How will the Economy Impact You?

Will New Stores Offset the Old?

Can You Adapt to the Cost of Energy?
Southwest Dispatch Center

Progressive Monitoring Solutions

www.southwestdispatch.com

1-877-888-7116

sales@southwestdispatch.com

TX License B08564
Unlicensed Companies Pushing Sales

How Will the Economy Impact You?

- Coping With Gas Prices
- Industry Weathers Economic Downturn
- Strategies to Deal with Energy Prices
- Economy Will Lead to Closings and Openings
- Texas Comptroller Says State’s Economy Booms

Video Analytics In Retail

Cell Tower Backup Power???

Excess Inventory Could Be a Tax Savings
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.

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 Private Security Board and the Texas Fire Marshal's Office among many other programs.

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

Texas Burglar and Fire Alarm Association
307 West Seventh Street, Suite 1700
Fort Worth, TX 76102
Phone: 877.908.2322 Fax: 877.908.2522

Advertising Information
Brad Shipp 877-908-2322

www.TBFAA.org

June 2008
**Message from the President**

**Chris Russell**

Be more concerned with your character than with your reputation. Your character is what you really are while your reputation is merely what others think you are.

-Dale Carnegie

Carnegie is right, character is key, but the problem is that while each individual has control over their own character, others too often have a great influence on our reputations. Such is the case in our industry.

Each day, men and women of character do the right thing: they comply with the law, do their best to serve the customer. They support their industry and strive to improve it.

Yet left unchecked, each season of aggressive summer sales programs, instance of unlicensed activity or abuse of a consumer reduces our collective reputations.

TBFAA’s mission is to protect that reputation and to explain the advantages of dealing with professionals to consumer and regulator alike. As an industry professional, your task is to report inappropriate actions and to support us so we can support you.

Only together can we effectively reduce the damage from the unprofessional to the professional.

---

**Statewide view Calendar**

**JUNE**

02-05  NFPA Meeting & Expo Las Vegas
10    STAA Membership Meeting- San Antonio
12    HGCAA Membership Meeting- Houston
19-20 Fire Prep Class Houston- ADI
15-22 ALOA Expo Dallas
18-20 NSCA Expo Las Vegas
19    NTAA Membership Meeting Dallas
26    TXBFAA Board Meeting- Austin Central Texas Chapter Meeting- Austin
25-27 CSAA-NBFAA Expo  Nashville
26-27 Level 1 Austin- ADI

**JULY**

04    July 4th
08    STAA Membership Meeting- San Antonio
10    HGCAA Membership Meeting- Houston
10-11 Level 1- Amarillo
16    NTAA CEU Training- SGI- Dallas
17    NTAA Membership Meeting- Dallas
17    ADI Expo Houston
24    Central Texas Chapter Meeting- Austin
24-25 Fire Prep Class Dallas
28-30 Americas’ Fire & Security Expo- Miami Beach
Associations & Chapters

Houston Gulf Coast Association
Phone: 281.859.4569
Meets 2nd Thursday of the month 11:30 am - 1:00 pm at Cadillac Bar and Grill, Shepard @ I-10
POC: Brian McKinney  p: 713.983.0182  e: isgbrian@aol.com

North Texas Alarm Association
Phone: 214.352.9352
3rd Thursday of each month. Check website for locations and times
POC: David Simon  p: 972.871.3778  e: dave.simon@brinks.com

South Texas Alarm Association
Phone: 210.402.6262
Meets 2nd Tuesday of the month. Check website for locations and times
POC: Bob Vallance  p: 210.659.6751  e: bob2@vallance.com

Central Texas Chapter
Phone: 877.908.2322
Meets the 4th Thursday of the month except Oct & Dec at 11:30 am Springhill Restaurant, 1119 FM 1825, Pflugerville, TX 78660.
POC: Jeff Bright  p: 512.845.1460  e: jbright@brightsecuritygroup.com

Northeast Texas Chapter
Phone: 877.908.2322
Meets quarterly in Longview Area. Plus local meetings will be held in various cities. Check website for times and locations.
POC: Patrick Craven  p: 903.792.7262  e: pacraven@cableone.net

National Electronic Security Alliance
Phone: 301.519.9237
NESA is a federation of state associations, including TBFAA, established to serve and promote the electronic systems industry at the direction of, and through its affiliated state associations.
POC: Rex Adams  p: 972.437.1213  e: radams@asdsecurity.com

False Alarm Reduction Association
Phone: 301.519.9237
FARA an association of persons working public safety False Alarm Reduction Units that exchanges information, influences legislation and establishes relationships and partnerships with other groups interested in false alarm reduction. TBFAA is an associate member of FARA.
POC: Brad Shipp  p: 301.519.9237  e: info@faraonline.org

www.HGCAA.org
www.NTAA.org
www.Staa.org
www.SouthTexasAlarm.com
www.CTC.TBFAA.org
www.NRTC.TBFAA.org
www.NESAU.SORG
www.Faraonline.org

www.TBFAA.org
By Brad Shipp, TBFAA

Sources for Low Gas prices

Simply put, if you spend some time, you're likely to find gas stations that provide a better deal. Actually, it's possible to save a couple hundred bucks a month.

So, where do you get these web services?

Here are some examples:

- texasgasprices.com
- GasPriceWatch.com
- Automotive.com
- Mapquest
- AltFuelPrices.com
- interdimensionmedia.com
- fueleconomy.gov
Unlicensed Alarm Companies Pushing Illegal Door-To-Door Sales Across Texas

By Bryan Matthews of The Margulies Communications Group For the TBFAA

DALLAS, June 16 -- Across the state of Texas, homeowners are being approached by illegally operating and unlicensed alarm companies to buy an alarm system. Through the use of door-to-door sales staff, out-of-state alarm companies have allowed over-zealous representatives to misrepresent vital contractual elements in order to pressure and mislead homeowners into signing a long-term monitoring contact with hidden fees. In exchange, the homeowner receives nothing more than a poorly installed security system.

"Unfortunately, we have seen a tremendous rise this summer across the state of homeowners who have been misled into buying one of these rogue alarm systems," said Chris Russell, Texas Burglar and Fire Alarm Association President. "If approached by a door-to-door salesperson, consumers should first check for references on the company and ask to see the salesperson's 'pocket card' issued by the Texas Department of Public Safety, Private Security Bureau. If the salesperson does not have a card, which will include their picture, they are not licensed to sell alarm systems in the state of Texas."

As part of their blatant misrepresentation and deceitful tactics, the door-to-door salesperson may also wear a reputable manufacturer's company shirt with logo. In order to operate in the state of Texas, all alarm companies must register with the Texas Department of Public Safety Private Security Bureau. If approached by an unlicensed company, residents are urged to contact their local police department or the Department of Public Safety, Private Security Bureau, at 512-424-7710. If residents have already fallen victim to an unlicensed alarm salesperson, they should file a report with the Texas Attorney General's Office, Consumer Protection Hotline, at 1-800-621-0508.

Russell advises, "By capitalizing on large numbers of college students seeking summer employment, out-of-state alarm companies are sending teams of salespeople to cities across Texas. Most teams work on commission, incentives and contests. As they speak to homeowners they keep the pressure on in order make the sale. While licensed alarm representatives will complete the process ethically and responsibly, these representatives will not."

TBFAA sent this release to media throughout Texas in June
If you walk through your business’s warehouse or storeroom, chances are you will find excess, nonmoving inventory. You may ask yourself, ‘What am I going to do with these products?’ Surprisingly, the smartest solution for your business may be to give them to charity.

By donating new, overstock merchandise, your business can qualify for a federal income tax deduction, under 170(e)(3) of the U.S. Internal Revenue Code. This deduction has been available for 32 years, yet there are not enough corporations taking advantage of it. Regular (C) corporations may deduct the cost of the inventory donated, plus half the difference between cost and fair market value. Deductions may be up to twice cost. S corporations, partnerships and sole proprietorships earn a straight cost deduction.

Instead of tracking down qualified recipient organizations, hundreds of companies use the free service of the not-for-profit National Association for the Exchange of Industrial Resources. NAEIR accepts donations of new, overstock merchandise, provides the donor corporation with proper tax documentation, and then redistributes those goods to over 13,000 qualified schools and nonprofit organizations nationwide.

Since NAEIR’s founding in 1977, over 7,500 large corporations have contributed over $2 billion worth of excess inventory to be redistributed to schools, churches and nonprofits all over the country. Doesn’t your business or corporation want to help those in need as well as help your bottom line?

For a free Donation Information Kit or to inquire about making a donation, call NAEIR’s Corporate Relations department at 1-800-562-0955 or email donor@naeir.org.
Discover Your Treasure

2008 Convention & Expo
October 23-25 2008  Galveston, TX

Accomodations & Event Location:
Tremont Hotel
2300 Ship’s Mechanic ROw
Phone: 409-763-0300

Reserve hotel room by 9/22/08
for special $130.00 rate
(REG. $250)

For more Information contact
TBFAA at 877-908-2322

www.TBFAA.org

Anchors Aweigh!
Find your way by mapping out and planning your voyage today for
the best Burglar and Fire Alarm Convention on this side of the island.

Thursday 10/23
Registration & Breakfast
Classes Available
NESA Meeting & Lunch
Presidents Reception
TBFAA Awards Dinner

Friday 10/24
Breakfast
Private Security, Fire, TBFAA & Legislative Updates
Annual Meeting & Lunch
Cooperative False Alarm Reduction Class
TBFAA Trade Show
Casino Night

Saturday 10/25
Breakfast
TBFAA Board Meeting & Lunch
Industry Weathers Economic Downturn Well

By: Brad Shipp, TBFAA

According to two separate surveys by industry trade magazines, security companies did well in 2007. First quarter reports show companies continue to see growth in 2008, but at a slower rate than 2007.

CE Pro magazine reported that integration companies in the CE Pro 100 made it through 2007 without being negatively impacted by the slowdown in the U.S. housing market. Companies on the list reported a leap in average income of 9 percent. Other strong data includes a leap in the average installation price of 7 percent.

SDM Magazine indicated that the 100 largest security installation and monitoring companies known as the SDM 100, attained double-digit growth in 2007 in both recurring monthly revenue and total revenue. The health of the security installation and monitoring industry also was proven by the addition of nearly 5,000 more people employed by these 100 largest firms in 2007.

Brink’s Home Security reported first quarter revenue of $127.8 million, up 11% from $114.7 million in 2007 due primarily to continued growth in the subscriber base and higher average monitoring rates. Brink’s ended the quarter with approximately 1.25 million subscribers, up 8.4% from the year-ago level. Monthly recurring revenue rose 12% to $38.3 million. Brink’s installed approximately 44,600 systems for new customers during the quarter, a decline of 3% from the year-ago level, and had 18,900 disconnects. The decline in installations reflects the effects of ongoing weakness in the housing market.

Protection One’s retail additions increased 12.7% compared to additions in the first quarter of 2007 increased 26.0% with a benefit from a merger with Network Multi-Family. The wholesale business’ RMR at the end of the quarter was up 3.5% from year end.

ADT security business, Tyco’s largest division by revenue, earnings excluding items rose 14% on higher margins as revenue climbed 4.7%. The company said installation and service dipped 3% due to weakness in North America and Europe amid lower retail sales. But the segment saw strong double-digit organic growth in Asia and Latin America.
The Federal Communications Commission wants most cell transmitter sites in the United States to have at least eight hours of backup battery power in the event main electrical power fails, one of several moves regulators say would make the nation’s communication system stronger and more reliable.

CTIA-The Wireless Association and several carriers asked the U.S. Court of Appeals in Washington to intervene. On Feb. 28, the court granted Sprint Nextel’s request to stay the regulations while the case moves forward.

Verizon Wireless is not a party to the appeal and has a history of installing backup generators and batteries to its cell sites, most famously during a 2003 blackout that kept much of the Northeast in the dark for hours, but not Verizon customers.

The opponents of the FCC requirements argue that they were illegally drafted and would present a huge economic and bureaucratic burden. They argue that the industry should decide how best to keep its networks running and that local zoning rules, existing leases and structural limits could make it impossible to add batteries or backup generators.

Cell carriers say many of the almost 210,000 cell sites across the country would require modification to comply with the proposals. Miles Schreiner, of T-Mobile, said it can take 1,500 pounds or more of batteries to provide eight hours of backup energy in areas with a lot of cell phone traffic. "In urban areas, most of the sites are on rooftops, and those sites weren’t built to hold that much weight," he said. An industry estimate puts the per-site cost as high as $15,000.

The Federal Communications Commission could be forced to back off the backup power rule.

During a hearing in May, Chief Judge David Sentelle and Judge A. Raymond Randolph strongly suggested the FCC was taking an overly broad reading of Section 1 of the Communications Act so as to render the agency’s powers virtually boundless.

FCC attorney Nandan Joshi argued the backup power rule falls within the agency’s jurisdiction over interstate communications because backup power is required for communications when a disaster disrupts the normal distribution of commercial energy to wireless service providers. Moreover, Joshi said the backup power rule is reasonably ancillary to agency responsibilities to ensure communications facilities promote the safety of life and property.

Judge Judith Rogers appeared to give some weight to FCC arguments that the backup power rule was consistent with legal precedent. The other two judges did not share Rogers’ view.

“"The panel clearly understood our concern over whether the FCC had specific jurisdiction to impose the rule,” said Michael Altschul, general counsel of CTIA, following oral argument.
With SAI, You Are the Big Fish
All of Our Authorized Dealers Are!

SAI’s Authorized Dealers are true SAI partners. When your business succeeds SAI succeeds, so you can rest assured you will not be treated just like another number. With SAI you get the attention that a big fish deserves.

In addition to offering the industry’s most competitive multiples, we provide our dealers much more in the way of value. Plus, SAI provides direct and easy access to a team of highly successful security professionals who are here for only one reason… to help your business succeed.

No matter how ge your business, our pond isn’t so big that you’re not treated like a big fish.

SAI’s Authorized Dealer Program offers you…

- Competitive Multiples
- Sales Staff Recruiting
- Sales Training
- Marketing Materials and Co-op Programs
- IT Support
- More Customers from Guaranteed Referrals
- And Much, Much More

Contact us today and find out how a business partnership with SAI can benefit your dealership.

(800) 478-9596 ext. 1695
www.SAI-Inc.com/BigFish
Please reference partner code 1695

Be a big fish.


AK: 3110273; AL: 06-703 & AL: 08-703; AR: E 01-174; CA: ACO 5472; CA: ACO 492; DE-02-999; FL: A030999; IL: 127 009952; MD-107-785; MI-3601204684; NV-76980; OK-800 & OK-801; OR: Co. # 0318 & Man. # 25978; WI-3208; TN-1002; TX: 811505; UT 335392-6501; WA-11-257
Strategies to Deal with Energy Prices

By: Brad Shipp, TBFAA

Gas prices above $4 a gallon nationally and rising electric bills have caused businesses and consumers to do some hard calculating on how to use less energy. There are steps you can take beyond the obvious — driving less, buying hybrids or using public transportation.

1. **Reduce shipping expenses.** Consolidate shipments, find lightweight packing alternatives and order more in bulk. Also, use an outside shipper, rather than delivering small orders yourself.

2. **Try “virtual” meetings.** Use online collaboration sites to “meet” with others, rather than meeting in person.

3. **Go Digital.** Create digital instead of printed catalogs; send bills, invoices and proposals electronically.

4. **Check out gas rebates.** Use gas-rebate credit cards that give back a percentage of what’s spent at the pump. There are several places online to locate cards, including pumpandsave and creditcardguide.

5. **Consider a GPS.** A global-positioning satellite navigation system in company cars or trucks can enable employees to find the most efficient routes and to help combine delivery routes.

6. **Go lighter.** Lugging unnecessary heavy equipment in vehicles to a job site eats up more gas. Carry only what you need for that day’s work, provided you won’t have to drive a long way to pick it up for another job.

7. **Find lower gas prices online.** Insist that employees who travel frequently use online tools to locate the lowest gas prices. They can download software to a cellphone and punch in a postal code to get nearby prices.

8. **Stay on top of maintenance.** Properly inflated tires can save 8 cents a gallon of gas. Consider replacing your gas cap with one with a lock. A faulty seal can waste $50 in gas a year (2 cents a gallon) to evaporation. Cleaning your air filter can save as much as 10% — about 28 cents a gallon.

9. **Manage your office equipment.** Activate “sleep” features on computers, copiers, and other machines that power down when the equipment is on but not in use for a while, and turn off equipment during long periods of non-use. Screen savers do NOT save energy.

10. **Insulate.** Plug those office energy “leaks” by weather-stripping between moving parts (doors and their frames) and caulking between nonmoving parts (window frames and walls).

11. **Light up your office efficiently.** Save money by installing compact fluorescent light bulbs (CFLs) and task lighting in your home office. CFLs burn cooler and use up to 75 percent less energy than either halogen or incandescent bulbs.

12. **Be an “Energy Star.”** Choose Energy Star-labeled computers, monitors, printers, scanners, copiers, fax machines, multi-function devices lighting, cordless phones, answering machines and room air conditioners. Energy Star is the symbol for energy efficiency.

13. **Tune up your heating and cooling system.** Close off the heating/cooling vents in unoccupied rooms. Clean or replace air filters once a month. Give your furnace or heat pump a professional “tune-up” each year. Use Energy Star furnaces and heat pumps.

14. **Let the sunshine in?** In colder months, allow the sun to heat your office by keeping blinds or drapes on sun-exposed windows open in the daytime. Retain the heat overnight by closing the blinds after dark. In the summer, reduce cooling costs by drawing shades or blinds on sun-exposed windows and glass doors.

15. **Landscape.** Plant trees or shrubs to shade air conditioning units, but not block the airflow. Plant trees on the south and west to provide shade

For More information:

- Use the Commercial Energy Calculator to estimate energy usage and costs [http://entergy.apogee.net/comcalc/entergy_texas.asp](http://entergy.apogee.net/comcalc/entergy_texas.asp)
- Energy Information for Your Business is an extensive library of in-depth information on various commercial energy systems, building design, and energy technologies. [http://entergy.apogee.net/ces/](http://entergy.apogee.net/ces/)
## 2008 Training Schedule

### Here’s just some of the many TBFAA Training Courses Available:

<table>
<thead>
<tr>
<th>Level One</th>
<th>Fire Prep</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Jan 24-25</strong> McAllen</td>
<td><strong>Feb 28-29</strong> Dallas</td>
</tr>
<tr>
<td><strong>Mar 27-28</strong> San Antonio</td>
<td><strong>Apr 17-18</strong> El Paso</td>
</tr>
<tr>
<td><strong>May 15-16</strong> Houston</td>
<td><strong>Jun 26-27</strong> Austin</td>
</tr>
<tr>
<td><strong>Jul 10-11</strong> Amarillo</td>
<td><strong>Aug 28-29</strong> McAllen</td>
</tr>
<tr>
<td><strong>Sep 25-26</strong> Dallas</td>
<td><strong>Oct 02-03</strong> El Paso</td>
</tr>
<tr>
<td><strong>Nov 06-07</strong> Houston</td>
<td><strong>Dec 11-12</strong> San Antonio</td>
</tr>
</tbody>
</table>

For more class offerings, information and additional dates, visit [www.TBFAA.org](http://www.TBFAA.org) or call 877-908-2322.

### Gain Confidence and Improve Your Skills

This is a great opportunity to increase your own productivity and share solutions with others also on the front lines of the fire and burglar alarm industry.

### Alarm Installation and Monitoring Companies:

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

**Who’s Protecting You?**

- Best’s Rated A+ Insurance Carrier
- Prompt Quotes Provided
- Guaranteed Timely Insurance Filings
- Includes Coverage for Errors & Omissions, Personal Injury, Completed Operations, Free Additional Insureds, Care, Custody & Control, Independent Contracts and Much More

**EL DORADO INSURANCE AGENCY, INC.**

**SECURITY INDUSTRY SPECIALISTS**

[www.eldoradoinsurance.com](http://www.eldoradoinsurance.com)

- 800.221.3386 • 713.521.9251
- Fax 800.700.0126 • 713.521.0125
- 2515 North Blvd. • Houston, TX 77098
- Email: specialist@eldoradoinsurance.com

Conveniently submit our Alarm Installer Questionnaire or generate Certificates of Insurance anytime from our Website at [www.eldoradoinsurance.com](http://www.eldoradoinsurance.com).
CCTV systems cannot only provide retailers with loss prevention capabilities. By adding video analytics, data can be captured, stored and analyzed to help retailers understand how the physical design of the store, the merchandise space plan, promotional campaigns and the utilization of the workforce improves upon or detracts from the customer experience.

Video Analytics is a technology that is used to analyze video for specific data, behavior, objects or attitude. It has a wide range of applications including safety and security. The software algorithms run on processors inside a computer or on an embedded computer platform in video cameras, recording devices, or specialized video processing units. Video analytics algorithms together are integrated with video and called Intelligent Video Software systems that run on embedded computers. The technology can evaluate the contents of video to determine specified information about the content of that video.

Examples of video analytics applications include: counting the number of pedestrians entering a door or geographic region, determining the location, speed and direction of travel, identifying suspicious movement of people or assets, license plate identification or evaluating how long a package has been left in an area.

Video analytics not only enables centralized security monitoring from a remote location, it enables the retailer to learn more about what really takes place at all points of the in-store experience.

Understanding how the physical design of the store, the merchandise space plan and the utilization of the workforce improves upon or detracts from overall store performance, can allow the retailer to make adjustments to improve their bottom line.

Retail Systems Research (RSR) conducted a series of case studies involving retailers that utilize video surveillance in their stores to produce a report, "Utilizing Surveillance Technology: Security, Loss Prevention and Beyond." Early adopters of video analytics were asked to identify the top-three realistic additional business challenges that can be addressed beyond loss prevention.

Areas identified include marketing effectiveness, customer traffic flow analysis, customer service management, workforce management, verifying customer counts, viewing traffic flow and the checkout process.

Interviewees recommended a "walk before you run" strategy. First, they suggest using the new information to augment a company’s current merchandise planning and services design. Secondly, they recommend using the new information to examine how consumers are behaving while in the store (for example, are different points of entry busier at certain times of the day?). As a third step, they suggest analyzing the digital video information to fine tune workforce scheduling.

RSR concluded that “It is for these reasons that we encourage retailers to take another look at the "new wave" of video analytics. While dollars are certainly tight in the current market, winning retailers will always maintain a constant focus on technologies that provide the business intelligence to pull away.”

For more information, please check. www.retailsystemsresearch.com
TBFAA Supporters

Associate Members

Alarm Capital Alliance
Alarm Debt Liquidation Group
Alarm Express, Inc.
Bass Computers, Inc
Bold Technologies
Communication Supply Corporation
Contractors Wire & Cable
Cooper Wheelock, Inc.
El Dorado Insurance
Elite CEU, Inc.
Faraday Distribution
Gentex
Guaranty Insurance
HyperGraphic Impressions
Matrix Systems, Inc.
Micro Key Software, Inc.
Napco Sec. Systems, Inc.
Nova Internet Services
Omni-Watch Systems, Inc
Optex, Inc.
Optima, Inc.
Performance Reps LLP
Pro-Line Distributing
Richardson Electronics
Security Data & Cable
Security General Intl. Ltd.
Windy City Wire

2007 Exhibitors

ADI
Aiphone Corp
Alarm Monitoring Services
Altronix Corp
America On Watch
Bass Computers, Inc.
Bosch Security Systems
Contractors Wire & Cable
Circle Surveillance
COPS Monitoring
Cyberview Systems
Dewalt
Digital Security Controls
Dispatch Center, Ltd
DMP
El Dorado Insurance Agency
Elite CEU
G.E.Security
Honeywell
Honeywell Genesis Cable
IDN Acme
JC Gury Company
Linear
Matrix Systems, Inc.
Micro Key Software, Inc.
Monitronics
Napco
National Monitoring Center
Deltacom
Performance Reps, LLP
Speco Technologies
Performance Reps, LLP
Rapid Response Monitoring
Response Center USA
ScanSource Security Distribution
Security Associates Int'l., Inc.
Security Data & Cable HQ
Security General Int'l, Ltd
S.I.C. Consulting
Sigmax Security
Southern Agency
Southwest Dispatch Center
Takex
TX Private Security Bureau
TOA Electronics
Tri-ed Distribution, Inc
United Central Control, Inc.
Uplink
Windy City Wire

FLAIR Security Products

FENCE CUT/CLIMB SENSORS

1000-77 Taut Wire
+ No False Alarms + Low Cost/Foot + Adjustable Sensitivity + Heavy Duty UV Resistant PVC Case + Epoxy Sealed + High Security and Wireless Models Available

VIB100 Vibration
+ Advanced Signal Processor + Works with any Control + Three Sensitivity Settings + UV Resistant Case + Epoxy Sealed Electronics + Easy Installation

Represented by Performance Reps
Call 800-532-3492 to Order
According to a recent story by Costar.com entitled, Retailers Taking Their Medicine and Turning Cautious Over Growth, there have been more closures and announcements of slowed expansions than they have seen in some time.

Sign of the Times: 6,000 Retail Store Closings in 2008
It is a sign of tough economic times. Retail store closings are up in 2008 by 25 percent year-over-year as the national economy continues to deteriorate. The International Council of Shopping Centers estimates there will be 5,770 store closings in 2008 compared to 4,603 in 2007. Surging gas prices, higher food costs and powerful inflationary forces are squeezing consumers and retailers alike.

Announcements over the last couple months include 84 Lumber, Ann Taylor, Big A Drugs, Big Dollar, Boston Market, Buffet Holdings, Charming Shoppes, CompUSA, Cost Plus World Market, Dillards, Disney Stores, Ethan Allen, Foot Locker, Friedman's Jewelers, Home Depot, Kirkland's, Kirkland's Home, Krispy Kreme, Levitz Furniture, Lifetime Brands, Lillian Vernon, Linen's and Things, Liz Claiborne, Macy's, Movie Gallery, New York & Company, PacSun, Pep Boys, Rent-A-Center, Rite Aid, Saks, Sofa Express, Sprint Nextel, Starbucks, Talbots, Urban Interiors & It's Gotta Go, Wickes Furniture, Wilsons the Leather Experts, Zales and more.

J. C. Penney, Lowe's and Office Depot are scaling back or delaying expansion. Office Depot had planned to open 150 stores this year, but will now open 75.

Vaughn Miller, President of the retail division for Henry S. Miller Commercial of Dallas TX said retailers closing stores has nothing to do with Wall Street, but their losses. "Retailers are hemorrhaging and are trying to stop the bleeding.

Mom and Pop Are Closing Shops
Mom-and-pop retailers are feeling the brunt of a sagging economy, and neighborhood center developers are planning for fewer of them in new centers. Regency Centers, for one, is having a harder time filling empty space with new mom-and-pop tenants and franchises than in the past, said President and COO Mary Lou Fiala. “It’s the mom-and-pops,” she said. “It’s across the board, and it’s the small franchisee that just doesn’t have the capital to stay in business, or it is too much work, and they are giving up.”

Vacancies Rose at U.S. Centers During the First Quarter
New York City-based research firm Reis reports that the average vacancy rate at U.S. neighborhood and community centers hit 7.7 percent in the first quarter, up 20 basis points from a year ago. Regional mall vacancy rose 5.9 percent, 10 basis points higher than last year. For full-year 2008, Reis projects an overall national vacancy rate rise to 8.3 percent.
Miller says retailers closing stores and leaving markets where they’re not profitable "creates opportunities for other retailers that have learned how to be successful in their niche to expand into a market that perhaps before they were unable to. You want to buy when the market's low - so there are some very smart aggressive retailers that are expanding that are taking advantage of this drop in real estate prices," added Miller.

Further, Miller thinks some discount chains that do well in a down market can seize the opportunity, "The landlord or developer now has an opportunity to re-tenant with a fitness user or other success stories in the industry that are making it in these tough times. The lower end price point, very value-oriented retailer is definitely succeeding right now. They are the ones that know how to keep occupancy costs low and how to run a tight ship and don't overpay for their real estate; which can be hard for a landlord or developer - but they're a good retailer and a good merchant to have when you need them." Miller added that the quick service restaurant industry will continue to expand and do well in a depressed economy.

Several Retailers have announced Expansion Plans

- Discount grocer Aldi is adding 100 U.S. Stores in 2008 and a 500,000-sq.-ft distribution center in the Dallas area.
- Famous Footwear has opened 91 stores so far this year, but has closed 30.
- Grapevine, TX-based Gamestop, opened the first in a series of tournament focused stores.
- MD-based JoS A. Bank Clothiers plans to quickly grow by 185 stores by the end of 2012. While major markets are pinpointed, the retailer says it will also focus on growing in general in warm weather states CA, TX and AZ.
- WA-based Costco Wholesale Corp., opened 30 new stores last year, and says it still expects to open the same amount of stores in 2008.
- BJs Wholesale, is adding stores at a pace of five to seven per year.
State Comptroller Susan Combs visited Waco on Monday with a message that the Texas economy is creating four of every 10 new jobs in the United States and sales tax receipts are growing.

“There is an awful lot going on here,” said Combs, who brought her staff to Waco for a “Conversations That Count” meeting with local business, government and community leaders. About 50 people attended the forum in the Texas Life Annex.

While employment nationwide slid by 20,000 from March to April, Texas added 15,400 jobs, Combs said, adding that from April through April, the state gained 262,000 jobs.

“I doubt we will follow the United States into recession, if indeed we are in one,” said Combs, a former two-term member of the Texas Legislature and the first woman to serve as Texas’ agriculture commissioner.

On the housing front, Combs said existing home sales for the period from March 2007 to March 2008 declined 9.3 percent from the same period the previous year. Nationally, “the decline is double that.”

The state has seen a 13.7 percent increase in permits for multifamily housing, including condos, lofts and apartments, Combs said.

Sales tax receipts grew at 6.1 percent during the period from September through April of this year compared to last, said Combs, who said that is a modest increase compared to the double-digit jumps the state previously had seen, but at least the numbers are rising.

Robert Wood, director of local government assistance and economic development for the comptroller’s office, said it has a new program called Texas-Ahead that chambers of commerce, local governments and business owners should find helpful.

By calling up www.TexasAhead.org, they gain access to economic development data and regional overviews.

“We’ve put useful information in one place without overloading you,” said Wood, adding that TexasA-head links to Texas EDGE, which is short for Economic Data for Growth and Expansion. Wood said the comptroller’s office will work individually with communities to create reports on how a new industry might impact them or how they would be affected by natural disasters.

“We also will make energy assessments of public buildings and recommend ways to save money,” said Wood, adding, “We have programs that loan money to make those improvements, with the loans being paid off with the savings.”

Bryant Lomax, tax policy manager at the comptroller’s office, said business owners are bombarding his office with e-mail messages and questions about the revised Texas franchise tax.

The Texas Legislature made major revisions to the tax during its 79th and 80th sessions, eliminating provisions that had allowed major companies to avoid paying it.

About 200,000 new entities will be required to pay the revised tax, which is meant to provide property tax relief.

“We have heard from a number of people who say they’ve seen a significant increase in the taxes they pay,” Lomax said.
Tri-Ed Distribution:
Fully stocked so you don't have to be

Get all the right products you need at the right price.

INTRUSION · CCTV · ACCESS · FIRE · SOUND · DATACOMM · HARDWARE · STRUCTURED CABLE

Reward yourself on all your Tri-Ed Purchases by joining our Great Expectations Customer Loyalty Program. Go to www.tri-ed.com for more information.

COME VISIT US AT OUR DALLAS & SAN ANTONIO LOCATIONS

Or any of our 33 branch locations across the United States and Canada

CANADA
Calgary, AB
800 650 1316
403 571 6980
Edmonton, AB
800 650 0427
780 446 0793
Halifax, NS
800 281 3613
902 481 8743
Montreal, QC
800 556 8899
514 735 5989
Ottawa, ON
800 556 9933
613 735 2279
Quebec City, PQ
800 613 8877
418 687 8877

UNITED STATES
Boston, MA
800 338 7433
617 422 2520
Buffalo, NY
800 955 6320
716 651 9701
Charlotte, NC
800 334 3235
704 923 8555
Clearwater, FL
888 874 3336
727 330 9200
Dallas, TX
800 638 7433
972 869 9317
Denver, CO
888 874 3347
303 733 8600
Garden Grove, CA
800 334 7433
714 265 4000
Kansas City, KS
888 874 3336
913 310 9290
Las Vegas, NV
800 664 1874
702 227 6836
Milford, CT
877 874 3301
203 876 8700
Minneapolis, MN
888 874 3336
651 994 1789
New Orleans, LA
800 638 7433
504 831 1772
North Hills, CA
800 644 0874
818 895 8830
Phoenix, AZ
877 874 3300
602 470 9179
Portland, OR
800 288 7433
503 644 0874
Pennsauken, NJ
888 874 3336
609 691 0002
Riverside, CA
800 874 3391
951 761 2300
Sacramento, CA
888 874 3335
916 563 7560
San Antonio, TX
888 874 3335
210 499 5015
San Diego, CA
888 874 3335
619 297 8500
San Juan, PR
800 981 6899
787 767 8948
San Leandro, CA
888 874 3335
510 297 8500
Seattle, WA
800 228 7433
253 398 9393
Virginia Beach, VA
800 768 7687
757 460 9718

Tri-Ed Dallas
2525 Walnut Hill Lane, Suite 200
Dallas, TX 75229
Tel 972 869 9317
Toll Free 800 638 7433
Fax 972 869 0421

Tri-Ed San Antonio
121 Interpark Blvd., Suite 507
San Antonio, TX 78216
Tel 210 499 5015
Toll Free 888 874 3336
Fax 210 499 8726
Alarm on bogus calls deserves quick answer

By Ian White, The Daily News (Galveston County, Texas)  June 17, 2008

Dickinson City Council should not let the question of payments for false burglar-alarm calls lie on a shelf gathering dust.

Two councilmembers, Charles Suderman and Mary Dunbaugh, have called for the city either to enforce its ordinance stipulating fines for such calls or scrap it.

The reason for their suggestion is that the measure is not being enforced, as evidenced by the loss of $13,700 in $50 fines for each of 274 bogus calls last year.

That’s 274 calls registered against ordinance violators each of whom had already received five free bogus calls.

Suderman and Dunbaugh are right to start a debate about the ramifications of bogus calls, as many questions are at stake.

First is the question of the loss of income to the city — income that could either keep down taxpayers’ levies or provide better services for their money.

Next, the time taken by police officers and their support staff to deal with such bogus calls is not only financially expensive, creating a further loss to the city, but also a waste of their skills in dealing with more important matters.

The councilmembers’ raising of the subject has also brought to light the fact that as many as 90 percent of the alarm violators do not have city-mandated permits, which cost $25 to register and $15 to renew annually. That’s even more revenue the city’s missing out on — and it should be paying for a service that those violators are effectively stealing from their fellow taxpayers.

There’s also the question of whether the ordinance is just not being enforced at all or whether it’s being applied to some and not to others. The former may be unacceptable because of its practical effect on city revenues; the latter also has moral implications and the potential for aggrieved law-abiding permit holders to file suit for malpractice.

And what if a paying permit holder suffers an unanswered burglary because police officers are already busily trying to deal with a couple of bogus calls at unregistered addresses at the other end of town?

The system seems fraught with danger. Dickinson’s residents are entitled to have it investigated properly without delay and for the city council to provide a solution that is in the best interests of the law-abiding majority, even if that means ending police officers’ responses to scofflaws’ alarms.

Chicago ordinance proposes security systems in vacant buildings

By Leischen Stelter -SDN Newswire  06.12.2008

CHICAGO--An ordinance due to hit the Chicago City Council this week would require owners of buildings vacant for more than six months to install and "maintain a working burglar alarm system." The ordinance was proposed by Mayor Richard Daley in an effort to clean up the city. Under the ordinance, owners of buildings vacant for more than six months would be required to register the building with the city, install a working security system and have an active account with a third-party monitoring company. Other requirements under the ordinance include property maintenance like mowed lawns and properly secured windows and doors.

Texas City Builds IP-Based Video Surveillance Network

eControl Panel- Jun 4, 2008, - Southlake, Texas, a suburb of Dallas/Fort Worth, is building an IP-based video surveillance system in order to deter crime in its town square. The city has decided to deploy an advanced, yet unobtrusive, IP video surveillance solution to increase the police force’s ability to detect, investigate and prevent crime. Wade Goolsby, Southlake police chief. says “Southlake's downtown area is becoming a model for highly efficient and effective public safety.”
Go Full Throttle With ADI’s Expo Training

We are celebrating our 15th year of delivering the best knowledge, training and networking in the industry.

Interact with top manufacturers, learn about exciting new products and network with your colleagues at the best one day training event in the industry.

Go Full Throttle with ADI and sign up for an Expo in your area today!

VISIT THE ADI LOCATION NEAR YOU...

ADI - Austin
1901 West Broker Lane
Suite 100
Austin, TX 78758
512-332-5440
Fax: 512-832-9020
Email: adi-austin@adi-dist.com

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

ADI - Houston
7425 Pineywood Drive
Suite 100
Houston, TX 77040
713-861-9418
Fax: 713-861-9966
Email: adi-houston@adi-dist.com

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

For the nearest ADI branch or to place an order, call 1.800.233.6261 | For System Sales and Support, call 1.800.234.7971 | www.adilink.com
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.


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

**EL DORADO INSURANCE AGENCY, INC.**

**SECOMITY INDUSTRY SPECIALISTS**

800.221.3386 or 713.521.9251

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.

---

**Mark Your Calendars**

**TBFAA’s 22st Annual Convention, Galveston, TX**

**October 23-25, 2008**

For more information visit

**www.TBFAA.org**

---

**Texas Burglar and Fire Alarm Association**

307 West Seventh Street, Suite 1700
Fort Worth, TX 76102