TBFAA Selects Waco as Site for 2004 Convention

Seventy years ago, before dawn on May 23, 1934, a posse composed of police officers from Louisiana and Texas, including Texas Ranger Frank Hamer, concealed themselves in bushes along the highway near Sailes, Louisiana. In the early daylight, Bonnie and Clyde appeared in an automobile and when they attempted to drive away, the officers opened fire. Bonnie and Clyde were killed instantly.

It took Texas Ranger law enforcement to bring down Bonnie and Clyde, and it still takes a Texas Ranger to keep this spirited state of Texas in line today. From their cowboy hats to the silver stars on their shirt pockets, you’ll find it easy to see why Texas Rangers are so famous for their strong presence.

Continued on Page 6

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Hard work spotlights the character of people: some turn up their sleeves, some turn up their noses, and some don’t turn up at all.

Former Senator Sam Ewing

So far, through the hard work of dedicated volunteers in your Texas industry associations, we have been able to avoid the enactment of “verified response” policies in Texas. Our friends in the industry in Utah, Nevada, Washington State and Colorado have not been so lucky. See the story at the bottom of the page.

My goal for 2004 is to expand the influence of TBFAA in order to ensure that we are able to continue to fight for your right to do business and the rights of the citizens of Texas to continue to get the public services they deserve. These services include alarm response as well as proper and reasonable regulation of alarm dealers throughout Texas. The easiest way to expand this influence is to enlist more of you, the professional alarm and systems dealers, in our cause. Politics is a game of strength in numbers. Every member we add in 2004 helps us prepare to defend our industry in the next session in 2005.

To do this, TBFAA is refocusing on what you need from us. We are revising our courses to make them more valuable. We are revamping our web site to add additional services. And we are continuing to monitor the vast number of localities in Texas to make sure the industry is properly represented when legislation is considered that affects you.

I ask your help in this effort. Please join if you have not already. And member or not please keep us informed if you hear of any legislation that might impact our industry.

TBFAA is a strong association, but we must all work to improve it because in the words of Will Rogers- "Even if you are on the right track, you'll get run over if you just sit there."

Chip Bird

Citizens Discontent With New Alarm Policy

Jan 13, 2004, SUMMIT COUNTY, Colo. -- Colorado homeowners and businesses say they want police response to all alarms — false or not — and they’re willing to put their money where their mouths are.

The Summit Daily News reports that citizens would prefer paying fines for false alarm police response to Summit County’s new alarm policy. Introduced by county law enforcement on Jan. 1, the policy calls for each alarm response to be evaluated on a case-by-case basis.

Police will respond if an alarm sounds at peak crime hours or at any time from businesses with valuable merchandise. Response to manually triggered alarms is always guaranteed. Incident alarms, like motion detectors, require a second confirmation before officers are dispatched.

In the first week of the new policy, the Summit County Sheriff’s Office received several dozen letters and telephone calls complaining about the change. But officials maintain that the new policy will save money and time. Capt. Derek Woodman says only two of 1,200 sounding alarms in 2003 were for actual burglaries. Each false alarm expends 45 minutes of officers’ time, he says.

This story was reprinted from SSI eControl Panel to subscribe visit http://www.securitysales.com
The Texas Burglar and Fire Alarm Association, Inc. (TBFAA) is a non-profit 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 Commission on Private Security, and the Commission on Fire Protection, among many other programs.

The TRANSMITTER is published bi-monthly by The Texas Burglar and Fire Alarm Association, a Texas not for profit association.

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Brad Shipp, Editor

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Here is our tentative schedule for the 2004 convention.

**Wednesday October 13**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 am</td>
<td>Golf Tournament</td>
<td>Golf Course - TBD</td>
</tr>
<tr>
<td>2 - 6 pm</td>
<td>Texas Leadership Forum</td>
<td>Ranger Museum</td>
</tr>
<tr>
<td>6 - 8 pm</td>
<td>Presidents Reception</td>
<td>Ranger Museum</td>
</tr>
<tr>
<td>8 - 10 pm</td>
<td>Museum Tour</td>
<td>Ranger Museum</td>
</tr>
</tbody>
</table>

**Thursday October 14**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>9 - 11 am</td>
<td>Exhibitor Setup</td>
<td>Hotel - TBD</td>
</tr>
<tr>
<td>11 am - 5 pm</td>
<td>Exhibits</td>
<td>Hotel - TBD</td>
</tr>
<tr>
<td>Noon - 1 pm</td>
<td>Lunch in Exhibit</td>
<td>Hall Hotel - TBD</td>
</tr>
<tr>
<td>9 - 10:20 am</td>
<td>Explore new markets - Internet Monitoring</td>
<td>Classroom 1- Hotel - TBD</td>
</tr>
<tr>
<td>9 - 10:20 am</td>
<td>Business Checkup- Do you have the proper insurance?</td>
<td>Classroom 2- Hotel - TBD</td>
</tr>
<tr>
<td>10:30 - 11:50 am</td>
<td>Explore new markets - Home networking</td>
<td>Classroom 1- Hotel - TBD</td>
</tr>
<tr>
<td>10:30 - 11:50 am</td>
<td>Business Checkup- Inspire your employees</td>
<td>Classroom 2- Hotel - TBD</td>
</tr>
<tr>
<td>1 - 2:50 pm</td>
<td>Explore new trends - What is in store from the phone companies?</td>
<td>Classroom 1- Hotel - TBD</td>
</tr>
<tr>
<td>1 - 2:50 pm</td>
<td>Explore new markets - GPS</td>
<td>Classroom 2- Hotel - TBD</td>
</tr>
<tr>
<td>3 - 5 pm</td>
<td>Explore new markets - Remote video</td>
<td>Classroom 1- Hotel - TBD</td>
</tr>
<tr>
<td>3 - 5 pm</td>
<td>Explore new markets - Internet Monitoring</td>
<td>Classroom 2- Hotel - TBD</td>
</tr>
<tr>
<td>6 pm</td>
<td>Dine a rounds in downtown Waco</td>
<td>TBD</td>
</tr>
</tbody>
</table>

**Friday October 15**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:30 -10:30 am</td>
<td>Ethics Class</td>
<td>Hotel - TBD</td>
</tr>
<tr>
<td>10:45 - 11:45 am</td>
<td>Compliance Class</td>
<td>Hotel - TBD</td>
</tr>
<tr>
<td>11:45am - Noon</td>
<td>Board Meeting</td>
<td>Hotel - TBD</td>
</tr>
<tr>
<td>Noon - 3 pm</td>
<td>Annual Meeting &amp; Lunch</td>
<td>Hotel - TBD</td>
</tr>
<tr>
<td>3:15 - 5:15 pm</td>
<td>Board Meeting</td>
<td>Hotel - TBD</td>
</tr>
</tbody>
</table>

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**Join Us at the Ranger Museum**

Continued from page 1

Their gallery showcases Texas Ranger law enforcement badges and guns, while the Brownfield and Morris Galleries chronicle the history of Texas Rangers from their founding in 1823 to recently retired officers. The Brownfield also houses case studies of important Texas Ranger law enforcement investigations such as kidnappings, riots, and the Texarkana Phantom Killer. Then, right alongside you'll find such infamous collections as Bonnie and Clyde’s shotguns—confiscated from the "Death Car" after the final shoot-out—and the firearms used by Texas Rangers at the ambush.

In a memorial tribute, The Hall of Fame showcases the careers of those Texas Rangers who have lost their lives in the line of duty or served with great distinction. And for history buffs, the Texas Ranger Research Center houses books, archives, and photographs related to the Texas Rangers. Here, you can pore through original clippings, research genealogies, and learn the real stories of life as a Texas Ranger from oral history accounts.
A Call for Professionalism

By J.D. Benfer, TBFAA Vice President

Professionalism, n 1: the conduct, aims, or qualities that characterize or mark a profession or a professional person (according to Webster).

The general public has long considered many vocations as professions. Medical, legal, education, and particularly since Sept. 11, 2001, the Security Industry fits the bill. The more that the general public relies on us to protect them from harm, the higher the standards that we must set for ourselves.

In the last legislative session, Your State Alarm Association successfully lobbied to put areas of our industry (specifically CCTV and Access Control) back under the regulatory authority of the State agency that regulates the rest of us. The intent was to help eliminate the trunk slammers and convicted criminals from our industry, thus promoting the Professionalism we have all worked so hard for.

But with the good news, comes some bad news. Not only will all Locksmiths in the state be required to license, but also all legal investigators (formerly exempted if working for an Attorney). These two factors alone will more than double, possibly triple, the work that the Texas Private Security Board (formerly T.C.P.S.) has to do on a daily basis, with a third of the staff they had a year ago.

And unless you have been under a rock for the past year, you know that our elected representatives in the Texas Legislature (in their infinite wisdom) have reduced our agency from a staff of 46, to a miserable 14. And if you know how logically the State works, you also know that the TPSB works on a fixed annual budget, which is in no way related to the income (profit) they generate for the State's general fund. In other words, they are getting drastically bogged down with processing, and there will be no light at the end of the tunnel until the next legislative session, when Your State Association will step up to the plate once again. If you don't like the time it takes to get your pocket cards back, go ahead and complain. Just be sure you are talking to your Representatives or Senators when you do.

That's where the 'Professionalism' message comes in. In order to maintain, much less advance, our professional status, we simply have to do more ourselves. Our future is in our own hands, more now than ever before.

Managers and owners: Reacquaint yourself with Chapter 1702 and the Commissioners rules. Make sure all forms filed are the correct ones, completely and properly filled out, and filed on time. Historically, these are the main causes for the paperwork getting bogged down in Austin. And don't expect TBPS to hold your hands any longer. They simply don't have the staff anymore, and after all, you are the professional.

Be diligent and license all of your employees that you are required to license. Keep track of your company renewal and all who's pocket card is up for renewal, and when. Make sure everyone takes the required Level 1 course (offered by the TBFAA) and at least the minimum required continuing education units.

Make sure the CEU's that are taken are meaningful. Training on equipment that your company will never use is of little value. But if you wait until the last minute it may be all you can find. Resolve not to wait until the last minute. After each renewal, you have two more years. So start early, and choose courses that are appropriate and beneficial for both your installers and your salespersons. Do business with the manufacturers, supply houses and central stations that provide the CEU's. The professional thing to do is to support those that support you.

Continued on Page 9
Legislative Support

The primary objective of the Texas Burglar and Fire Alarm Association is to represent the alarm industry before the Texas Legislature and other governmental agencies. The association works closely with The Commission on Private Security and The Department of Insurance; State Fire Marshal’s Office.

The objectives of the association can only be accomplished by the combined efforts of the Board of Directors and our lobbyist Ron Kessler of the law firm of Ron Kessler Group, LLC. The Board of Directors, headed up by President Chip Bird, coordinates the activities of the association. Ron Kessler heads up our lobbying effort. It would be fair to say “he opens a lot of doors”.

The Texas Burglar and Fire Alarm Association incurs a cost of more than $90,000 per Biannual Legislative Session for our legislative effort. The membership dues are not enough to cover this expense. Special help is needed.

We, the Board of Directors, are asking the professional alarm dealers of the state of Texas to participate either monthly or yearly in this ongoing legislative effort. With the team concept we can get the job done.

Please visit our website http://www.tbfaa.org or call us at 877-908-2322 to sign up to become a Team Member.

Henry L. Homrighaus, Jr, had been the senior vice president of marketing and sales for eight years. During his tenure Texas Systems Supply enjoyed a tremendous success and grew from four branch office locations to eight locations and expanded into several states changing their name to facilitate acceptance outside of Texas. Henry assisted this organization in embracing more technical equipment solutions focusing on CCTV, access control and fire, in addition to their previously successful security systems business as he is well known and respected in the industry.

"It is hard to leave something that you have worked so hard to make successful but times and challenges change. I felt like it was time to pursue some other challenges and opportunities that I was presented with and you can only serve one master. They are a great company as well as personal friends", stated Henry.

Mr. Homrighaus has incorporated as ProSecCon, Inc and will dba as Professional Security Consulting. He is finishing a book and has a publisher, which will be issued this year on school, university, and institutional security. He will do some expert witness work and has several consulting contracts in place. Henry will remain active as our Associate director for The Texas Burglar and Fire Alarm Association. I know that we all appreciate Henry’s involvement and wish him every success.

A Call for Professionalism

Sales people and technicians: Remember when you are in front of a customer, you are not only representing your company. You are representing our Profession. Your customers are relying on you to be professional and provide the protection they are paying for. You simply must conduct yourselves in the most ethical and professional manner or all of us will suffer.

And finally, to everyone: We must police our own industry. We can no longer expect the State to do it for us. If you hear, or have personal knowledge of anyone operating without a license, don’t just complain. Do something about it. Protecting the citizens and prosecuting unlicensed companies is still the States top priority. As of last September everyone selling, installing or servicing CCTV systems must be licensed. Next September, access control will require a license. Operating without a license is a Criminal matter. Collect all the information you can, and report it to either the TBFAA or to TBPS, or email me directly. The more information you provide, the less they will have to collect and the faster the results.

Each and every one of us can make a difference. Oh, and don’t forget to join and participate in your local and state associations. They make a big difference.

---

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To License Or Not To License, Who Can Keep Track?  
(Part One of a series)

In the realm of fire alarms as defined by NFPA 72, any company or individual must have a license issued by the Texas Department of Insurance, State Fire Marshal's Office in order to sell, service, install, maintain or even touch a fire alarm system. Or so we think. Companies receive an Alarm Certificate of Registration (ACR) while an individual can receive a fire alarm license (FAL), Residential Alarm Superintendent license (RAS) or an Alarm Planning Superintendent license (APS).

Introduce our scenario: Mr. Electrical Contractor is awarded the job for a new school. Under his contract to provide electricity to the new building, Mr. E. must also provide the low voltage fire alarm system that has been included on his contract drawings. He hires Mr. Fire Alarm Guy, a State licensed fire alarm company, to provide the required system. Mr. E. Contractor insists that his company provide the conduit, back boxes, fire alarm cable, mounts and terminates devices and finally mounts the fire alarm control panel. As per the Texas Insurance Code Article 5.43-2 Section 3 (b) (1), Mr. Electrical Contractor can do just that as long as Mr. Fire Alarm Guy assumes all responsibility for the work done on the fire alarm system and has a contract that states the installation was done under direct supervision. Why doesn’t Mr. Electrical Contractor get a fire alarm license and cut out the middle man fire alarm company? Doesn’t he already have to carry liability insurance, get electrical licenses and provide training for his employees? Is it that low voltage DC systems are a piece of cake to someone who deals with high voltage AC work?

Whitney J. Crahen, SET
Fire Protection Specialist

Next issue: Passing the buck....

---

From The Fire Alarm World

Fire Marshal Update

Texas Department of Insurance - State Fire Marshal
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http://www.tdi.state.tx.us/fire/index.html

Mailing Address
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Delivery Address
333 Guadalupe
Austin, TX 78701

Who to Contact
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512-305-7935, claudia.hernandez@tdi.state.tx.us.
Manager -- Susan Light, Manager of Licensing Administration
512-305-7932, susan.light@tdi.state.tx.us.
Technical -- Mark Redlitz, P.E., Director of Licensing
512-305-7927, mark.redlitz@tdi.state.tx.us.

---

What do you believe has been the most significant industry development during the past 25 years?

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology</td>
<td>37 %</td>
</tr>
<tr>
<td>Mass Marketing</td>
<td>17 %</td>
</tr>
<tr>
<td>Consolidation</td>
<td>8 %</td>
</tr>
<tr>
<td>Integrated Systems</td>
<td>21 %</td>
</tr>
<tr>
<td>False Alarms</td>
<td>4 %</td>
</tr>
<tr>
<td>Sept. 11, 2001</td>
<td>5 %</td>
</tr>
<tr>
<td>Other (please specify)</td>
<td>7 %</td>
</tr>
</tbody>
</table>

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Web Site Revised
The TCPS website has been restructured to make it easier to find what you need. Renewal notices are now posted on the TCPS website (www.tcps.state.tx.us) where expiration information concerning individual’s and companies can be viewed and/or retrieved.

Electronic Access Control Company Defined
Sec. 1702.1055. ELECTRONIC ACCESS CONTROL DEVICE COMPANY. A person acts as an electronic access control device company for the purposes of this chapter if the person installs or maintains an electronic access control device.

Locksmith Company Defined
Sec. 1702.1056. LOCKSMITH COMPANY. A person acts as a locksmith company for the purposes of this chapter if the person sells, installs, or maintains mechanical security devices, including deadbolts and locks, and:
(1) advertises services offered by the company using the term "locksmith"; or
(2) includes the term "locksmith" in the company's

It is Never too Late to Join
If you do not see your name on the list, perhaps it is time to join the TBFAA.

If you are not a member you are not only missing out on a wealth of knowledge and opportunities but frankly you are getting a free ride.

Nearly every day TBFAA does something on your behalf. From preventing an unreasonable law to easing how you comply with existing ones TBFAA is there for you. And we need your financial and other support that comes from being a member.

SO JOIN TODAY!
New Do-Not-Call List Rule Goes Into Effect

Jan 29, 2004, WASHINGTON -- A new regulation to the Federal Trade Commission’s (FTC) do-not-call list that began Jan. 29 requires telemarketers to have themselves identified on called IDs. Up until now, telemarketers could show up on those with caller ID functions on their telephones as “out of area” and not include a phone number.

Under the new FTC rules, the name displayed by caller ID must either be the company trying to make a sale or the firm making the call. The display must also include a phone number that consumers can call during regular business hours. The change was part of the rules that created the do-not-call registry, which consumers can use to block certain telemarketers from calling. Telemarketing companies were given extra time to install the technology needed to display their names and numbers.

FTC spokeswoman Cathy McFarlane tells The Associated Press that the registry has been a huge success. “People are talking to other people who say, ‘I don’t get telemarketing calls any more,’” she says.

The FTC has received more than 100,000 complaints so far. While the FTC has yet to take any action against a firm for violating the do-not-call list, the Federal Communications Commission (FCC) in December issued a complaint against California-based CPM Funding Inc./California Pacific Mortgage. People can register numbers or file complaints at www.donotcall.gov or by calling (888) 382-1222. Firms that call numbers on the list face fines of up to $11,000 for each violation.

This story was reprinted from SSI eControl Panel to subscribe visit http://www.securitysales.com

Safety Act Offers Firms Legal Protection

By Chelsie Woods

WASHINGTON - A little-known law called the Safety Act that can protect manufacturers and systems integrators of homeland security products from potential lawsuits is just now getting underway.

The Department of Homeland Security has begun accepting applications from manufacturers and systems integrators who want protection under what is considered landmark legislation. Approved as part of the Homeland Security Act in November of 2002, the Safety Act, or Support Anti-Terrorism by Fostering Effective Technology, can protect a company from future litigation should their product or service fail to stop a criminal or terrorist.

It can also provide litigation protection for the customer who deploys a product or service with the Safety Act stamp of approval. But to earn that designation, a company’s product or service must first pass a stringent list of criteria set forth by the DHS.

The legislation was authored by the Washington law firm of McKenna, Long & Aldridge after a number of government defense contractors expressed concerns about liability issues.

An interim set of regulations are currently in place governing Safety Act status. The DHS expects to approve final regulations in the coming months, but in the meantime, the department is accepting applications for a process that takes several months to complete.

For more information about the Safety Act, visit the Department of Homeland Security’s website at www.dhs.gov.

This story was reprinted from SSN NEWSWIRE to subscribe visit http://www.securitysystemsnews.com
GE Security Takes to the Airwaves With a Paw From Lassie

Jan 29, 2004, FAIRFIELD, Conn. -- The broadcast of the Golden Globes wasn’t just a night for movies and TV to shine — it also marked the debut of a new television advertising initiative by GE Security. With a little help from Lassie, GE took its security products pitch to the airwaves. The commercial, debuting Jan. 25 on NBC during the Golden Globes, features the famous TV and movie dog with a “Matrix” touch. Computer animation allows Lassie to protect his faithful boy-master with moves rivaling Keanu Reeves in the futuristic film. As Lassie makes her moves, a voiceover proclaims “Never underestimate the value of a superior security system.” The commercial is part of a large marketing push coinciding with the name change from GE Interlogix to GE Security.

Residential Security Market Relies on Innovation To Maintain Edge

Despite an economic slump, the residential security market is experiencing a fair amount of growth buoyed by a healthy new construction market, increased security consciousness, and the declining cost for security. New analysis from Frost & Sullivan on the U.S. Residential End-User Security Market shows that this market generated revenues worth $1.72 billion in 2002 and is expected to reach $3.21 billion by 2009. The report talks about the competitive residential security market and how its competitive nature has intensified lately due to tough economic conditions. To maintain an edge in the market, many security companies are coming up with new approaches to garner more business as profit margins shrink due to mass-market programs and aggressive pricing tactics. For example, bundled services is gaining momentum, with traditional fire and burglar alarm coming together with home automation equipment, telecom services, Internet and structured cabling. According to Frost & Sullivan, many of these efforts are starting to pay off as more housing developers are beginning to install security systems during the construction phase.

National News

With the team support of El Dorado and the TBFAA Safety Group, you get

Workers’ Compensation Insurance That Actually Works For You.

As a member of our safety group, you will enjoy the benefits of group purchasing power, along with many programs that benefit all aspects of your business.


Group Purchasing Power
Group Dividends*
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Call us today at for all the details. We’re ready to get to work!

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2515 North Blvd. • Houston, Texas 77098
Fax: 800.700.0126 or 713.521.0125
http://www.eldoradoinsurance.com
Email: specialist@eldoradoinsurance.com

By law policyholder dividends cannot be guaranteed. only the insurance company’s Board of Directors has the discretion to declare policyholder dividends.
Fines Enacted for Repeat False Fire Alarms

Beginning January 8th, property owners in the state of Delaware may be fined $100 if their automatic fire alarm activates erroneously more than three times in a year. Under the state's new False Fire Alarm Law, home or business owners can be fined from $100 for a fourth offense to a maximum $250 per offense for six or more false alarms in a year.

Delaware is the first state in the nation to enact a mandatory false-alarm law statewide, state Fire Marshal Willard F. Preston III said. The new law is intended to lighten the workload of firefighters by reducing responses to false alarms. "Our goal is to go after the offender, those not maintaining their fire-alarm systems," Preston said. "We believe it's a small amount of system owners creating the majority of the problem."

Currently, Dover is the only city in the state that has a law addressing false alarms. Preston estimated that the state's mostly volunteer firefighters respond to between 3,500 and 4,500 false alarms annually. With the enforcement of the new law, firefighters will be able to concentrate on real fire emergencies instead of false alarms. "My goal is to cut that figure in half by the end of next year," Preston said. Preston said responding to so many false alarms is very costly, both in money and manpower.

Every time a firetruck rolls out of a firehouse to respond to a fire in the state, it costs more than $500, Preston said. Tony Abbate, president of the Delaware Alarm Association, said his organization endorses and supports the new law. "The main thing is that people are required to have their systems tested and maintained on a regular basis," Abbate said. "Before, it was optional."

Preston said property owners will not be fined if their alarm systems are triggered by the weather, and alarm companies are not exempt from fines. "It's the owner's responsibility to maintain their system, and it's the alarm company's responsibility to make notification to the 911 communication system if they are testing the alarms," Preston said.

Alarm companies may be fined $500, the law says, for the third and subsequent violations of the notification requirement. Marvin C. Sharp, president of the Delaware Volunteer Firemen's Association, said residents and fire services alike stand to benefit from the new system.

"We've got three places in Milford where we are at one or the other an average of once a week," Sharp said. "Hopefully, when people start maintaining their alarm systems for fire safety, the firemen won't have to be on the street as much."

Law enforcement officers from the state Fire Marshal's Office have been authorized to enforce the law and issue the civil penalties.

The money collected goes to the Fire Detection Fund, which provides hardwired smoke detectors in homes of the elderly, disabled and infirm.

The new law can be viewed on the state fire marshal's Web site at www.delawarestatefiremarshal.com.
## 2003 Exhibitors Support TBFAA

<table>
<thead>
<tr>
<th>Company</th>
<th>Contact Person</th>
<th>Phone Number</th>
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<tbody>
<tr>
<td>Ademco Group</td>
<td>Doug Marshall</td>
<td>800.467.5875</td>
</tr>
<tr>
<td>ADI</td>
<td>Phillip Wood</td>
<td>713.861.9418</td>
</tr>
<tr>
<td>Alarmpath</td>
<td>Emanuel Eluca</td>
<td>631.696.1100</td>
</tr>
<tr>
<td>Bosch Security</td>
<td>Diane McFarlin</td>
<td>800.757.8877</td>
</tr>
<tr>
<td>Central One</td>
<td>Mike McGrath</td>
<td>561.998.1830</td>
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<tr>
<td>Certicom Security</td>
<td>Doug Valenski</td>
<td>972.980.1132</td>
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<tr>
<td>Digital Monitoring Products</td>
<td>John Wood</td>
<td>512.422.5472</td>
</tr>
<tr>
<td>Digital Security Controls</td>
<td>Tim Jarzombek</td>
<td>214.632.7499</td>
</tr>
<tr>
<td>Dispatch Center, Ltd.</td>
<td>JD Benfer</td>
<td>210.491.3400</td>
</tr>
<tr>
<td>Dynapost</td>
<td>Roger Ltn</td>
<td>214.418.6293</td>
</tr>
<tr>
<td>EASI- Enterprise Alliance Systems</td>
<td>Scott Moore</td>
<td>713.706.4050</td>
</tr>
<tr>
<td>El Dorado</td>
<td>Jennifer Riachac</td>
<td>713.521.9251</td>
</tr>
<tr>
<td>Financial Security Services</td>
<td>Jason Grille</td>
<td>972.386.3991</td>
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<tr>
<td>First National Merchant Solutions</td>
<td>Kimberly Bonzelaar</td>
<td>817.589-1282</td>
</tr>
<tr>
<td>National Alarm Computer Center</td>
<td>Gary Robertson</td>
<td>817.265.0040</td>
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<tr>
<td>NAPCO</td>
<td>Joe Guernica</td>
<td>800.645.9445</td>
</tr>
<tr>
<td>NBFAA</td>
<td>Merlin Guilbeau</td>
<td>301.585.1855</td>
</tr>
<tr>
<td>Nova Internet Services, Inc.</td>
<td>Chris Russell</td>
<td>214.904.9600</td>
</tr>
<tr>
<td>Odyssey Tech</td>
<td>Charlie Neuenschwander</td>
<td>301.291.6000</td>
</tr>
<tr>
<td>Richardson Electronics</td>
<td>Helen Jones</td>
<td>713.868.3773</td>
</tr>
<tr>
<td>SGI- Texas Systems Supply, Inc.</td>
<td>Lannie Green</td>
<td>210.247.0033</td>
</tr>
<tr>
<td>United Central Control</td>
<td>Mark Matlock</td>
<td>210.477.1400</td>
</tr>
<tr>
<td>Uplink</td>
<td>Mike Langlois</td>
<td>770.485.2548</td>
</tr>
<tr>
<td>Wheelock, Inc.</td>
<td>Brad Buss</td>
<td>732.222.6880</td>
</tr>
</tbody>
</table>

Note - Exhibitors in bold are returning from last year

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### Waco’s Texas Sports Hall of Fame

Get a glimpse of Texas history at Waco’s Texas Sports Hall of Fame. Divided into five separate halls of fame: the Texas Sports Hall of Fame, Texas Tennis Hall of Fame, Texas High School Football Hall of Fame, Texas High School Basketball Hall of Fame, and Texas Baseball Hall of Fame, this museum complex pays tribute to some of Texas history’s sports greats.

One step inside the Texas Sports Hall of Fame will engage you in an interactive tour of the history of Texas athletics. Watch clips of important sports moments in Texas history in the Tom Landry Theater. Show your school spirit by singing along with the school songs from Texas universities. Compare your hand and shoe size to those of NBA greats, with life-size replicas. Take a look at the evolution of tennis rackets (and wonder how low your score would be if you played with one of those originals!) See a Heisman Trophy up close, and find out what made Texas boxer George Foreman one of the best in history.
**Case Number 1: Subscriber’s Personal Liability**

**Facts:**

Alarm company and subscriber entered into a commercial lease agreement for burglar alarm system. It was uncontested at trial that the equipment was installed at the defendant’s place of business and remained there although the business went defunct and vacated the premises. Only one quarter annual payment was made pursuant to the contract. The alarm company commenced an action for breach of contract seeking liquidated damages of 80% of the balance due, 80% of the stated value of the alarm equipment that had not been recovered, and attorney’s fees.

The alarm company sued the individual owner of the company who had signed the contract on behalf of "Real Pro Sports." At trial, the individual defendant claimed that he did not intend to enter the contract on his own behalf, that he did not do business as "Real Pro Sports", and that he signed the contract as a "favor" for another.

**Issue:**

Could the individual defendant be held liable on the contract, and for what amounts?

For the courts decision see page 18

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**Case Number 2: Courts Will Not Impose Additional Duty**

**Facts:**

Alarm company sold and agreed to install and monitor a burglar alarm system at a residence. The homeowner was advised that the system communicated via a digital communicator that operated over telephone lines, that there was no back up (radio or cell), and no line security; that if the telephone line was cut or did not work no communication of an alarm condition would be possible. The alarm salesman noticed that the homeowner’s telephone lines above ground and were rather noticeable. The alarm company salesman suggested that the subscriber contact the telephone company and request that the telephone lines be buried so that they would not be so obvious. The homeowner did in fact contact the telephone company and the lines were buried.

Sometime thereafter there was a problem with the telephone lines, and the telephone company serviced the lines, and did not re-bury them, leaving them exposed. Shortly thereafter there was a burglary, and the telephone line was cut and an outside siren disabled prior to the illegal entry. The homeowner claimed that over $100,000 in jewelry and coins were stolen and sued the alarm company claiming, among other things, that the alarm company was negligent in its design and installation of the alarm system for, among other things, failing to bury the telephone lines. The alarm company moved for summary judgment dismissing the complaint.

**Issue:**

Did the alarm company have any liability for breach of contract or negligence?

For the courts decision see page 18
You Be The Judge

Case Number 1: Subscriber’s Personal Liability

Decision:

After trial the Court found the individual liable and responsible for the full amount stated in the contract.

Discussion:

The Court found that the credible evidence established that the individual defendant entered into the contract in the capacity indicated in that contract. Thus, the Court found that "Real Pro Sports" was not a corporation and had no "jural existence". Therefore, the Court concluded that the individual who signed the contract was in fact doing business as a sports clothing and equipment store under the name stated in the contract. The Court therefore found defendant individually liable for the contract that he signed. The Court dismissed defendant’s testimony that the contract was signed as a "favor" for another.

This Court enforced the full terms of the contract by awarding the full 80% of the balance due, 80% of the stated value of the alarm equipment, sales tax, and attorney’s fees as stated in the contract.

Case Number 2: Courts Will Not Impose Additional Duty

Decision:

Alarm contract enforced and the complaint dismissed.

Discussion:

The Court’s decision noted that the telephone lines were suspended just "a few feet above the ground". It was clear from the facts however that the alarm company told the subscriber to have the telephone company take care of the telephone lines, that the subscriber followed this suggestion and had the telephone company bury the lines. It was the telephone company who later serviced those lines and left them again above ground. This Court went through an analysis of the alarm company’s contract focusing on the disclaimer of warranties, finding that the disclaimer was conspicuous and clear in the contract.

The Court also found that the alarm company did not undertake any obligation to bury the telephone wire and the Court correctly declined to impose that obligation on the alarm company. Essentially, the Court held that there was no warranty cause of action and no negligence cause of action. The only claim was for a breach of contract, and it was clear that the alarm company did not breach the contract or any other obligation with respect to the telephone line. It was established that the alarm system worked at the time of the burglary, but was unable to communicate as a result of the cut telephone line.

Unlucky Number

Frank Gort, a San Antonio burglar, was caught and convicted. When it came time for sentencing, the judge gave him seven years. Gort was very upset - and begged the judge not to sentence him to seven years because seven was his unlucky number. The understanding judge complied. He gave him eight years.

Information Provided by:
Kenneth Kirschenbaum, Esq
Kirschenbaum & Kirschenbaum PC
200 Garden City Plaza
Garden City, NY 11530
516 747 6700
email: Ken@KirschenbaumEsq.com
visit his web site at www.KirschenbaumEsq.com
Remember a few years ago when the IRS, under fire from Congress, promised to be more taxpayer friendly? Well, those days may be over. The Internal Revenue Service issued a press release in September which stated that it is "...realigning its audit resources to focus on key areas of non-compliance with the tax laws. The Service identified several priority areas, including:

" Off shore Credit card users
" High-risk, high-income taxpayers
" Abusive schemes and promoter investigations
" High-income non-filers
" Unreported income
" The National Research Program

What does this mean to the small business owner. The crackdown on tax shelters and off shore credit cards is reasonable, and people that grossly abuse the system should expect to be the focus of enforcement. What is new is the focus on high income taxpayers, and unreported income. While the press release does not define "high income", you may be surprised at whom the IRS considers a high income taxpayer. The press release goes on to detail a reorganization of the IRS which will allow key parts of the Service to work together in ways that they didn't previously. For example, the new audit initiative will include similar emphasis for the agency's collection area. It goes on to stress that there will be new levels of cooperation and coordination on initiatives that involve both civil actions and criminal investigation. The release also states that "Additional exam resources will help meet this requirement".

In identifying "high income taxpayers" the Service states that "...upper income taxpayers have resources to engage in pass-through entities such as partnerships, trusts and corporations". If you are a stockholder in a Sub Chapter S Corporation, LLC, LLP, or a Partnership, you may find yourself targeted for an examination, especially if your K-1 form shows minimal income, or a loss. As a part of the new initiative, the IRS intends to examine not only the taxpayers, but, in a change from their previous philosophy, also the entities generating the losses. While there is little that you can do to minimize your chances of being selected for an audit, you should focus on surviving the audit, both individually, and, as a business owner. You should consult your tax advisor now to minimize your exposure should your tax returns be examined. Now more than ever, it is important to document your income and expenses. This is also an excellent time to review your business practices. Even though you may own 100% of the stock in your business, be careful to segregate your personal expenditures from those of the business. Loans to, or from, the business, should be documented (more on that next month). Personal items purchased on company credit cards, personal use of company vehicles, and other non business expenditures should be reimbursed (or added to your W-2). This can be considered as unreported income, one of the focus points of the new initiative.

If all of this isn't bad enough, you also have the National Research Program (NRP) to worry about. NRP examinations, which have begun this fall, will "...measure reporting compliance and identify compliance issues". NRP will conduct audits to determine if taxpayers as a whole are in compliance. The NRP is different than its predecessor, the Taxpayer Compliance Measurement Program (TCMP), in that the NRP does not rely on time-intensive, "line-by-line" audits. The NRP will review a small, statistically valid sample of individual returns. The new NRP process will have four main categories:

* No IRS contact - Returns will be checked relying solely on information already available to the IRS. In other words, you could be audited and not even know it...until the bill comes.
* Correspondence - These will be less intrusive correspondence exchanges with taxpayers - rather than the old sit-down audits. Not that you need to be warned, but if the IRS contacts you, take them seriously.

Continued on page 30
Membership Application
Texas Burglar and Fire Alarm Association (TBFAA)

Please print or type:

Company Information

Company Name: ____________________________

Physical Address: ____________________________

City: __________________ State: ______ Zip: ______

Mailing Address: ____________________________

City: __________________ State: ______ Zip: ______

Phone: __________________ Fax: _____________

Web Site: __________________

Date of Application: ____________ In Business Since (date): ____________

Burglar Alarm License #: ____________ Fire Alarm License #: ____________

Has applicant previously been a member of TBFAA? [ ] Yes [ ] No

Number of Employees: ____________

Sponsor Name: ____________________________

Products and Services Offered

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<tr>
<th>Access Control</th>
<th>CCTV</th>
<th>FM Approved</th>
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<tr>
<td>Monitored Burglar Alarms</td>
<td>Home Automation</td>
<td>IQ Certified</td>
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<td>Proprietary Alarms</td>
<td>UL Listed</td>
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<td>Local Burglar Alarms</td>
<td>Telephone Systems</td>
<td>Own a Central Station</td>
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<td>Local Fire Alarms</td>
<td>Security Guards</td>
<td>Provide Contract Monitoring</td>
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<td>Central Vacuum</td>
<td>Alarm Response</td>
<td>Structured Wiring</td>
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<td>Other Products or Services</td>
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Official Primary Voting Representatives

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<tr>
<td>Email</td>
<td>Direct Phone or Extension</td>
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Signature*

Official Alternate Voting Representatives

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<tr>
<td>Email</td>
<td>Direct Phone or Extension</td>
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</tbody>
</table>

Signature*

* By signing you certify that all information contained in this application is true and accurate and acknowledge that false information can result in the denial of acceptance of this application and agree to abide by and subscribe to the bylaws, code of ethics and anti-trust statement of the TBFAA as well as support and participate in all the activities of the Association(s) to the best of your abilities.

* Fax and e-mail authorization: I hereby authorize TBFAA to send me pertinent documents via fax and/or email at the above listed address. I recognize that such documents include but are not limited to billing statements, registration forms, TBFAA member communications, and official letters. I understand that granting this permission is a necessary component of my membership.

Dues Owed

Calculate based on reverse side of this form

Payment Method (Circle one)

Check  Money Order  MasterCard  Visa  Discover  American Express

Credit Card Holder Information (If Paying with a Credit Card)

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<td>Card Holder Address:</td>
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<tr>
<td>Card holder City, State and Zip</td>
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*Credit Card Verification Number is a 3-digit number on the back of all Visa, MasterCard and Discover cards, and a 4-digit number on the front of American Express cards.

Please forward application with check or money order (made out to TBFAA) to:

TBFAA
P.O. Box 59982
Dallas, TX 75229

Phone: 877 / 908-2322
Fax: 877 / 908-2522

Rev 12-01-09
TBFAA Membership Type (check *only* one)

☐ **Regular Membership:** Requires that members are licensed by the Texas Commission on Private Security and/or the State Board of Fire Marshall, and pay annual dues that are detailed herein. Full member benefits.

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**Your Total Dues**

☐ **Associate Membership:** Requires that members are manufacturers, suppliers, or distributors of products relating to security and systems, and pay annual dues that are detailed herein. Full member benefits.

**Dues**

$300.00

☐ **Individual Membership:** Requires that members are individuals active in the industry in which their respective firm (licensed by Texas Commission on Private Security and/or the State Board of Insurance Office of the Fire Marshall) is not a member and pay annual dues that are detailed herein. Note: Individual members are not entitled to vote and are not entitled to TBFAA membership discounts.

**Dues**

$75.00
Members Support Members

In each issue you see companies who support our association and industry through advertising. Most of these companies also support our industry events, our legislative efforts, our meetings, the newsletter, and much more.

It is important that you support the companies who support our association.

Ademco Keypads
The ADEMCO family of keypads from Honeywell puts a wide range of security and convenience features at your customer's fingertips. Learn more by visiting www.ademco.com

Smart ConnectionCenter from GE Security
Did you know that, according to the National Association of Home Builders, 76% of new home builders offer structured wiring as standard or an option to their customers? GE Security’s Smart ConnectionCenter product line spans the breadth of the new home construction industry, the Value Series to the Premium Series. To learn more, visit http://www.geindustrial.com/cwc/products/ge-interlogix?id=il-pmsw2&lang=en_US or call Sales at 800-777-4841.

GE Interlogix Becoming GE Security
By now, you may have heard that GE Security is the new name for GE Interlogix. GE feels that this new name better reflects their business. In addition to the name change, GE will now be structured by markets served, which are Residential, Commercial, Enterprise, and Homeland Security. Also, GE will soon introduce a new dealer program that will allow GE Security dealers to be designated as “Authorized Dealers.” If you have any questions about these changes, please contact Steve Craig, Director of Marketing Communications, at Steve.Craig@GE.com.

NAPCO Drops ADI
NAPCO has ended its long-standing relationship with ADI, thus pulling its products off the shelves of North America's largest security product distributor. Announced on January 8 to its dealers - through an e-mail blast and on its Web site - NAPCO stated, "This change will protect your business by ensuring continuity of product availability, every day, across North America, at our large network of independent security distributors. NAPCO chose not to continue to work with a company, such as Honeywell/Ademco Distribution, Inc., which openly competes in installation and monitoring against its own customers...you the dealer!"

BOSCH Autodome Wins 2003 New Product Of The Year Award
Bosch Security Systems proudly announces that the AutoDome with AutoTrack Camera System was recently named New Product of the Year for 2003 by Access Control & Security Systems magazine. The New Product of the Year Award recognizes excellence in new product development in the security industry. The award showcases the most innovative product of the year and acknowledges the commitment of the team involved in developing and producing the product from concept through to sales. Entries into the New Product of the Year competition are judged by a panel of industry professionals and experts selected by the Access Control & Security Systems editorial staff. The panel reviews all entries and narrows the field to finalists in each category.

"We’re proud to receive this acknowledgement of our efforts to bring innovative technology to the CCTV market that offers powerful performance while being user friendly," commented Michael Bolotine, Senior Product Manager. "This award will hopefully be the first of many achievements for the AutoDome with AutoTrack. We are already looking towards a bright future with enhancements to an already great product."

An AutoDome® with AutoTrack™ will monitor an area with a preset tour, but once motion is detected the camera automatically locks onto the subject, zooms in for a better view and follows the subject anywhere within the camera’s 360-degree coverage area. No more missing the action. No more focusing on an intruder only to have him walk out of the frame.

To learn more about the New Product of the Year Award, see the December 2003 issue of Access Control & Security Systems magazine or visit their web site, www.securitysolutions.com.
The Alarm Industry Research & Educational Foundation (AIREF) and National Burglar & Fire Alarm Association (NBFAA) invite you to “golf without guilt” the day before the start of the 2004 ISC West Expo. The inaugural AIREF/NBFAA Golf Tournament & Evening Event will be held during the 2004 NBFAA Spring Conference on Tuesday, March 30, at Troons’ – Revere Golf Club — one of Las Vegas’ premier country clubs. Come to ISC West a day early and hit the links in support of your industry! Proceeds from the event will fund future AIREF research projects.

Register yourself or your foursome!
Visit www.alarm.org or call (301) 585-1855 to receive your registration form.

Space is limited, so don’t delay – register today!

TBFAA Regular Members

If you’re Not on this list you are missing out on the Benefits of TBFAA Membership

Regular Members

1st Alarm
ADT Security
A.H.S Security, Inc.
AEGIS Systems, Inc.
Alamo Integrated Systems, Inc.
Alarm Express, Inc.
Alarm Link Security
Alarm Security & Contracting, Inc.
Alarm Signal Co. of Texas
Alarmtechs, Inc.
Alert Alarms Burglar & Fire Protection, Inc.
All Pro Security Services
All Safe & Sound
Allstate Security Industries, Inc.
Amazon Alarm Systems, Inc.
American Security Alarms, Inc.
American Security Devices
Aprotex Corporation
APT Services, LP
Argus Security Systems, Inc.
ASG Monitoring, Inc.
Atlas Alarms
Automated Designs, Inc.
B Alert Security
BMA Systems, Inc.
Brink’s Home Security, Inc.
Central Alarm Systems, Inc.
Central On-Line Security
Central Security Services, Inc.
Central Texas Security & Fire Equipment, Inc.
CenturyTel Security Systems of Texas, LP
Chubb Security Systems, Inc.
Commercial & Industrial Electronics, Inc.
Conductive Concepts, Inc.
CoServ Security
Counterforce USA, LP
CozyHome
D & N Services, Inc.
Dallas Security Systems, Inc.
DDC Factors
DHS Security, LLC
Design Solutions Group, Inc.
Dispatch Center, LTD.
Diversified Alarm Systems, Inc.
Dixie Safe and Lock Service, Inc.
DSS/Fire, Incorporated
DSS Security, Inc.
E V Electric & Security
Enco Systems, Inc.
Entech Sales & Service
En-Touch Alarm Systems, Inc.
Entrust Connections, LLC
Failsafe Security, Inc.
Firehawk Safety Systems, Inc.
First Call Security Systems, Inc.
Flores Technical Services, Inc.
Gleitz Alarms, Inc.
Grayson Pro-Tech, Inc.
Green Security & Sound Systems
Griffin Communications & Security
Guadalupe Valley Communications Systems, Inc.
Guardian Security Systems, Inc.
Halco Life Safety Systems, Inc.
Homenet Solutions, LLC
I.H.R. Corporation
Infiniti Communications Technologies, Inc.
Interactive Security Technologies, LLC
Intersec Security & Cable
Intruder Alert Systems, Inc.
J.W. Dielmann, Inc.
Jackson Enterprises Alarms
JM Electronic Engineering
JW Gray Electrical Contractors LP
Kimmons & Associates, Inc.
Knight Security Systems, Inc.
Las Colinas Association, The
Medina Valley Security
Metro Communication Systems, Inc
Monitronics International
Multilink
Network Multi-Family Security
Noble Enterprises
Notification Systems of America
Omnim Alarm Service, Inc.
Paramount Alarm Systems, Inc
Patriot Security Systems
Paul Labute, Inc.
Peoples Communication, Inc.
Pinkerton Systems/Securitas
Powell Protection Systems, Inc.
Prewire of El Paso, Inc.
Professional Alarms, Inc.
Protection Networks
Protection One Alarm Monitoring, Inc.
Protection One, Inc.
Ranger American of Texas, Inc.
Rapid Response Systems
Ray Cannedy Security
Riptide Security
Royal Protection Group, Inc.
Sandollar Security Services, LLC
Secure Options, Inc.
Securitas Security Systems USA, Inc.
Security Alliance Of Central Texas
Security Controls
Security One, Inc.
Sentinel, The Alarm Company
Sharp Security Systems
Siemens - Landis Div.
Simplex-Grinnell
Smith Legacy, LLC
Smith Southern Equipment, Inc
Smith Thompson Security Systems
Sonitrol of Austin, Inc.
Sonitrol of El Paso, Inc.
Sonitrol of Houston
Southwest Alarm Systems
Southwest Dispatch Center, Inc.
Southwest Securityscan, Inc.
Steelcrest Security
Stroud Security Systems, LP
Tandy Security Systems
Temsco, Inc.
Texas Bank Technologies
Time Warner Home Security
Top Communication Services
Totalcom Management, Inc.
Tutor Security, Inc.
Valliance Security Association
Vanco Protection Services, Inc.
VCS Security Systems, Inc.
Vidcor Security Systems
Vitel Communications Corp.
Weidman, Inc.

Associate Members

Ademco Security Group
ADI
Alarm Express, Inc.
Bosch Security Systems
Digital Security Controls
El Dorado Insurance Agency
GE Interlogix, Inc.
HyperGraphic Impressions
Napco Sec. Systems, Inc.
Nova Internet Services, Inc.
Rapid Response Monitoring, Inc.
Richardson Electronics
Security Capital Consulting
SentryNet
SGI- Texas Systems Supply, Inc.
Tane Services, Inc.
Telular Corporation
Tri-Ed Distribution, Inc.
Ultrak - ABM Data Systems
United Central Control, Inc.
USI of Southern Calif.
Wheelock, Inc.
## Regional - Regular & Associate Members

### North Texas Alarm Assn.

- Ademco Group
- ADT Dealer Services
- Aegis Systems, Inc.
- AHS Security, Inc.
- Alarm Express, Inc.
- All Safe & Sound
- All Tech Security Services
- Amazon Alarm Systems, Inc.
- American Security Devices
- ASG
- Automatic Gate & Equipment Supply
- BMA Systems, Inc.
- Brighton Security
- Brink’s Home Security
- Bryant Security Systems
- CD Tek
- Centex HomeTeam Security
- Central Alarm Systems, Inc.
- Co Serv Security, L.L.C.
- Condumex
- CSL Technologies, Inc.
- Custom Integrated Systems, Inc.
- Customer First Alarm
- Dallas Security Systems, Inc.
- Datatech Electronics, Inc.
- DFW Alarm
- Diamond S Services
- Digital Security Controls, Inc.
- Digital Witness, LP
- Diversified Alarm Systems
- Eagle Security Service
- Electronic Security Solutions
- Entrust Connections, L.L.C.
- EV Electric & Security Systems
- First Alert Professional
- Guardian Alarms, Inc.
- Hawk Security Services
- Home Protection Centre, Inc.
- Hypergraphic Impressions
- I-Que Technologies
- Integrity Home Systems
- Intruder Detection Systems
- Key Security Systems
- Knight Security Systems, Inc.
- Las Colinas Association
- Lone Star Cabling Supply, Inc.
- M.A.C. Alarms
- Marshal Security Systems
- Monitronics International
- National Alarm Computer Center
- National Home Security
- Network Multifamily
- Notification Systems of America
- Nova Internet Services, Inc.
- Paramount Alarm Systems
- Powell Protection Systems, Inc.
- Protection Networks
- Ranger American of Texas
- Rapid Response Systems
- Ritter Fire & Security
- Rowell Security Systems
- Samsung CCTV
- SAS Alarm Service, Inc.
- Secure Options, Inc.
- Security Surveillance
- Sentinel The Alarm Company
- SICC, Inc.
- Siemens Building Technologies, Inc.
- Smith Thompson Security Systems
- Southwest Alarms
- Southwest Dispatch Center, L.P.
- Southwest Securityscan Inc.
- Sparks Technologies
- Spectrum Alarm Systems, Inc.
- Stratagem Advanced Products
- Summit Monitoring & Security Systems, On-Guard, Inc.
- Talon Security, Inc.
- Tandy Security Systems
- TCT Insurance Services, Inc.
- Texas Fire & Security
- Texas Fire Alarm, Inc.
- Texas Systems Supply
- The Richeson Agency
- Top Communication Services Inc.
- Tri-Ed Distribution, Inc.
- Universal Battery Corp.
- Vanco Protection Services

### Houston Gulf Coast Alarm Assn.

- 4m Security Systems
- A.M. Emery, LP
- Access & Video Integration
- Adi
- Adt - Tyco
- Advantage Security Access, Inc.
- Alarm Discount, Inc.
- Alarm Masters
- Alarm Response, Inc.
- Alarms Unlimited
- Alarmtechs, Inc.
- Alert Alarms, Inc.
- A-Link Security
- All-Safe & Sound, Inc.
- Ascot, Inc.
- Asg Alarm Security Group
- Atlas Alarms
- Benco Systems, Inc.
- Best Lock Corp.
- Bg Systems, Inc.
- Brinks Home Security, Inc.
- Burt, Barr, & O’Dea, Lp
- Carey & Associates, Inc.
- Cds Security Systems, Inc.
- Centurion Alarm Services
- Chubb Security
- Condumex Wire
- Counterforce Usa, Lp
- Crapitto’s Cucina Italiana
- D Square Systems
- D & N Services
- Danna Alarms
- Datasmart
- Detection Systems
- Dixie Electronic Controls
- Dsc
- Dss Security, Inc.
- El Dorado Insurance Agency
- En-Touch Alarms
- Fisk Electric

### South Texas Alarm Assn.

- ADI
- American Security
- AUS Security
- Dispatch Center, Ltd.
- Gilitz Alarms
- Guadalupe Valley Security
- Guardian Security
- Intruder Alert
- Kerrville Telephone Security
- Lifelink Security
- Medina Valley Security
- Mission Security
- Richardson Electronics
- SGI, dba TSS
- Security One, Inc.
- United Central Control
- Vance, Inc.

*Continued on Page 27*
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Fax: 512-926-2464
Email: adi-austin@adi-dist.com

**ADI - HOUSTON**
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Suite 100
Houston, TX 77040
713-861-9418
Fax: 713-861-9966
Email: adi-houston@adi-dist.com

**ADI - DALLAS**
12880 Valley Branch Lane
Farmers Branch, TX 75234
972-402-8612
Fax: 972-406-1431
Email: adi-da@adi-dist.com

**ADI - SAN ANTONIO**
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Advanced Motion-Tracking Camera Developed

A University of Rhode Island researcher has made reliable, round-the-clock home surveillance easier and less expensive, thanks to a technology he developed that can automatically track moving objects in real time. Using low-cost, commercially available hardware, the Automatic Image Motion Seeking, or AIMS, camera follows a moving object and keeps the target at the center of the field of view. "This camera has broad impact for security surveillance because it eliminates the need to have a full-time guard watching a video screen," said Ying Sun, URI professor of electrical engineering, who began developing the device in 2002. "It's one intelligence level above any other existing system, and we've found the right compromise between speed and accuracy."

The system also is inexpensive, according to Sun. The system can operate on a $30 Webcam as well as on more sophisticated equipment. Requirements are a motor-driven pan-tilt camera mount and a processor. The system could cost less than $300, according to Sun, making it ideal for many home uses. Because it can track movements, Sun believes that one AIMS camera can be as effective as several stationary cameras. At a rate of 15 frames per second, the camera analyzes images for any motion. Once a moving object is found, the camera feeds that information to the camera mount to begin tracking the objects as it moves. "We're working on adding 'behavior modifiers' to the system as well, so that once the camera identifies motion, it can be programmed to continue to track a given size, shape or color regardless of any other motion," Sun said. He also believes that a camera that can quickly track motion has a psychological effect on criminals. "If they see that the camera is following their movements, they may think that a security guard who is manually operating the camera is aware of their presence. It's likely that the criminal would then decide to go elsewhere."

In addition to property surveillance at places such as ATM machines, businesses, warehouses, factories and homes, the camera has applications for homeland defense, military uses, child monitoring, playground surveillance, border patrol and video conferencing, among others. The technology is based on an image-processing algorithm for real-time tracking. Because of the effectiveness and computational efficiency of the algorithm, the feedback control loop can quickly achieve reliable tracking performance, according to Sun. Video recording can be triggered by the presence of motions and stored on a computer hard disk; motions also can trigger an alarm or other security measures.

From Security Products ENews For more information visit Security Products magazine's Web site at http://www.secprodonline.com

Regional - Regular & Associate Members

HGCAA, Continued

Foresight Security Systems, Inc.
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Harris County Sheriff's Dept.
Harrison Alarm Service
Haws Burglar Alarm
Hilton & Associates
Hi-Tek Sound & Signal
Hometeam Security
Honeywell Protection Services
Houston Police Department
Hse Alarm Service
Infinity Security Group
Initial Security
Inter Star Systems, Inc.
Interactive Controls, Inc.
Intercontinental Security
Interlogix
IPI Security
J.M.R. And Associates
Key Electrical
Kingwood Cablevision, Inc.

Knight Security
LRG, Inc.
Mach 7 Security
Magnum Cable
Majestic Security Systems
Modern System Concepts, Inc.
Napco Security
National Alarm Computer Center
National Security Assoc-Training
New Stream Building Technologies
Omni Alarm Services
Onduty Systems, LP
Paradox
Pinkerton Security
Pollard Protection Service
Progressive Electronics, Inc.
Protection One
Ranger American Security
Richardson Electronics
Royal Protection Group
Sandollar Security Services
Scott Alarm Services, Inc.

Security Data & Cable Hq
Security Installation Services
Security One, Inc.
Security Specialists
Security Store, The
Security Sure Alarm Company
Sembera Security Systems, Inc.
Sonitrol - Houston
South Cross Specialties, Inc.
Sugar Creek Home Association
Texas Commission On Private Security
Texas Dept of Insurance
Texas Home Electronics
Texas Systems Supply
Timarron Partners, Inc.
Triangle Electronics Inc.
Turbo Communications, Inc.
Tutor Security
United Central Control
Victoria Communications Service
Visonic
Western Systems, Inc.

Capital Area Burglar and Fire Alarm Assn.

AAA Fire and Safety
ADI
Allsafe Security, Inc
Austin Fire and Security
Brinks Home Security
CSC
Granite Security
Hall Security
IR Security
J M Electronics
Master Burglar Alarm
Saber Security
Secure Comm
Strike Pro Tech
Timarron Partners
TSS
January 2004 started with a big bang here in South Texas. Our first meeting of the New Year was held on Tuesday, Jan. 13, and boy did we have an attendance. Notices were sent out to dealers on a couple or three email lists, and the FIRE guys really showed up. It is still up for debate as to whether they came to be part of the association or to see and hear Whitney Crahen, from the San Antonio Fire Dept. speak to us. (I think they came to hear Whitney)

Whitney did a fantastic job as usual. She brought the group up to speed on several issues of concern, and we are still hearing good reports from her presentation. Whitney spoke as to what the code says about Carbon Monoxide detectors and there was a lively discussion. South Texas Alarm Association is pleased and proud to call Whitney one of ours.

The group discussed banding together with the Houston Gulf Coast Alarm Association on a common project. J. D. Benfer, our TBFAA Vice President, told the group that the HGCAA has proposed that the STAA join them in defraying the cost of having an “upgrade” to the Alarm Sales/Monitoring Agreement that they had commissioned a few years ago. This was a vital part in the HGCAA attaining the membership level they have enjoyed the past several years. South Texas Alarm Assoc. took the information under advisement and will be able to vote on the expenditure of funds for this project at our next meeting. Should this be adopted, any member of STAA would have access to the new and improved contracts to be used without change by their companies. Many feel this would be a good project to get on board with the HGCAA with.

Roger Byrd brought to us the date of our next STAA Golf Tournament. It will be held on or about April 15, 2004. The format will be as last year, with an afternoon Tee time. We will be broadcasting more details on this as the time approaches. But all you golfers mark your calendar now, on or about April 15, STAA Golf in San Antonio.

Gary Dawkins, the TBFAA Training Director, ask that everyone consult the TBFAA website for the current dates and times of upcoming Training classes. He also mentioned that the TBFAA is in need of instructors to assist in teaching the various classes. If you have experience in teaching or leading groups, you should contact Brad Shipp or Gary Dawkins (on the TBFAA web site) and let them know of your interest. The Texas Board of Private Security must license all instructors for teaching before they can take any class schedule.

We encourage all dealers in the South Texas Area to contact us about becoming a part of the STAA. A note was in one of our emails we sent out on the January meeting about the ‘unseen’ benefit of the alarm associations. If you didn’t get the email, consider this. If there were no TBFAA, STAA, NTBFAA, HGCAA, every alarm dealer in Texas would be taking applications for a Licensed Electrician to work on their staff this year.
The bill that brought all the electricians in Texas under a state licensed instead of each city license, also was going to require that ALL electrical wire in Texas be ran by a licensed electricians. This would include your alarm wires, your telephone wire, your intercom wire, and your central vacuum wire. EVERY ELECTRICAL WIRE RUN BY A LICENSED ELECTRICIAN.

Of course this is not the case today, because the TBFAA and the local associations had a Lobbyist on staff in Austin that caught this bill, and had the wording changed to give an exemption to low voltage wiring. Except for this exemption we all would be in a world of hurt.

Now take a moment and contact your nearest Alarm Association, and ask how you can join so you can participate in a Professional Organization that looks out for the welfare of its members.

The South Texas Alarm Association will meet in Feb. on the 10th. If any dealer is in San Antonio on Feb. 10th, come on by Martha’s Mexican Restaurant located at SH 281N and Thousand Oaks. We gather at 11:30 a.m. and usually are out by 1:00 p.m.

Bill Parsley
STAA President
The NTAA holds CEU training classes on the third Thursday of the month, every other month, at ADI in Dallas. When you register for these courses, you can receive the required 8-hours of CEU's in one day! For further information, please contact Kathleen Schraufnagel at 972.871.3807.

The Getaway

A man walked into a Topeka, Kansas Kwik Shop and asked for all the money in the cash drawer. Apparently, the take was too small so he tied up the store clerk and worked the counter himself for three hours until police showed up and grabbed him.

Something to Think About

If the police arrest a mime, do they tell him he has the right to remain silent?

-- George Carlin

The End Of The Kindler, Gentler IRS?

Continued from page 19

* Less intrusive audits - Instead of the old "line-by-line" examination approach, the IRS will gather more information beforehand from agency records and focus only on selective parts of returns. If you would rather have a time intensive "line-by-line" audit, just go down to the IRS without your tax advisor and answer one of their seemingly friendly questions wrong.

* Calibration audits - These will be similar to the old "line-by-line" audits in that they will check each line of the return, but in major change from earlier programs, taxpayers will not be required to provide line-by-line substantiation. Again, take along your tax advisor as this process may not be nearly as pleasant as it seems.

The IRS took a lot of heat from Congress a few years ago. While they have been focusing on being a more customer friendly organization, some taxpayers have taken advantage of the situation. The slow economy is forcing them to focus on their mandate which is collecting taxes. During the next few years, they will be concentrating on people who have grossly abused the system. Unfortunately, the methods that they will use to identify these people may inadvertently mean that you will cross paths with the audit division. Now is the time to consult with your tax advisor to ensure that you don't send up any "red flags".

Information provided by Mitch Reitman, a CPA and Qualified Alarm Company Manager. He is a Principal with Security Industry Capital Consulting and can be reached at 817-698-9999.
<table>
<thead>
<tr>
<th>Month</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>February</td>
<td>05-06 Level 1- ADI- Farmers Branch - Dallas</td>
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<td></td>
<td>10 STAA Membership Mtg. -Martha's Mexican Rest., San Antonio</td>
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<td>13 HGCAA Membership Meeting- Crappitos Rest., Houston</td>
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<td>13 TXBFAA Board Meeting- Crappitos Restaurant, Houston</td>
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<td>14 Valentines Day</td>
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<td>15 Presidents Day</td>
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<td>17 Fire Prep Class - SGI - San Antonio</td>
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<td>18 NTAA Membership Meeting- Dallas</td>
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<td>19 NTAA CEU Training- ADI- Farmers Branch</td>
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<td>19 CABFAA Membership Meeting- ADI- Austin</td>
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<td>March</td>
<td>05 Fire Prep Class- ADI- Houston</td>
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<td>09 STAA Membership Mtg.-Martha's Mexican Rest., San Antonio</td>
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<td>12 HGCAA Membership Meeting, Crappitos Restaurant, Houston</td>
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<td>17 NTAA Membership Meeting- Dallas</td>
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<td>17-21 NSCA Conference- Las Vegas</td>
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<td>28-30 NBFAA Meetings- ISC West Show- Las Vegas</td>
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<td>19-21 NSCA Exhibits- Las Vegas</td>
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<td>25-26 Level 1- SGI- San Antonio</td>
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<td>30 ISC West Show- Las Vegas</td>
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<td>April</td>
<td>01-02 ISC West Show - Las Vegas</td>
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<td>09 HGCAA Membership Meeting, Crappitos Restaurant, Houston</td>
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<td>11 Easter Holiday</td>
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<td>12 Fire Prep Class, SGI - San Antonio</td>
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<td>13 STAA Membership Mtg.-Martha's Mexican Rest., San Antonio</td>
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<td>15 NTAA CEU Training, ADI- Farmers Branch</td>
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<td>21 NTAA Membership Meeting</td>
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<td>21 TXBFAA Board Meeting- Dallas</td>
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<td>22-23 Level 1- SGI- El Paso</td>
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<td></td>
<td>26-30 FARA Annual Conference, Bloomington, MN</td>
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<tr>
<td>May</td>
<td>07 Fire Prep Class, ADI- Farmers Branch - Dallas</td>
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<td>09 Mother's Day Holiday</td>
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<td>19 NTAA Membership Meeting</td>
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<td>20 CABFAA Membership Meeting- ADI- Austin</td>
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<td>20-21 Level 1-Corpus</td>
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<td>23-26 NFPA Exhibits &amp; Conference Salt Lake City</td>
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<td></td>
<td>31 Memorial Day Holiday</td>
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</tbody>
</table>

**Capital Area Burglar and Fire Alarm Assoc.**

Capital Area Burglar and Fire Alarm Association  
P.O. Box 14791  
Austin, Texas  78761

**Upcoming Training**

* Silent Knight, Brian Griffin - Fire Alarms - December 18, 2003

**WTAA Board**

<table>
<thead>
<tr>
<th>Role</th>
<th>Name</th>
<th>Company/Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>President</td>
<td>Sharon Drury</td>
<td>Prewire of El Paso</td>
</tr>
<tr>
<td>Vice President</td>
<td>Todd Roberts</td>
<td>Pro Tech Alarms</td>
</tr>
<tr>
<td>Secretary</td>
<td>Paul Ochoa</td>
<td>Miner Tech/ADT</td>
</tr>
<tr>
<td>Treasurer</td>
<td>Otto Maser</td>
<td>Maser Alarms</td>
</tr>
</tbody>
</table>

**CABFAA General Membership meetings are held on the Third Thursday of the middle month of each quarter (i.e.: February, May, August, November).**

*They will be at the ADI Branch office 8200 Cross Park Drive, Ste. B, Austin, Texas, from 11:30 a.m. to 1 p.m.. The CABFAA Board will meet monthly at the same location.*

**WTAA**

West Texas Alarm Association

**“Now that Texas dealers have a choice to belong to TBFAA and/or NBFAA we all face a challenge to grow. Our effectiveness to face the non response advocates and to continue to improve how we are regulated is enhanced with each member we add.”**

Chip Bird, TBFAA President
Alarm Installation and Monitoring Companies:

You protect your customers from fire and theft, but...

Who's Protecting You?

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- Prompt Quotes Provided
- Guaranteed Timely Insurance Filings
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Email: specialist@eldoradoinsurance.com

Conveniently submit our Alarm Installer Questionnaire or generate Certificates of Insurance anytime from our Website at www.eldoradoinsurance.com.

TBFAA
P.O. Box 59982
Dallas, TX 75229

Change Service Requested