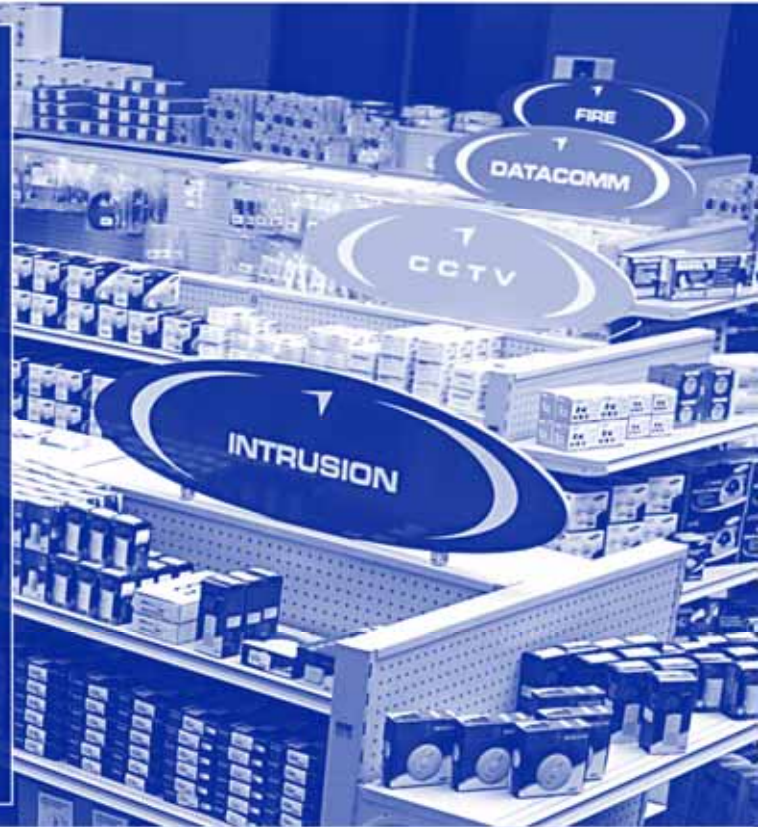
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Member News

- ★ **SentryNet Dealer Network to Commemorate 20 Years at Conference-** - More than 100 dealers, along with vendors and manufacturers attended to commemorate SentryNet's 20th anniversary. The conference theme is to "work hard and play hard for \$uccess."
- ★ **ADI Launches Information Program to Strengthen Supply Chain-** Security and low-voltage wholesale distributor ADI has launched its new Vendor Information Program (VIP) to increase communications, improve efficiencies, expand relationships and strengthen its supply chain with vendors. The program offers vendors the resources, support and procedures to distribute their product lines through ADI branches across North America. With a newly designed Web site, VIP provides vendors with password-protected online access to information such as sales and support, finance, operations, standards and guidelines, marketing opportunities and product management. Along with the VIP Web site, ADI has a dedicated Vendor Relations Group to fully support its vendors through their business cycle. The program better assists vendors so they can, in turn, better serve their installing security contractor customers.
- ★ **Bosch Folds Telex Acquisition Into New Communications Systems Unit** - Bosch Security Systems has announced that the title and structure of its organization containing professional audio product brands Telex, RTS, Electro-Voice (EV), Dynacord, Midas and Klark Teknik will be named Bosch Communications Systems. On the heels of acquiring of Telex Communications in late 2006, the creation of this business unit positions the company as a leading manufacturer and supplier of professional audio, wireless, life-safety and communication equipment. It also expands the breadth of Bosch Security Systems' video surveillance, intrusion alarm, fire alarm and evacuation systems management, access control, and communications systems portfolio.
- ★ **DSC, part of Tyco Fire and Security** and a leading provider of intrusion security products worldwide, is introducing a number of new products at this year's ISC West show in Las Vegas.
 - The T-Link TL250 Internet alarm communicator creates a fully supervised, high-security communication path between protected premises and central monitoring stations. The simple-to-install modules save money by taking advantage of existing networks to provide secure Internet communications over a private network (LAN/WAN) or the Internet, between the control panel and the Sur-Gard™ System III central station receiver. The Internet alarm communicator is also available as part of the new Internet communicator kit (model PC5020NKTL), which includes the DSC alarm panel (model PC5020NK) housed in a single cabinet.
 - The visual verification module (model VVM110) is a low-cost, full-color, video transmission solution that helps reduce false dispatches and provides customers with enhanced security through the delivery of high-quality, compressed video images to any compatible video-enabled central station. Besides alarm verification, central stations can also use these video images to send e-mail notification of alarm events to customers' home/work computers or handheld PDAs. Customers can keep a watchful eye on their home or business with the installation of advanced software that provides remote "look-in" capabilities in real time.
- ★ **TRI-ED Celebrates its 25th Anniversary-** 2007 marks a milestone for Tri-Ed Distribution as it celebrates its 25th year in business. Originating in California in 1982, Tri-Ed has grown from a Western Regional based distributor to North America's largest independent wholesale distributor of security and low voltage products. Although the company has undergone ownership changes through the years, Tri-Ed has consistently served its customers and the life safety security sector longer than any other distributor in the industry. As North America's largest independent wholesale distributor of security and low voltage products, Tri-Ed offers customers a huge inventory of security products, personal customer service, ongoing technical systems support, and training. For more information, visit www.tri-ed.com.
- ★ **Tri-Ed Distribution has released its new 2007 U.S. Catalog of Products**, packed with more offerings from more vendor partners than ever before. To continually serve all of its customers' needs, Tri-Ed has expanded its lines in every product category – Access, Intrusion, Fire, CCTV, Structured Cable, Home Automation, and Sound & Communications. The 234- page catalog spans over 3,000 products from 100 manufacturers. To request a catalog by phone, please call 1-888-874-3336. For more information, visit www.tri-ed.com.



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Upcoming Events

June

01-07	NFPA Meeting & Expo	Boston
07	HGCAA Membership Meeting	Houston
12	STAA Membership Meeting	San Antonio
14	TXBFAA Board Meeting	Austin w PSB Meeting
15	Fire Prep Class	Houston- ADI
20	NTAA CEU Training	ADI- Farmers Branch
21	NTAA Membership Meeting	Dallas
21-22	Level 1	Austin- ADI
26	Central Texas Chapter Meeting	ADI-Austin

July

04	July 4th	Holiday
10	STAA Membership Meeting	San Antonio
12	HGCAA Membership Meeting	Houston
18	NTAA CEU Training	ADI- Farmers Branch
19	NTAA Membership Meeting	Dallas
19-20	Level 1	Amarillo- Nunn Electric
22-28	ALOA Expo	Charlotte
24	Central Texas Chapter Meeting	ADI-Austin
24-26	Americas' Fire & Security Expo	Miami Beach
27	Fire Prep Class	ADI- Farmers Branch

August

09	HGCAA Membership Meeting	Houston
14	STAA Membership Meeting	San Antonio
15	NTAA CEU Training	ADI- Farmers Branch
16	NTAA Membership Meeting	Dallas
16	TXBFAA Board Meeting	Dallas
17	Fire Prep Class	San Antonio
23-24	Level 1	McAllen
28	Central Texas Chapter Meeting	ADI-Austin

September

03	Labor Day	Holiday
05-09	CEDIA Conference & Expo	Denver
11	STAA Membership Meeting	San Antonio
11-12	ISC East	New York
13	HGCAA Membership Meeting	Houston
19	NTAA CEU Training	ADI- Farmers Branch
20	NTAA Membership Meeting	Dallas
21	Fire Prep Class	Houston - ADI
24-27	ASIS Conference & Exhibits	Orlando
25	Central Texas Chapter Meeting	ADI-Austin
27-28	Level 1	ADI- Farmers Branch

October

05	Fire Prep Class	ADI- Farmers Branch
08	Columbus Day	Holiday
09	STAA Membership Meeting	San Antonio
18-19	Level 1	El Paso- SGI
11	HGCAA Membership Meeting	Houston
12-17	CSAA Annual Meeting	Hawaii
17	NTAA CEU Training	ADI- Farmers Branch
18	NTAA Membership Meeting	Dallas
23	Central Texas Chapter Meeting	ADI-Austin
25-27	TX Annual Conference	Galveston
27	TXBFAA Board Meeting	Galveston
31	Halloween	Holiday

November

09	Fire Prep Class	San Antonio- Tri-Ed
08	HGCAA Membership Meeting	Houston
11	Veterans Day	Holiday
13	STAA Membership Meeting	San Antonio
15	NTAA Membership Meeting	Dallas
15-16	Level 1	Houston- ADI
21	NTAA CEU Training	ADI- Farmers Branch
22	Thanksgiving	Holiday
27	Central Texas Chapter Meeting	ADI-Austin

December

06-07	Level 1	San Antonio- Tri-Ed
11	STAA Membership Meeting	San Antonio
13	TXBFAA Board Meeting	Austin w PSB Meeting
13	HGCAA Membership Meeting	Houston
17	Fire Prep Class	Houston - ADI
24	Christmas Eve	Holiday
25	Christmas	Holiday
31	New Years Eve	Holiday

Study: Almost 42% Growth Seen for Network Video Surveillance

-Jan 25, 2007, WELLINGBOROUGH, ENGLAND -- A market study from IMS Research has found that the world market for network video surveillance products increased by an impressive 41.9 percent in 2006 and is forecast to continue strong growth for years to come.

By 2010, the combined market for network cameras, video servers and network video recorders (NVRs) is forecast to exceed \$2.6 billion. Even at this growth rate, network cameras will still account for only one-third of the security cameras shipped in 2010.

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