Register Today for the TBFAA Annual Convention!
Sheraton Brookhollow in Houston Selected as Site.

Be sure to join us for the TBFAA Annual Convention which will be held at the Sheraton Brook Hollow Hotel (see page 15) in Houston on Friday October 24th and Saturday October 25th. On Sunday October 26th TBFAA and the Houston Gulf Coast Alarm Association will hold a joint golf tournament (See page 18)

Members will vote on several bylaw changes and for the candidates of their choice at the Annual Meeting on Saturday. (See pages 3 & 6)

Education opportunities at this years conference will include a Level 1 class, the leadership forum, eight hours of sales and management training. (See page 13)

Our revamped trade show will include space for additional exhibitors, free drinks and refreshments and an opportunity for each attendee to win valuable door prizes.

On Saturday evening we will try something new - Dine-A-Rounds. At registration we will have sign up sheets for various restaurants and our members will be able to join a group of fellow members for no host dining at the restaurant of their choice.

Don’t delay please register today for the Annual Conference. See page 16 for a full schedule and page 17 for a registration form.
Professional monitoring services for alarm professionals.

Southwest Dispatch Center, L.P.  
254 E. Arapaho Rd. Suite 180  
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www.southwestdispatch.com
How To Prepare for Success!

A discovery is said to be an accident meeting a prepared mind.
Albert von Szent-Gyorgyi (1893 - 1986)

This year’s annual convention gives you a chance to succeed. With opportunities for education, a chance to see the best vendors and suppliers and a chance to swap stories of your successes and failures with the best in your industry, the convention can not help but improve your chance for success.

No one knows the challenges you face each day better than your fellow security dealer. Meeting the payroll, attracting and retaining the best staff, pricing the jobs for profit and finding creative financing are all challenges that each of us face each day.

If you want to avoid the same mistakes that others have made and share in the success of the most accomplished dealers you have to network with them - the convention is your chance.

TBFAA members will have a chance to vote on critical bylaw amendments and to select next year’s leaders. Everyone will have the chance to voice opinions on the association and the industry and get the latest updates on both.

Don’t miss this year’s convention because as Woody Allen say “Eighty percent of success is showing up.”

Rex Adams

Candidates for Election

For President

JD Benfer- JD of Dispatch Center, Ltd, is currently serving as Vice President of TBFAA. He is a past President of STAA.

Chip Bird- Chip of Southwest Dispatch Center, now serves on the TBFAA board as President of NTAA.

For Vice President

JD Benfer- JD of Dispatch Center, Ltd, is currently serving as Vice President of TBFAA. He is a past President of STAA.

Chip Bird- Chip, of Southwest Dispatch Center, now serves on the TBFAA board as President of NTAA.

Brian McKinney- Brian, of Infinity Security Group, Inc., now serves on the TBFAA board as President of HGCAA.

For Secretary

Jan Wisdom- Jan, of Diversified Alarm Systems, is currently serving as Secretary of TBFAA and NTAA.

For Treasurer

Malcolm Reed- Malcolm of Knight Security Systems, Inc., is currently serving as Treasurer and Legislative Chairman of TBFAA. He is a past president of TBFAA and NTAA.

For Training Director

Gary Dawkins- Gary, of American Security Alarms, Inc. is currently serving as Training Director of TBFAA and on the Education Committee of NBFAA.

For Membership Director

Chris Russell- of Amazon Alarm Systems, Inc. is currently serving on the board of the NTAA.
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 TBFAA is a Charter Chapter of the National Burglar and Fire Alarm Association, Inc.

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

For Advertising Information:
TEL: 877-908-2322
FAX: 877-908-2522

Brad Shipp, Editor

Submitted articles contained in this newsletter are the expressed opinions of the authors and do not necessarily reflect the opinions of the Officers, Directors, and Members of the TBFAA. The publisher of this magazine is not responsible for any errors or omissions in advertising or other advertising matters.

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210-247-0035 fax

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Austin, Texas 78723
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512-453-4866 fax
Branch Mgr.- Dave Cabrera

TSS Dallas
2639 Electronic Lane #101
Dallas, Texas 75220
214-350-2284 phone
214-350-5823 fax
Branch Mgr.- Joel Shewry

SGI El Paso
11237 Pellicano, Ste. G
El Paso, Texas 79935
915-593-9600 phone
915-593-9603 fax
VP Sales & Customer Relations- Matt Green

TSS Houston-Central
600 N. Shepherd # 101
Houston, Texas 77007
713-864-9255 phone
713-864-2838 fax
Branch Mgr.- Chris Symmank

TSS Houston-North
789 Bradfield
Houston, Texas 77060
281-931-6460 phone
281-931-9144 fax
Branch Mgr.- David Golden

SGI Oklahoma City
Meridian Business Center Bldg. 2
4309 SW 21st Street
Oklahoma City, OK 73108
405-680-9595 phone
405-680-9550 fax
Branch Mgr.- Robby Russell

TSS San Antonio
500 Sandau Ste #400
San Antonio, Texas 78216
210-377-3147 phone
210-377-3149 fax
Branch Mgr.- Aaron Vaughan

---

Taking Care of Texas & Oklahoma!

Your wholesale provider for:

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- Napco
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- CCTV, Cable, Wire,
- Security/Fire Alarm Accessories
First Set of Proposed Amendments

**Intent:**

To eliminate the requirement that TBFAA members join NBFAA in order to join TBFAA and allow TBFAA to change it's affiliation with NBFAA to Affiliated Alarm Association (AAA).

**Impact of TBFAA Going AAA**

* TBFAA Membership is likely to increase.
  * Because members can choose to join only the TBFAA at a lower rate the hundreds of members of regional associations that have not joined TBFAA would be more likely to join.
  * The Alarm Association of Florida increased its membership by over 200 after becoming a AAA.
  * The majority of students who now take classes as non members would be more likely to join at the lower TBFAA only rate.
* NBFAA membership in Texas is likely to decrease.
* Support of TBFAA from NBFAA may decrease.

**Proposed Language**

**ARTICLE II**

**MEMBERS AND NON-MEMBERS**

Sec. 2:1. Classes of Members and Non-Members.

The Members and Non-Members of the Corporation shall be divided into five (5) classes: Regular Member, Associate Member, Individual Member, Honorary Member, and Subscriber Non-Member. Regular Members must be active members in good standing of both the Corporation and the National Burglar and Fire Alarm Association (hereinafter referred to as “NBFAA”). Associate Members, Individual Members, and Subscriber Non-Members must be in good standing with the Corporation.

A. **REGULAR MEMBERSHIP**

Regular membership shall be open to any business entity licensed by the State of Texas, which shall meet the following requirements:

1. Have as its major activity the security and/or fire alarm business, including the installation, servicing, selling, consulting services, or monitoring of electronic alarm systems; and
2. Be licensed in the State of Texas with either or both of the following licensing agencies:
   a) Texas Commission on Private Security, and/or
   b) the State Board of Insurance Office of the Fire Marshall
3. Be willing and agree to conduct their business in accordance with the Code of Ethics of the Corporation and the NBFAA; and
4. Pay to the Corporation the required dues as set forth in these By-laws; and
5. Be a current member with the NBFAA, and
6. Be sponsored by one (1) Regular Member, or Associate Member in good standing, and be approved by the Board of Directors; and
7. Be willing to contribute personal time for the betterment of the Corporation as further detailed herein.

Continued on page 7
Second Set of Proposed Amendments

Intent:

To eliminate the subscriber class of TBFAA membership that allowed members to join and receive the newsletter and TBFAA training at member rates without voting privileges or NBFAA membership discounts.

Impact of Eliminating the Subscriber Class of Membership

TBFAA currently has no Subscriber members. The existence of this category if well known could discourage full participation in the TBFAA by potential members. The newsletter is currently provided to all Texas companies so the major benefit of this category is discounts on training. The time effort and funds of the Members are used to develop and maintain the training classes. Subscriber member who pay a lower fee are receiving the same member discounts as those who have joined and paid at regular member rates.

Proposed Language

ARTICLE II
MEMBERS AND NON-MEMBERS

Sec. 2:1. Classes of Members and Non-Members.

The Members and Non-Members of the Corporation shall be divided into five (5) classes: Regular Member, Associate Member, Individual Member, Honorary Member, and Subscriber Non-Member. Regular Members must be active members in good standing of both the Corporation and the National Burglar and Fire Alarm Association (hereinafter referred to as “NBFAA”). Associate Members, [and] Individual Members, and Subscriber Non-Members must be in good standing with the Corporation.

E. SUBSCRIBER

Subscriber has a Non-Member status with Corporation. Subscriber is a company engaged in the selling, servicing, installing, consulting service, and monitoring of alarm systems with five (5) or less employees. Subscribers must be licenced with the Texas Commission on Private Security and/or the State Board of Insurance Office of the Fire Marshall. Subscriber shall have no voting rights, or hold office in the Corporation. Subscriber will not be eligible for any discounts through the NBFAA. Subscriber will be allowed to attend meetings, receive Corporation Newsletter, and receive training through the Corporation, at member pricing. Subscriber will also meet the following requirements:

1. Pay to Corporation the required Corporation Newsletter subscription fee; and
2. Be sponsored by one (1) Regular Member or Associate Member in good standing, and be approved by the Board of Directors.

Third Set of Proposed Amendments

Intent:

To eliminate the requirement that directors be removed automatically based on absence and give the board of directors the ability to deal with each situation on a case by case basis.

Impact

The change will allow the board to make a change if it is in the best interest of the association. Due to distances involved in attending meetings it can be a hardship for some directors. This change will allow some degree of contact with a region until a representative can be found who will be able to regularly attend meetings.

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 Rex Adams, 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 $84,000 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.

TBFAA PAC Contributors

Bobby J. Hensley
Brad Shipp
Chris Russell
Christopher Geymuller
Henry Homrighaus
James Jung
John A. Bird, Jr.
Kathleen M. Schraufnagel
Kenneth S. Phillips
Lynn I. Newman
Malcolm R. Reed
Martina Croslin
Nathan A. Bryant
Pamela Elliott
Ramon C. Hill
Randy Keyes
Rex E. Adams
Richard K. Vick
Stephen R. Hudgins
Theresa A. Jackson
Tommy Henson
Vance Corso
Walter Tutor

TBFAA Political Action Committee

The TBFAA PAC supports the mission of TBFAA by making contributions to elect candidates for public office.

Contributions or gifts to the TBFAA PAC are not tax deductible.

Help us promote public safety and security in Texas by contributing today.

Contributions to the PAC must be made by personal check to:

TBFAA PAC
PO Box 59982
Dallas, TX 75229
Third Set of Proposed Amendments- Continued

Proposed Language

Sec. 3:5. Removal from Office.
Board of Directors may be removed for cause as follows:

A. At any special or annual meeting of Regular and Associate Members by the affirmative vote of seventy-five percent (75% of the members present in person, or by proxy at such meeting, and entitled to vote for the election of such Board of Director, provided, however, that notice of intention to act upon such matter has been given in the notice calling such meeting; or

B. Automatically when any Director or Officer is absent or misses three (3) consecutive Board of Directors meetings, then that position shall be considered a vacancy, and may be filled in accordance with these Bylaws.

Fourth Set of Proposed Amendments

Intent:
To adjust the regions specified in the bylaws to include and specify all of counties in Texas.

Impact
We recently completed a full listing of all counties and are now able to spell out the assignment of each county to a region.

Proposed Language

Sec. 3:1. Composition; Number.
The Board of Directors shall consist of the following:

A. The Officers of the Corporation shall consist of the President, Vice President, Secretary, Treasurer, and the Immediate Past President.

B. Directors shall consist of the following:

1. Each Region shall have one (1) Director. Regions shall be designated as follows:


Continued on page 13
TBFAA Level One
Thursday ~ October 23, 2003 and Friday ~ October 24 ~ 8am to 5pm
This training program, provided by TBFAA, is a certified training program approved by the Texas Commission on Private Security (TCPS), License #0104. This course meets TCPS's requirements for installers and salespersons and provides an overview on the theory, installation and maintenance of alarm systems. Visit www.tbfaa.org to register.

Management Seminar (4 CEU’s)
Friday ~ October 24 ~ 10am ~ 4pm
BACK BY POPULAR DEMAND - Steve Rubin of Security Associates will present information and practical tools to make each manager’s job easier and more efficient.

Do You Know What Your Insurance Really Covers?
Friday ~ October 24 ~ Noon ~ 1pm
Insurance and legal experts, including Jeff O’Dea of Burt, Barr & O’Dea, Bob Ring of El Dorado Insurance and Tom Stewart of Tom Stewart Insurance will show you how to ensure that you are properly insured.

Texas Alarm Industry Leadership Forum
Friday ~ October 24 ~ 1pm ~ 4pm
Hear a keynote address from Col. Thomas A. Davis, Jr., Director of the Texas Department of Public Safety. Meet industry leaders and government officials and learn the latest about your industry, ask questions and make suggestions about your association.

Sales Management Class (3 CEU’s)
Saturday ~ October 25 ~ Noon ~ 3pm
Industry expert Henry Homrighaus of SGI will present an informative overview on sales and sales management.

Ethics Class (1 CEU)
Saturday ~ October 25 ~ 3pm ~ 4pm
JD Benfer of Dispatch Center, Ltd and Henry Homrighaus of SGI will teach this critical class. Get updated on ethical issues and you will receive one (1) CEU!

Compliance Class (1 CEU)
Saturday ~ October 25 ~ 4pm ~ 5pm
Learn what every manager needs to know to stay in compliance with The Texas Commission on Private Security. Developed by J.D. Benfer with the assistance of the licensing division of T.C.P.S., learn where most companies run into trouble and how to avoid fines and suspensions.
New Addresses and Phone Numbers
Take note of the new addresses and phone numbers listed above.

Renewal Notices On Web
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.

Notice From the Texas Commission on Private Security Subscription Fee on Individual Renewals
Effective July 1, 2003 a subscription fee will be added to the renewal fee on an individual renewal. The subscription fee will be used to defray the cost of development to allow individual renewals to be accomplished on line through TexasOnLine. The subscription fee is as follows:

- On renewals from $20 to $25 the fee will be $3.
- On renewals from $50 to $100 the fee will be $5.

On any renewals submitted after July 1, 2003 please be sure to include the new subscription fee. The subscription fee is applied on all individual renewals regardless of whether or not you renew through TexasOnline.

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!
Proposed Bylaw Amendments

Fourth Set of Proposed Amendments -Continued


Fifth Set of Proposed Amendments

Intent:
To allow the President with the approval of the Board to invite a person to serve on the Board who can be of benefit to the Association.

Impact of Director Emeritus

Can add additional and valuable perspectives, to round out the Board of Directors. Since the Director Emeritus will not have a vote it will not effect the number of votes on the board.

Proposed Language

Sec. 3:1. Composition; Number.

The Board of Directors shall consist of the following:

A. The Officers of the Corporation shall consist of the President, Vice President, Secretary, Treasurer, and the Immediate Past President.

B. Directors shall consist of the following:

[6. The President upon approval of a majority vote of the Board of Directors may appoint one or more persons who in their opinion can make a positive contribution to the leadership of the association, to serve as Director Emeritus. The Director Emeritus will not have a vote but will have the right to fully participate in the discussion and deliberations of the board, will not count toward the establishment of a quorum and will serve until the term of the President expires. A Director Emeritus may be reappointed for additional terms at the discretion of the President and the Board.]
National News

ISC Loves New York

ISC East is heading back to New York, N.Y., after two years in Orlando, Fla., and Washington, D.C., respectively. Scheduled for Nov. 2-4, 2004, at the Jacob Javits Convention Center, the event - entitled ISC NY - the National Summit on Security - will once again bring security dealers back to The Big Apple, which hosted the popular ISC event for 30 years before heading down south.

The two-year hiatus from New York began at the last ISC East show held in New York (August 2001), when Reed Exhibitions, the show organizer, and its ISC Expo events sponsor, the Security Industry Association (SIA), announced a rotating schedule for the event.

Homeowner sues Ace Alarms for $1.2 million

Reprinted from THE SSN NEWSWIRE 9/4/03 By Derek Rice

ANTIOCH, Tenn. - Ace Alarms Inc. faces a lawsuit in conjunction with a fire that destroyed a customer’s home last Christmas Eve.

The lawsuit alleges that Ace failed to properly install and monitor a security system that included fire detection equipment at the customer’s home, according to Russell Morgan of Boult, Cummings, Connor and Berry, who is representing the couple, Charles and Kathleen Lico.

The lawsuit, filed last month, states that “total destruction of the home and property could have been avoided” had Ace provided the fire detection the Licos claim they paid for. The Licos seek $1.2 million in damages from Ace.

Ace doesn’t dispute that its system failed to alert the couple to a fire at their home, said Thomas Lundborg, president of Ace Alarms. What Ace does dispute is whether the Licos had requested fire detection as part of the system Ace installed at their home in 1991. Ace upgraded the system in 1999.

Lundborg said he tried at the time to persuade the couple that fire detection would be as valuable, if not more so, than a burglar alarm, to no avail.

The Licos have also filed a lawsuit against their insurance carrier, Nationwide Mutual Fire Insurance Co., in which they seek $400,000.

Read more about this story in the October issue of Security Systems News.

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

EL DORADO INSURANCE AGENCY, INC.
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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.
The Sheraton Houston Brookhollow Hotel is located 3000 North Loop West, Houston, Texas 77092. Just 5 minutes from the Galleria at the Junction of 290 and 610 (Junction 30). The hotel is convenient to George Bush Intercontinental Airport and 35 minutes to Hobby Airport.

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* Single or Double $69 per night
* Single or Double- Club Level $89 per night

GUEST ROOMS & AMENITIES
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* Alarm Clock
* Cable Channels
* Cribs Available
* Telephone w/Data Port & Voicemail
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* Handicap Accessible Rooms Available
* In-Room Movies
* Iron/Ironing Board
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* Radio
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* Rollaway Beds Available
* Suites Available

HOTEL SERVICES
* Free Parking
* 24-Hour Front Desk
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* Concierge Service
* Fitness Facility
* Outdoor Pool
* Handicap Accessible Facilities
* Multilingual Staff
* Laundry Service
* Lounge
* Luggage Storage
* Pets Allowed (Restrictions May Apply)
* Room Service
* Safe Deposit Boxes
* Smoke Detectors
* Wake-up Service Available
* Whirlpool/Hot Tub

RESTAURANTS & LOUNGES
Big Bend Bar
* Setting: Casual
* Hours: 3PM-12AM

Lobby Lounge
* Hours: 3PM-10PM

Cimarron Restaurant
* Cuisine: Southwestern
* Setting: Casual

LOCAL AREA
* Northwest Mall - 1 Miles
* Ikea Store - 2 Miles
* Galleria Mall - 3 Miles
* Richmond Strip (Restaurants & Clubs) - 5 Miles
* Memorial Park - 5 Miles
* Greenway Plaza - 7 Miles
* Reliant Stadium - 9 Miles
* Minute Maid Park - 10 Miles
* Rice University - 10 Miles
* HP Pavilion - 10 Miles
* Museum of Fine Arts - 12 Miles
* IMAX Theater - 12 Miles
* Houston Museums - 12 Miles
* Museum of Natural Science - 12 Miles
* Bear Creek Park - 15 Miles
* Six Flags AstroWorld - 15 Miles
* Astrodome - 15 Miles
* Herman Park Zoo - 15 Miles
* Bayou Bend Gardens - 15 Miles
THURSDAY ~ OCTOBER 23, 2003

8am to 5pm  TBFAA Level One

This training program, provided by TBFAA, is a certified training program approved by the Texas Commission on Private Security (TCPS), License #0104. This course meets TCPS’s requirements for installers and salespersons and provides an overview on the theory, installation and maintenance of alarm systems. Visit www.tbfaa.org to register.

FRIDAY ~ OCTOBER 24, 2003

8am to 5pm  TBFAA Level One

Second day of two day class

9am to 9pm  Registration Table Open

10am ~ 4pm  Management Seminar (4 CEU’s)

BACK BY POPULAR DEMAND - Steve Rubin of Security Associates will present information and practical tools to make each manager’s job easier and more efficient.

Noon ~ 1pm  Do you Know What Your Insurance Really Covers?

Insurance and legal experts, including Jeff O’Dea of Burt, Barr & O’Dea, Bob Ring of El Dorado Insurance and Tom Stewart of Tom Stewart Insurance will show you how to ensure that you are properly insured.

1pm ~ 4pm  Texas Alarm Industry Leadership Forum

Hear a keynote address from Col. Thomas A. Davis, Jr., Director of the Texas Department of Public Safety. Meet industry leaders and government officials and learn the latest about your industry, ask questions and make suggestions about your association.

4pm ~ 9pm  Annual Vendor Trade Show & Presidents Reception

Enjoy food and drink and network with your fellow dealers to see the latest products from the finest vendors. Valuable prizes will be awarded to attendees.

SATURDAY ~ OCTOBER 25, 2003

7:30 am to 4pm  Registration Table Open

8am ~ 11am  Annual Meeting & Breakfast

Get updated on your association, vote on bylaw changes, help elect your officers for the coming year and hear an report from Ron Kessler, our advocate in Austin, on the challenges for next years legislative sessions.

Noon ~ 3pm  Sales Management Class (3 CEU’s)

Industry expert Henry Homrighaus of SGI will present an informative overview on sales and sales management.

Noon ~ 2:30pm  Board Meeting

Watch your newly elected board in action

3pm ~ 4pm  Ethics Class (1 CEU)

JD Benfer of Dispatch Center, Ltd and Henry Homrighaus of SGI will teach this critical class. Get updated on ethical issues and you will receive one (1) CEU!

4pm ~ 5pm  Compliance Class (1 CEU)

Learn what every manager needs to know to stay in compliance with The Texas Commission on Private Security. Developed by J.D. Benfer with the assistance of the licensing division of T.C.P.S., learn where most companies run into trouble and how to avoid fines and suspensions.

6pm  Dine A Rounds

Sign up to go to local restaurants with group of your fellow dealers for fun, food and drink

SUNDAY ~ OCTOBER 26, 2003

7:30am  Annual Golf Classic ~ Shotgun Start

Separate Registration Required (See page 18)
TBFAA Annual Meeting Registration Form

(Please Print or Type a Form for EACH attendee)

Name ____________________________________________________
Company _________________________________________________
Address __________________________________________________
City ___________________________ ST _______ Zip ____________
Social Security Number (If CEUs are Desired) ___________________

CHECK EACH EVENT YOU PLAN TO ATTEND

<table>
<thead>
<tr>
<th>Event</th>
<th>Cost</th>
<th>Will Attend</th>
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<tr>
<td>Thursday 10-23</td>
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<td>Level 1- Separate registration required</td>
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<td>Management Seminar</td>
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<td>Leadership Forum</td>
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<td>Trade Show &amp; Reception</td>
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<td>Saturday 10-25</td>
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<tr>
<td>Annual Meeting &amp; Breakfast</td>
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<td>Sales Management Class</td>
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<td>Board Meeting Lunch</td>
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<td>Ethics Class</td>
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<tr>
<td>Dine A Rounds</td>
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<td>Golf</td>
<td>Separate Registration</td>
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TOTAL COSTS

Management Seminar (§50 per person) $ ____________
Sales Management Class (§20 per person) $ ____________
Ethics Class (§10 per person) $ ____________
Breakfast (§25 per person) $ ____________
Sponsorship(s) (See above) $ ____________
Total Due $ ____________

PAYMENT INFORMATION: ____ Check enclosed   Check # ____________

FOR CREDIT CARD CHARGES: (Circle One) Visa MasterCard Discover American Express

Card Number ________________________________ Exp. Date ____ / ____
Cardholder Name _______________________________________________________
Address ____________________________________________________________________
City, State & Zip Code ______________________________________________________
Cardholder Signature ______________________________________________________

For FREE ADMISSION to exhibits and to have your badge ready to pick up at the registration desk, Mail or Fax to:
TBFAA
P. O. Box 59982
Dallas, TX 75229
Fax: (877) 908 - 2522

SPONSORSHIPS-
We would like to sponsor the following:

____ Workshops & Speaker Expenses $400
____ Leadership Forum Refreshments $200
____ Annual Meeting & Breakfast $400
____ Saturday Breaks & Refreshments $200
____ Board Luncheon $200
TBFAA Annual Golf Classic

Cosponsored by TBFAA and the Houston Gulf Coast Alarm Association

Entry Fee: $100 per person
(includes green fees, cart, practice balls and lunch)

Player 1 (Contact)_________________________
Company_______________________________
Address_________________________________
City/State/Zip____________________________
Phone_____________________
Handicap or Avg. Score __________

Player 2_________________________________
Handicap or Avg. Score __________

Player 3_________________________________
Handicap or Avg. Score __________

Player 4_________________________________
Handicap or Avg. Score __________

Fees

19th Hole Sponsor @ $1000 $________
Platinum Sponsor @ $650 $________
Gold Sponsor @ $450 $________
Silver Sponsor @ $300 $________
Bronze Sponsor @ $175 $________
and/or
Total Golfers @ $100 ea. $________

Total Enclosed (payable to TBFAA) $________

_____ Check Enclosed

WANTED
Tournament Sponsors

Help us defray costs of the tournament and have your company recognized at the same time!

SPONSOR LEVELS

19TH HOLE SPONSOR   $1000
(Banner and 4 Golf Entries)

PLATINUM SPONSOR   $650
(Sign and 4 Golf Entries)

GOLD SPONSOR   $450
(Acknowledgement and 3 Golf Entries)

SILVER SPONSOR   $300
(Acknowledgement and 2 Golf Entries)

BRONZE SPONSOR   $175
(Acknowledgement and 1 Golf Entry)

NAME AS IT SHOULD APPEAR ON SIGN:

____________________________________

Mail or fax registration & entry fee to:
TBFAA
P.O. Box 59982
Dallas, TX  75229
Fax: 877-908-2522

Questions? Call Brad Shipp at 877/908-2322

FOR CREDIT CARD CHARGES: (Circle One)     Visa   MasterCard   Discover   American Express

Card Number ____________________________   Exp. Date ____ / ____
Cardholder Name _________________________________
Address _______________________________________
City, State & Zip Code _______________________________________
Cardholder Signature _______________________________

Cosponsored by TBFAA and the Houston Gulf Coast Alarm Association

Sunday, Oct. 26, 2003
7:30 am Shotgun Start
Longwood Golf Club
13300 Longwood Trace
Cyprus, Texas · Phone: 281 / 373-4100
If you're looking to expand your security business with new products and services, one of the best opportunities today is central vacuum systems. This low voltage solution has little competition and enormous potential.

Central vats are standard in almost every new house built in Canada, yet less than 10% of the over one million new houses built last year in the U.S. had a central vac installed. Most homeowners here are not aware that it's available and even if they know just a little bit about the system, they believe it's too expensive.

Not Just for the Rich

You can change those perceptions. Central vacuums are not just for the rich. A growing market is emerging to provide smaller homes with affordable central vacuum units too. Let's not forget, central vacuum can also be installed in existing homes. It’s another opportunity to offer your customers a custom solution that saves them time and effort.

Even better news: The opportunities are becoming even greater because of the way new houses are being built these days. Because of better insulation, there is less ventilation. Less air traps airborne pollutants, sealing them indoors. A recent study showed that houses these days trapped more allergens than those built 10 years ago. According to the Environmental Protection Agency, air quality inside a home can be two to five times worse than outdoor air.

Improve Air Quality

Unlike conventional vacuums that circulate dust, central vats can remove 100% of allergens from the living areas in homes. These systems out-clean traditional vacuums by up to three times as much, making even an older home much more comfortable.

The powerful central vacuum unit is usually positioned in an out-of-the-way place such as the garage, basement or utility room. The homeowner only carries the hose and attachments. Central vacuum units pack enough power to pick up even the most microscopic particles, including dust mites, pet hair, dander, mold, pollen, and bacteria. The smallest allergens can be defeated on every surface in home-rugs, carpeting, bare floors, upholstery, blinds, drapes, ceiling fans and vents.

Four Basic Components

A central vacuum unit has four basic components: The power collection unit or canister; the PVC tubing or pipe, which typically comes in five, eight or ten-foot lengths; the inlet valves or wall plates that attach the hose to the pipe; and the vacuum hose and attachments.

Most manufacturers offer installation and sales training although adding central vac in new construction is fairly simple. You don't need to run pipe to every room because with a 30-foot vacuum hose, a homeowner can usually reach the entire upstairs from the one wall plate.

Relieve Misery- Open New Opportunities

You already offer your customers security solutions; now offer to relieve their misery caused by allergies with a central vacuum system. Their desire for a healthier and cleaner home environment will uniquely separate you from the competition and open new opportunities for your business.
Membership Application
Texas Burglar and Fire Alarm Association (TBFAA)
and National Burglar & Fire Alarm Association (NBFAA)

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
- **Access Control**
- **CCTV**
- **FM Approved**
- **Monitored Burglar Alarms**
- **Home Automation**
  - **IQ Certified**
- **Monitored Fire Alarms**
  - **Proprietary Alarms**
  - **UL Listed**
- **Local Burglar Alarms**
  - **Telephone Systems**
  - **Own a Central Station**
- **Local Fire Alarms**
  - **Security Guards**
  - **Provide Contract Monitoring**
- **Central Vacuum**
  - **Alarm Response**
  - **Structured Wiring**
- **Other Products or Services**

Official Primary Voting Representatives
- **Name**
- **Email**
- **Signature**
- **Title**
  - **Direct Phone or Extension**

Official Alternate Voting Representatives
- **Name**
- **Email**
- **Signature**
- **Title**
  - **Direct Phone or Extension**

* Upon signing the application and upon acceptance as a member of the TBFAA, the applicant is stating that they will abide by the Bylaws and the Code of Ethics of the TBFAA and they will support and participate in all the activities of the Association to the best of their abilities.

**Dues Owed**
- **Calculate based on reverse side of this form**

Payment Method (Select one)
- **Check**
- **Money Order**
- **MasterCard**
- **Visa**
- **Discover**
- **American Express**

Credit Card Holder Information (If Paying with a Credit Card)
- **Card number**
- **Expiration Date:**
- **Card Holder Name**
  - **Card Holder Signature**
- **Card Holder Address:**
- **Cardholder City, State and Zip**

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 11-05-02
TBFAA Membership Type (check only one)

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

Installing Dealer Regular Members must join NBFAA and TBFAA to join either.

<table>
<thead>
<tr>
<th>Number of Employees</th>
<th>Texas Dues</th>
<th>NBFAA Dues</th>
<th>Total Dues Per Month</th>
<th>Your Total Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-5</td>
<td>$150.00</td>
<td>$175.00</td>
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<td>$325.00</td>
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<tr>
<td>6-10</td>
<td>$300.00</td>
<td>$300.00</td>
<td></td>
<td>$600.00</td>
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<tr>
<td>11-15</td>
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<td>$700.00</td>
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<td>16-25</td>
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<td>26-50</td>
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<td>51-100</td>
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<tr>
<td>101-150</td>
<td>$450.00</td>
<td>$1925.00</td>
<td></td>
<td>$2375.00</td>
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<tr>
<td>151 and up</td>
<td>$450.00</td>
<td>$2525.00</td>
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<td>$2975.00</td>
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</table>

Each Additional Branch

<table>
<thead>
<tr>
<th>Texas Dues</th>
<th>NBFAA Dues</th>
<th>Total Dues Per Branch</th>
<th>Number of Branches</th>
<th>Your Total Dues</th>
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</thead>
<tbody>
<tr>
<td>$50.00</td>
<td>$225.00</td>
<td>$275.00</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

☐ Monitoring Only Dealers: Companies that monitor for the end user or for other dealers, but do not install systems have the option to join TBFAA as regular members or associate members. They can also join NBFAA as Regular Monitoring Company Members. They do not have to join both. Requires that members are licensed by the Texas Commission on Private Security and/or the State Board of Insurance Office of the Fire Marshall, and pay annual dues that are detailed herein for TBFAA. Full member benefits. Regular member dues:

<table>
<thead>
<tr>
<th>Number of Employees</th>
<th>Texas Dues</th>
<th>Your Total Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-5</td>
<td>$150.00</td>
<td></td>
</tr>
<tr>
<td>6-25</td>
<td>$300.00</td>
<td></td>
</tr>
<tr>
<td>26 and up</td>
<td>$450.00</td>
<td></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Texas Dues</th>
<th>NBFAA Dues</th>
<th>Total Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>$300.00</td>
<td>Contact NBFAA for NBFAA Associate Member rates and procedures</td>
<td></td>
</tr>
</tbody>
</table>

☐ Individual Membership: Requires that members are individuals active in the industry in which their respective firm (licensed by the 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 NBFAA or TBFAA membership discounts.

<table>
<thead>
<tr>
<th>Texas Dues</th>
<th>NBFAA Dues</th>
<th>Total Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>$75.00</td>
<td>Contact NBFAA for NBFAA Individual Member rates and procedures</td>
<td></td>
</tr>
</tbody>
</table>

☐ Subscriber: Requires that a company of five (5) or less employees, licensed by the Texas Commission on Private Security and/or the State Board of Insurance Office of the Fire Marshall, pay a newsletter subscription fee as detailed herein. Note: Subscribers are not entitled to vote and are not entitled to NBFAA membership discounts.

<table>
<thead>
<tr>
<th>Texas Fees</th>
<th>NBFAA Fees</th>
<th>Total Fees</th>
</tr>
</thead>
<tbody>
<tr>
<td>$100.00</td>
<td>NBFAA does not offer a newsletter subscription</td>
<td></td>
</tr>
</tbody>
</table>
GE Interlogix

GE Interlogix’s NetworX NX-8-CF integrated intrusion/fire system provides 48 zones of protection for fire and intrusion, and supports an array of accessories and modules, including cellular backup and door access control. It comes standard with eight hardwire zone inputs and four programmable outputs that can be set up to activate external devices during an alarm event. The system’s dedicated programmable notification appliance circuit outputs a temporal code and is individually silenceable.

ADEMCO Releases 5828V Wireless Voice Keypad

ADEMCO is pleased to announce the release of the 5828V Wireless Voice Keypad. A perfect add-on to a LYNX system, the 5828V saves dealers valuable time by offering the quickest, easiest installation of a secondary keypad. The 5828V is easy and inexpensive to install, with no wires to run. It mounts anywhere — on walls, tabletops and counters — and provides the flexibility and convenience of operating the system from anywhere in the home. The 5828V also speaks system status and zone information in plain English, and homeowners can use the built-in family message center to record and playback voice messages.

El Dorado Workers’ Compensation Safety Group Provides Dividend

TBFAA and El Dorado Insurance Agency are pleased to announce that members of their Workers’ Compensation Safety Group have earned a dividend for their safety performance for a second year! This is the only Safety Group of its kind licensed in the state of Texas, and it continually proves itself to be a great asset to the burglar and fire alarm companies who participate.

Ademco Transmitter -- For Dome cameras

The VT1500WDM-ADEMCO video transmitter and data receiver is designed for use in the ADEMCO RapidGold™ dome system. The unit mounts directly into the dome’s power-supply enclosure, replacing the traditional power, data and coaxial cable connection within the enclosure. The transmitter allows for simultaneous transmission of video and one-way control data over one multimode optical fiber, and the unit supports RS-422 data protocol for PTZ control. Additional features include a contact closure input and no external electrical connections.

---

**2002 TBFAA Annual Conference Exhibitors**

| Ademco Group- (800) 467-5875 | M & S Systems- (800) 366-6874 |
| Adi- (972) 402-8612 | National Alarm Computer Center- (817) 265-0040 |
| ADT Security Services, Inc.- (817) 589-2381 | Nova Internet Services, Inc.- (214) 904-9600 |
| CDTek- (972) 620-2729 | Rapid Response Monitoring, Inc.- (800) 932-3822 |
| Centex Home Team Security- (214) 696-1800 | Samsung CCTV- (972) 245-7333 |
| Corrigan Agency, Inc.- (800) 944-9254 | Securion Central Control- (800) 864-3131 |
| Digital Security Controls- (214) 632-7499 | Telular Corporation- (800) 229-2326 |
| GE Interlogix- (972) 745-2764 | Texas Systems Supply, Inc.- (210) 366-1502 |
| GVCS, Inc.- (512) 885-4411 | Timarron Partners, Inc- (817) 329-4777 |
| HyperGraphic Impressions- (214) 351-5191 | Tri-Ed Distribution, Inc.- (800) 838-7433 |
| Intivid Solutions- (817) 332-8667 | Wheelock, Inc.- (732) 222-6880 |
| Leasing Associates- (713) 522-9771 | WR Grace / Eclectic Products, Inc.- (281) 556-6073 |
Fall Conference Announced

The NBFAA 2003 Fall Conference, held in conjunction with the National Summit on Security (formerly ISC East), will convene Sept. 28 through Oct. 3, in Washington, D.C. Visit http://www.alarm.org to register.

The NBFAA host hotel is Loew’s L’Enfant Plaza Hotel, 480 L’Enfant Plaza SW, Washington, DC. For reservations, call (800) 635-5065, and be sure to reference the "NBFAA room block" to receive the group rate of $149 per night.

Training Update

Schedule and Registration Forms Available 'On Line'

Visit http://www.tbfaa.org for course descriptions, registration forms and class schedules.

<table>
<thead>
<tr>
<th>Level 1 Class Schedule</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jul 24-25 Dallas</td>
</tr>
<tr>
<td>Aug 21-22 Corpus Christi</td>
</tr>
<tr>
<td>Sep 25-26 San Antonio</td>
</tr>
<tr>
<td>Oct 23-24 Houston</td>
</tr>
<tr>
<td>Nov 06-07 El Paso</td>
</tr>
<tr>
<td>Nov 13-14 Dallas</td>
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<table>
<thead>
<tr>
<th>Fire Prep Class Schedule</th>
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<tbody>
<tr>
<td>Jul 19 San Antonio</td>
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<tr>
<td>Aug 16 Dallas</td>
</tr>
<tr>
<td>Sep 13 San Antonio</td>
</tr>
<tr>
<td>Sep 20 Houston</td>
</tr>
<tr>
<td>Oct 11 San Antonio</td>
</tr>
<tr>
<td>Nov 22 Dallas</td>
</tr>
<tr>
<td>Dec 13 Houston</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FAIM- Fire Alarm Installation Methods Class Schedule</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 30-31 Dallas</td>
</tr>
</tbody>
</table>

Special Message to Non Members

Because our newsletter currently goes to all license holders in Texas, many of you who read this are not members of TBFAA.

To you I ask a simple question- why not?

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!
### 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  
AEGIS Systems, Inc.  
Alamo Integrated Systems, Inc.  
Alarm Link Security  
Alarm Security & Contracting, Inc.  
Alarmentechs, 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  
Aprotect 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 Equipmnt, Inc.  
CenturyTel Security Systems of Texas, LP  
Commercial & Industrial Electronics, Inc.  
Conductive Concepts, Inc.  
CoServ Security  
Counterforce USA, LP  
CozyHome  
D & N Services, Inc.  
Dallas Security Systems, Inc.  
DDC Factors  
Design Solutions Group, Inc.  
Dispatch Center, LTD.  
Diversified Alarm Systems, Inc.  
Dixie Safe and Lock Service, Inc.  
DSS/Fire, Incorporated  
E V Electric & Security  
Enco Systems, Inc.  
Entech Sales & Service  
En-Touch Alarm Systems, Inc.  
Entrust Connections, LLC  
Faitsafe Security, Inc.  
Firehawk Safety Systems, Inc.  
First Call Security Systems, Inc.  
Gleitz Alarms, Inc.  
Grayson Pro-Tech, Inc.  
Green Security & Sound Systems  
Guadalupe Valley Communications Systems, Inc.  
Guardian Security Systems, Inc.  
Halco Life Safety Systems, Inc.  
Homenet Solutions, LLC  
I.H.R. Corporation  
Infinnit Communications Technologies, Inc.  
Interactive Security Technologies, LLC  
Intruder Alert Systems, Inc.  
J.W. Dielmann, Inc.  
Jackson Enterprises Alarms  
JM Electronic Engineering  
JW Gray Electrical Contractors LP  
Knight Security Systems, Inc.  
Las Colinas Association, The  
Medina Valley Security  
Monitronics International  
Multilink  
Network Multi-Family Security  
Noble Enterprises  
Notification Systems of America  
Omni 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  
Riptide Security  
Royal Protection Group, Inc.  
Sandollar Security Services, LLC  
Secure Options, Inc.  
Security Alliance Of Central Texas  
Security Controls  
Security One, Inc.  
Sentinel The Alarm Company  
Sharp Security Systems  
Siemens - Landis Div.  
Simplex- Grinnel  
Smith Legacy, LLC  
Smith Southern Equipment, Inc  
Smith Thompson Security Systems  
Sonitrol of Austin, 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.  
Vallance Security Systems  
Vanco Protection Services, Inc.  
VCS Security Systems, Inc.  
Vidcorp 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.  
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
ADI
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

South Texas Alarm Assn.

ADI
American Security
AUS Security
Dispatch Center, Ltd.
Gleitz 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
Vallance, Inc.

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, Llp
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

Continued on Page 19
Manage Your Business Better - FREE!

ADI has harnessed the power of the Internet to pilot new services that will improve the way you do business, saving you time and money! It’s FREE and available only at ADI!

**EZ Pay**
The secure, fast and “EZ” way to pay invoices without the hassle of writing checks, addressing envelopes and paying for stamps. It never gets lost in the mail and your account is updated in less than 24 hours. Just visit our website, www.adilink.com and register today.

**Email Ship Notification**
Did you ever want to know exactly when your order was shipped and what products were in that shipment? Would that information help you with time management and job scheduling? ADI’s Email Ship Notification allows you to do just that! As soon as your order ships, you will be sent an email with the ship date, tracking information and an exact item list. Just contact your ADI representative to sign up.

**E-Invoicing**
Now you can have invoices sent to you via email the very next day after your order ships. It’s safe and convenient, and allows you to manage your business and your bottom line with up-to-the-minute accuracy. Just log on to our website and register online. It’s that simple!

**Empower your business with ADI’s eSolutions.**
Call 1-800-233-6261 for your nearest ADI location.

---

**VISIT THE ADI LOCATION NEAR YOU:**

**ADI - Austin**
8200 Crosspark Drive
Suite B
Austin, TX 78754
512-926-4225
Fax: 512-926-2464
Email: adi-austin@adi-dist.com

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

**ADI - Houston**
7425 Pinemont Drive
Suite 100
Houston, TX 77040
713-861-9418
Fax: 713-861-9996
Email: adi-houston@adi-dist.com

**ADI - San Antonio**
853 Isom Road
San Antonio, TX 78216
210-366-3327
Fax: 210-366-4703
Email: adi-san_antonio@adi-dist.com

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2002 Home Fire Deaths Decrease Sharply

The number of people who died in home fires dropped 14.1% last year compared to 2001, according to the annual report on fire loss by the National Fire Protection Association (NFPA). The study found that 2,670 people died in home fires in 2002, the lowest number the NFPA has ever recorded. The latest results continue a decades-long trend toward safer homes. The reduction is especially significant because 4 out of 5 fire deaths occur in the home.

The NFPA analyzed survey results from 3,460 fire departments in the US and found that 1.69 million fires were reported to America’s 30,000-plus fire departments in 2002, a decrease of 2.7% from 2001. About half the fires occurred outside, 30% in structures and 20% in vehicles. In the structure fires, 3 out of 4 happened in homes (one-and two-family dwellings and apartments). Home fires were also responsible for 79% of total civilian fire deaths. Overall, there were 3,380 civilian fire deaths in 2002, a decrease of 9.8% from the previous year, exclusive of fires connected to the 9-11 terrorist attacks.

Nationwide in 2002, a fire department responded to a fire every 19 seconds, and a civilian died in a fire every 2½ hours. There were 18,425 civilian injuries in fires, a decrease of 9.2% from 2001 and the lowest number since 1977. Three-quarters of these injuries occurred in homes. Fire also caused an estimated $10.3 billion in direct property damage, a decrease of 2.2%. More than half the total property loss also occurred in homes.
The Advantages of DVRs Over Analog

by Nick LaBella

Why is it that many of your customers are watching DVDs on their new home theater system, yet their security system at work is still analog?

Opportunity for you to increase CCTV sales

Look at it as an opportunity for you to increase CCTV sales. With DVD players in over 60% of homes and many more converting over to DVD every day, anyone who is still using VCRs and multiplexers for security purposes probably isn't aware of the many advantages Digital Video Recorders have over VCRs. It's ironic that some end users have more advanced technology at home than they have at their own company.

Ask your analog customers, "Shouldn't your business be more state-of-the-art than your home?"

Seven Advantages

Following are seven additional advantages you can present to your customers to convince them that DVRs are far superior to analog - and that it is time to change:

1. Fewer Breakdowns. Because there are more moving parts in analog machines there is a greater chance for something to go wrong. With DVRs there's less chance for breakdowns, less downtime and fewer service and repair costs.

2. Better Quality. Digital images provide greater resolution, have typically 25-30% higher quality than VCRs and don't degrade over time. Analog machines only provide 20 frames per second. DVRs can deliver 30 frames per second, which is comparable to 60 fields in actual real time.

3. Save Time. Need to go to an exact time and date? With just a few keystrokes you'll be right there within seconds, reviewing the video rather than spending your time searching by rewinding and fast forwarding. That's definitely a lot easier and quicker.

4. Better Storage. Storage is practically limitless. There are a variety of external devices from memory sticks to CD ROMs to remote archiving via the Internet. Without those bulky VHS tapes, there's also less clutter, less heat and less energy consumption.

5. Better Security. Obviously, with better quality images, the prospect of identifying a person or zooming in on a particular part of the image becomes much greater. Plus, end users can view from remote sites and e-mail images immediately to the police. Images can be watermarked so they are legally admissible in court.

6. Save Money. DVRs replace many components in an analog system such as video multiplexers, motion sensors and interfaces to alarm outputs and sensor inputs. Less equipment also means less installation time.

7. Better Technology. The security industry has embraced the computer industry's technology and is reaping the benefits of all of its research and development in areas such as image quality and compression standards.

Tell Your Customers About Improved Performance and Cost Savings

With digital video constantly improving, it's time for your customers to truly understand the quantum leap that DVRs can provide in performance and overall cost savings. It's time for you to tell them!

Nick LaBella is ADI's Product Manager for CCTV Products. He may be reached at 800-441-4130 (1908) or by e-mail at nick_labella@ADI-DIST.com.
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**General membership meetings are held on the second Tuesday of each month from 11 a.m. to 12:30 p.m., at Martha’s Mexican Restaurant, 16668 San Pedro (Thousand Oaks and 281 North); 210.499.5523.**

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**Capital Area Burglar and Fire Alarm Assoc.**
Capital Area Burglar and Fire Alarm Association  
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**Upcoming Training**

* IR Security, Tony Boatman, Von Duprin, Locknetics- September 18, 2003

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

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**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.
The Houston Gulf Coast Alarm Association holds membership meetings at Crapittos Restaurant, 2400 Mid Lane on the 2nd Friday of each month from 11:30 am to 1pm. Please use this schedule to make plans and attend as many as you can. Meetings are $15.00 per person.

The NTAA meets on the third Wednesday of each month, at 11:30. We meet at Juan's Cantina, 42 Richardson Heights Shopping Center (SW corner of Beltline & 75), Richardson, TX, 972.234.8881.

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.
TBFAA Calendar

September
1 Labor Day
3-7 CEDIA Expo- Indianapolis
12 HGCAA- Membership Meeting- Houston
9 STAA- Membership Meeting- San Antonio
13 Fire Prep Class- San Antonio
15-18 ASIS- 49th Annual Seminar and Exhibits- New Orleans
17 NTAA- Membership Meeting- Dallas
18 NTAA- CEU Classes- ADI- Dallas
20 Fire Prep Class- Houston
25-26 Level 1 Class- San Antonio
27 Rosh Hashanah

October
1-3 ISC East- Washington, DC
6 Yom Kippur
9 ADI Expo- Dallas
11 Fire Prep Class- San Antonio
24-25 TBFAA Annual Meeting & Board Meeting- Houston
10 HGCAA- Membership Meeting- Houston
14 STAA- Membership Meeting- San Antonio
15 NTAA- Membership Meeting- Dallas
16 NTAA- CEU Classes- ADI- Dallas
21 ADI Expo- Austin
23-24 Level 1 Class- Houston
30-31 FAIM- Fire Alarm Installation Methods Class- Dallas

November
6-7 Level 1 Class- El Paso
14 HGCAA- Membership Meeting- Houston
12 STAA- Membership Meeting- San Antonio
13-14 Level 1 Class- Dallas
19 NTAA- Membership Meeting- Dallas
20 NTAA- CEU Classes- ADI- Dallas
22 Fire Prep Class- Dallas
27 Thanksgiving Day

December
12 HGCAA- Membership Meeting- Houston
9 STAA- Membership Meeting- San Antonio
13 Fire Prep Class- Houston
17 NTAA- Membership Meeting- Dallas
18 NTAA- CEU Classes- ADI- Dallas
20-27 Hanukkah
24 Christmas Eve
25 Christmas
31 New Years Eve

West Texas Alarm Association

The TBFAA will hold several training classes in El Paso during 2003. If you are in the west texas area please help support then TBFAA by registering early for these classes.

Level 1 Class November 06-07 El Paso

If you are interested in the other TBFAA offerings (FAIM, Fire Prep) being held in El Paso please contact us at exdirector@tbfaa.org or 877-908-2322.
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