School Security Reexamined
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Ex Officers

2013 Training Schedule

Gain Confidence & 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.

- **Level 1 Class** - This newly updated training program, provided by TBFAA is a certified, nationally recognized training program approved by the Texas Private Security Bureau, License #0104. This 16-hour course meets requirements for installers and salespersons. The program provides an overview on the theory, installation and maintenance of alarm systems. Topics include: Burglar Alarm Systems Overview, Sensors, Controls & Communications, Notification Devices, Hold up Alarms, Professionalism & Ethics, Building Construction, Safety, Law, Standards & Codes, General Electricity & Electronics, Microprocessors & Computers, Tools & Fasteners, Testing & Troubleshooting.

- **Fire Exam Prep** - Newly Revised 16 Hour - 2 day Fire Prep Course. 1st Day - Covers Texas Law & Rules, NFPA 72 Households Requirements, NFPA 70 - National Electrical Code, International Residential Code, applicable sections of NFPA 101 and UL monitoring requirements. 2nd Day - covers the remaining sections for NFPA 72, applicable sections of NFPA 101 and Standards for Suppression & Control. The Texas Private Security Bureau also approves this 16-hour course for 16 CEU credits

For class offerings, information and additional dates, visit www.TBFAA.org or call 877-908-2322.

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 Bureau and the Texas Fire Marshal's Office among many other programs.

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"Cheers to a new year and another chance for us to get it right."
Oprah Winfrey

The highlight of this year for me was our Annual Convention in Galveston, as it was the biggest and in my humble opinion, the best so far. I think we had the most diverse classes, topics, and speakers to date.

As you look through this issue of the Transmitter, you will see several comments from attendee’s that support that opinion. We must make sure to thank our vendors for their support of not only the convention, but the ongoing support of our association as well.

Without these great companies, not only would the TBFAA suffer, but all of the Local Associations and the Chapters would not be as strong. I would like to also thank the “Lone Star Sponsors” that helped us meet our financial obligations for the convention.

As 2012 comes to an end, I look back at the year and wonder where it has gone. As I get older, it seems that every year goes by quicker. That being said, I realize that there were many things that happened in our industry this year, and at times, they seem to drag on much longer than anticipated.

One of those issues is the Interactive Alarm/Thermostat advertising problem we have with TDLR. We have been working with that agency for 8 months, and still have not come to a reasonable outcome for our Industry. There will be legislation introduced to correct this problem in the upcoming 2013 Legislative Session, but I wish we could have avoided this solution, and fixed it without the need for another law change.

Another thing that has been a long term problem is the training/course approval of our Residential Fire Alarm license by TDI. The TBFAA has filed a bill to help rectify the training situation and hopefully we will be able to start offering this course by late spring.

I am sure that there will be other issues surface through this new year, and I assure you that the TBFAA will do everything in our power to resolve them with a favorable outcome to our Industry and our members.

God Bless all of you and your families, and may God Bless Texas.

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**Central Texas Chapter**
Meets the 3rd Tuesday of the month (except Oct & Dec) at 11:30 am.
Check website for locations and times.
POC: Nathan Barney  p: 512-243-8007  e: nbarney@technikent.com

**Northeast Texas Chapter**
Meets quarterly in Longview Area. Plus local meetings will be held in various cities. Check website for times and locations.
POC: Brant Pierce  p: 800.683.6773  e: Brant@SouthwestDispatch.com

**Rio Grande Valley Chapter**
Corpus - 1st Tuesday of March, June, September & December.
McAllen - 1st Thursday of even months.
POC: Toby Bowen  p: 956.683.3615  e: tbowen@asgsecurity.com

**Houston Gulf Coast Association**
Meets 2nd Thursday of the month 11:30 am - 1:00 pm at Cadillac Bar and Grill, Shepherd @ I-10
POC: Debi Ulmer  p: 281.859.4569  e: debi@dispatchcenter.net

**North Texas Alarm Association**
3rd Thursday of each month at 11:30 am - La Hacienda Ranch - 17390 Preston Rd., Suite 100 Dallas, TX 75252
POC: Al DeMarzo  p: 972-355-8395  e: al@dfwalarm.com

**South Texas Alarm Association**
Meets 2nd Tuesday of the month at 11:30. Check website for locations
POC: Mike Schobel  p: 210.564.2601  e: mschobel@asgsecurity.com

**National Electronic Security Alliance**
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: Jordan Brown  p: 800-542-7866  e: jordon@guardtronic.com

**False Alarm Reduction Association**
FARA is an association of persons working in 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 and NESA are associate members of FARA.
POC: Brad Shipp  p: 301.519.9237  e: info@faraonline.org

**Texas Fire Alarm Association**
TFAA is an association of individuals and companies engaged in the fire detection and alarm systems industry, who recognize their responsibility to maintain high standards of reliability in the application of the life safety and property protection systems. TFAA conducts educational programs, supports legislation, and works with AHJs.
POC: Mark Gilmore  p: 214.763.5623  e: mark_gilmore@systemsensor.com
Calendar of Events

January
01  New Years Day
08  STAA Membership Meeting - San Antonio
10  HGCAA Membership Meeting - Houston
15  Central Texas Chapter Meeting - Austin
16  NTAA CEU Training - Dallas
17  NTAA Membership Meeting - Dallas
24-25  Level 1 - El Paso

February
07-08  Fire Prep - Houston - ADI
07  RGV - McAllen Meeting - McAllen
12  STAA Membership Meeting - San Antonio
14  HGCAA Membership Meeting - Houston
14-15  Level I - Dallas - ADI
18  Presidents Day
18-21  ESA Summit - Orlando
19  Central Chapter Meeting - Austin
19  TXBFAA Board Meeting - Austin
20  NTAA CEU Training
21  NTAA Membership Meeting - Dallas
21-22  Level 1 - San Antonio
28-1  Fire Prep - McAllen

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TBFAA Mourns the Loss of Longtime Member Robert Dale Elliott


My Life Thus Far by Robert Dale Elliott

While still a junior in high school I worked as an ambulance attendant and among other things I delivered 8 human babies. I joined the United States Navy Reserve the day after my 17th birthday. Once I graduated from Amarillo High in 1957 I went to Amarillo College for a year. I spent 2 1/2 years in the reserves before going to active duty.

I spent 2 years aboard the USS Yorktown, an aircraft carrier in the South Pacific. I studied Judo at the Kodokan Judo Institute in Tokyo, Japan. This enabled me to teach combative tactics to the 66 marines on the USS Yorktown.

When I was honorable discharged from the Navy I returned to Amarillo and started working as a private investigator while attending Amarillo College. That lasted for 3 months until I was shot at while watching the wrong property. STRIKE 1.

I then took a 6 week training class as an Arthur Murray Dance instructor and I taught there for 3 months until I determined the business was a scam and I offered to throw the owner down the stairs. That ended my dancing career. STRIKE 2 -then I started selling life insurance at age 22 until age 27 when I enjoyed a modicum of success.

Ten days before I turned 28 I started Amarillo Burglar Control on October 1, 1967 with $320.00 in capital. In 1976 I bought 3 security companies: Beasley Alarm, which began on January 1, 1926, Hereford Electronics and Allstate Security Industries, Inc., which started in 1970. All 3 were merged into Allstate Security Industries, Inc. (ASI) in 1977. Since then I have bought 18 additional security companies throughout Texas and New Mexico for a total of 21 companies. They have all been merged under the name Allstate Security Industries, Inc.

I am proud to say that Allstate Security is the oldest and largest full-line private security company between Dallas and Denver, and Oklahoma City and Phoenix Arizona. Also, with over 15,500 alarm companies in the United States, ASI is one of only 63 U.L. listed companies that install, service, and monitor both burglar and fire alarms in the entire United States. ASI provides security services in parts of New Mexico, Oklahoma, Kansas, Colorado, and Texas within a 250 mile radius of Amarillo.

ASI has been named Small Business of the Year by the U.S. Small Business Association (SBA) and the Amarillo Globe News. I have been elected to local, regional, state, national, and international positions in various security related organizations. I was elected as President of the Golden Spread Better Business Bureau and held offices in various other civic organizations.

ASI has been chosen through the Amarillo Globe News "Best of Amarillo" program as the best Security Company for the last few years. ASI also has the only 5 diamond rated central station in the area as measured by the Central Station Alarm Association.

While I was building this conglomerate I have been married and divorced 5 times, STRIKES 3, 4, 5, 6, and 7. I am the father of 2 beautiful daughters. My daughters have blessed me with 3 grandsons: Dustin — 26, Randall — 26, and Blake who died 8 years ago at age 15.

Also, along the way, I became a big brother for 23 years to 8 little brothers. I was President of the Big Brothers/Big Sisters of Amarillo organization and I was selected as Big Brother of the year for Amarillo in 1968 and nominated twice as Big Brother of the year for the entire United States in 1980 and 1982.

I was President and head Judo Instructor of the Amarillo Community Center. Also, head Judo instructor for the Amarillo YMCA and served on their board of directors. I was also head Judo Instructor for the Dahrt Judo Club, I taught combative and defensive tactics to the only US Army Green Beret Reserve Unit in Texas as well as the Amarillo Police Department and other various law enforcement agencies in the Texas Panhandle. As a black belt Judo Instructor I taught for 19 years and competed until I was 40 years old.

After starting Amarillo Burglar Control and acquiring ASI, I observed that there were no state regulations for security companies or their personnel. I and 3 other people wrote the bill that was instrumental, with the help of the A.S.S.I.S.T. organization, in getting a bill passed that created the Texas Board of Private Investigators and Private Security Agency. I and another 3 people wrote the bill that put the State Board of Insurance over the State Fire Marshall for the regulation of fire alarms. These are two organizations that for the last 30 years have governed and regulated the security and fire alarm industry in the state of Texas. I currently serve as Region 1 Director (which covers 71 counties) of the Texas Burglar and Fire Alarm Association, an organization which I helped found 24 years ago. Today I am working as hard as I did 40 years ago when I started in the alarm industry.

In addition to actively running Allstate Security, I am also an active member of the following organizations:

First Baptist Church
Amarillo West Rotary Club
Panhandle Executive Association
Central Station Alarm Association
Texas Burglar Fire Alarm Association
Associated Security Services
Investigations of the State of Texas (Past National Vice President)
National Fire Protection Association
False Alarm Reduction Association
Texas Panhandle Builders Association
Better Business Bureau
Amarillo Chamber of Commerce

Past memberships include:
National Council of Investigators and Service Security (Past Vice President)
World Association of Detectives (Past Director)
International Association of Chiefs of Police (Past liaison committee member between IACP and the private security industry for 5 years.)

Thank goodness I now have the help of my grandson, Randall Renfroe. However, with seven strikes against me I hope I am not "OUT".

The last thing that I am proud of is having been selected as co-chairman of the Amarillo High School 1957, 50th reunion committee. Thank you for allowing me the opportunity to serve you in this capacity.

Dale Elliott — alias Mr. Protection.

P.S. Make it a point to say "Hi" to the guy in the green top hat.
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NESA Update

Brad Shipp, NESA

NFPA 730 & 731

NFPA has proposed changing the current NFPA 730: Premises Security Guide into a code. Several changes are proposed for NFPA 731: Standard for the Installation of Electronic Premises Security Systems.

The main reason for the change from a guide to a code is to make it easier for localities to adopt it into law. NESA has reviewed the proposed updates to NFPA 730 & 731 and submitted comments.

While many oppose the elevation of 730 from a guide to a code, NESA accepts that NFPA is moving forward with it and chose to try to improve the proposed guide rather than oppose it.

The submitted changes seek to make the code and standard consistent with existing UL and NFPA requirements, to clarify vague requirements, to eliminate impractical requirements and to allow trainees to work under supervision of experienced professionals.

NFPA will consider all the submitted comments in March and will then move thru the NFPA process. We will keep you informed.

Licensing Changes for Mass Marketers

Mass marketers who are selling alarm systems along with phone and or television services have begun to lobby licensing boards and legislatures in several states for changes to make it easier for them to do business.

Suggested changes include: exempting employees who solicit business at mall kiosks from licensing, combining categories to allow salespeople to sell and technicians to work on any system without demonstrating competency in specific areas (Access Control, CCTV, Fire, Intrusion, etc.), and allowing one person to be responsible for multiple branches throughout the state.

So far changes have been proposed in Oklahoma, Virginia and Michigan.

NESA is monitoring this trend nationwide and we have helped state associations to evaluate and address these proposals.

We’re sorry!

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School Security - Reexamined

Brad Shipp, TBFAA

"The outrage and debate in the wake of the Newtown massacre will inevitably bring change. It might not involve the federal action that many have demanded—a ban on assault weapons tops the list—but it is certain to include local initiatives that strengthen school security: improved access control, additional guard services, expanded video surveillance or a combination of the three." Security Systems News 12/19/2012

The events in Newtown will surely lead to a reexamination of access control and surveillance programs at our nation's schools.

Michael Dorn, executive director of the nonprofit group Safe Havens International, told the Post that fewer than 10 percent of U.S. schools have strong access control with locked entryways, buzzers, protective glass and camera or intercom systems. That's likely to change after Newtown, he said, as school districts feel pressure to upgrade security.

In the aftermath of the shootings several news stories have highlighted what schools are doing in this area.

"In the Lake Travis School District, another principal told parents building renovations are underway that will increase campus security. The work was planned well before the shooting in Connecticut. It will bring changes to the way visitors get into the school. They will no longer be able to walk in the front doors and down the hallways. An extra barrier of locked double doors will be added inside forcing visitors straight into to front office to check-in." KXAN-12/18-12

"Some 400 Montgomery County schools have a wireless silent alarm panic button system designed to get first responders to a school quickly in an emergency. The panic button sends a signal directly to the 911 dispatching center, which automatically dispatches police while sending out a facility floor plan to patrol car computers." PhillyBurbs.com-12-19-12

"Mitchell Elementary is surrounded by a iron fence with a panic alarm that sounds off if someone tries to get in from the outside. And getting inside isn't easy. There is one way in - the front door - and it's locked. You have to be buzzed in. A camera by the door allows office staff to see who is outside on a video monitor in the office. Once inside, visitors have to sign in and swipe their driver's license. The system checks for sexual predators." News 10 - 12.18.12

"Delayed lock emergency doors, which sound an alarm and do not release for 20 seconds, in several ESE classroom pods. Schools use inexpensive Radio Shack alarms on some windows and doors, as well." Tampa Bay Times: 12-19-12

Some stories have called attention to the lack of systems in some schools.

The Union Leader in New Hampshire called attention to a Nashua mayor vetoed school security upgrades in 2009. "The Access Control System was to install alarms and monitors on exterior doors, locks for all doors, over 100 cameras with a centralized monitoring system, and a buzz-in intercom camera system at main entrances. Aged alarm systems were to be replaced, as 56 panic switches and 123 proximity card readers were to be installed."

Texas Schools are not in compliance

Texas Attorney General Greg Abbott is calling on 78 Texas school districts to bring school safety measures into compliance. In a news release Monday, Abbott said 38 school districts in Texas did not report their school safety plan and another 40 did not meet reporting requirements.

National Funding for school security was discontinued

Government officials told the Washington Guardian on Friday night (12.14) that two Justice Department programs that had provided more than $200 million to schools for training, security equipment and police resources over the last decade weren't renewed in 2011 and 2012, and that a separate program that provided $800 million to put police officers inside the schools was ended a few years earlier.

What steps can be taken?

To assist schools in this task, the U.S. Department of Education and the U.S. Department of Justice have sponsored, often jointly, both research and demonstration programs to collect data and test useful new ideas that will expand understanding of school violence and disorder and lead to new programs to reduce these problems. They have created a website on The Appropriate and Effective Use of Security Technologies in U.S. Schools https://www.ncjrs.gov/school/state.html

The site provides basic guidelines to law enforcement agencies and school administrators and encourages their collaboration as they decide what, if any, security technologies should be considered as they develop safe school strategies. Topic areas included in this guide are: security concepts and operational issues, video surveillance, weapons detection devices (walk-through and hand-held metal detectors and x-ray baggage scanners), entry controls, and duress alarms.

Page 12
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A Fire (Alarm) Side Chat

Roy A. Ham, Vice President - Fire, TBFAA - NICET IV Fire Certified

For those of you that attended the TBFAA's 26th Annual Convention in Galveston, TX on October 17-19, thank you for attending, and for those of you that were not there, you missed a real treat. Classes on Ethics, Code Updates, National Electric Code, UL, updates from the DPS, and how to increase the value of your company were of interest to everyone in attendance.

There were special fire alarm classes available that were well attended. The fire alarm classes included:

a) Designing & bidding fire alarm systems by yours truly. Everyone seemed to enjoy this class and walked away with at least one Tootsie Pop. The class had some 34 people attending, and one of the most interesting items to me was the fact that 100% of everyone in attendance not only dealt with residential fire alarm systems, but they also dealt with commercial fire alarm systems.

b) Lawrence Taylor with the Texas Department of Licensing and Regulation out of Austin, TX provided an excellent program on elevators and fire alarm controls.

c) Fire Marshal Mike Montgomery of Harris County represented the Texas Fire Marshal's Association and the working relationships between AHJ's and fire alarm contractors.

d) The new Texas State Fire Marshal, Chris Connealy and Director Mark Lockerman from Austin, TX provided a very good overview and update of the Texas Fire Marshal's office and what they are looking to in the future.

e) Linda Davis and Gracie Lewis with the Texas State Comptroller's Office provided attendee's with quality advice and recommendations relating to tax collection.

Meeting all these individuals, authorities, putting a face with a title, and learning from these individuals was well worth the time, expense, and effort to attend.

Senator Dan Patrick and Representative Allen Fletcher also provided keynote speeches during a special luncheon.

If you are reading this and are a member of TBFAA, thanks for your support. If you are not a member, you not only do not know what you are missing, but you are not supporting an association that has your best interests in mind. Great job by the organizers of the TBFAA Convention, my hat's off to you.

Now for my fire alarm article for this edition of the Transmitter. For future reference in this article, by definition, a "Smoke Detector" is part of a fire alarm system, whereas a "Smoke Alarm" includes the detection and warning components all in one unit and does not require a control unit for power and supervision. Typically, most fire licensees are concerned with "Smoke Detector" systems. Also, Code refers to "Independent" fire alarms to help distinguish between the two definitions.

While at the convention, several topics relating to the interpretation of fire Codes and Rules came up, and I plan on addressing each topic in upcoming TBFAA Transmitters. However, since responses to each topic will be lengthy, the first one I would like to initially address relates to RESIDENTIAL FIRE codes. The question asked appears simple:

If you have a one or two family residence that has existing code compliant "Smoke Alarms", can you add one or two independently monitored "Smoke Detectors" to any area(s) you or the customer wishes?

I believe the majority of Combination security and fire alarm and large fire alarm companies believe that any additional "Smoke Detector" coverage is better than none at all when existing fire devices already meet code, and if new "Smoke Detectors" are added that duplicate the already independent code compliant devices, the customer will generally choose to do nothing at all because of the added expense. Also, some dealers indicate that the local Fire Marshal's interpretation of the one and two family fire Code always allows them authorization to install any quantity of "Smoke Detectors" regardless of circumstances. You really need to read on because this is not as simple as it might seem.

Texas has adopted NFPA72 Code, 2007 edition and NFPA101 Code, 2009 edition, AND has accepted the International Building (IBC) Building and Residential Code (IBC), 2003 or later additions as model codes. Paragraph 334.816 (b) (4) allows for a more recent edition of an adopted standard or a Tentative Interim Amendment published as effective by the NFPA.
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A Fire (Alarm) Side Chat Continued

Continued from Page 14

Just make sure whatever edition is used, you stay with that specific edition for the entire project because jumping back and forth between editions is not allowed. Any reference I make in this article relate only to the Codes mentioned in the first sentence above. NOTE: I understand from the Director of the State Fire Marshal’s Office, Mr. Mark Lockerman, that as of November, 2012, the 2012 Edition of NFPA 101 has been adopted.

Relating to fire alarm systems, NFPA and IBC Residential Codes are very similar. You need to take time and read Chapter 11 of NFPA72, Chapter 24 of NFPA101, and the IBC Residential Code. Remember, technically, all licensed fire alarm technicians and planners in the State of Texas are licensed using NFPA Code, and the Texas Insurance Code and Rules, Summer 2011 edition (access at www.tdi.state.tx.us/fire/fmialarm.html).

This is a good spot to respond to the question: Can a local Fire Marshal vary the Code any way they want? The answer is conditionally. Local Fire Marshal’s (AHJ) should look at the Code as a minimum standard, but they do have the ability as the AHJ to require more than the minimum standard if they so choose based upon performance and circumstances. If a Fire Marshal wants to exempt anything from a minimum fire code, as a licensed company and individual, you should not comply unless the Fire Marshal is willing to put his request in writing. With that being said, can an AHJ require a fire alarm contractor to install a fully code compliant “Smoke Detector” system (TO INCLUDE NOTIFICATION APPLIANCES) if you or the customer want to simply add just one or two smoke detectors. In my opinion, the AHJ has that authority since they would be exceeding the minimum code requirements. For the record, I have never encountered a local Fire Marshal that was not receptive to suggestions when the suggestions complied with the code.

Now, let’s talk specifically what the Code says. Can one or two “Smoke Detectors” be added to a one or two family residence when the existing system is independently code compliant? The answer is YES according to paragraph 11.3.1(1) and (2) of NFPA72 Code, HOWEVER, you must be very careful. Paragraph 11.8.1.4 (5) (b) states, “Smoke alarms installed in one and two family dwellings shall not remain in service longer than 10 years from the date of manufacture.”

What are some (not necessarily all) of the items you should consider and check out before you install that one or two “Smoke Detectors”:

a) Have you checked with the local AHJ within your municipality to determine if there are any extra requirements above standard Codes?

b) Has the customer remodeled their house or added on to it and never brought the fire alarm up to current Code?

c) Did you determine with the customer the date their code compliant “Fire Alarm” was installed does not exceed ten (10) years?

d) Was a site survey of the dwelling actually made, and the right questions asked PRIOR TO installing that one extra independent “Smoke Detector” in the corridor or electrical room?

e) Will the owner be confused as to exactly what fire coverage they have, local or monitored? It is extremely important that the owner understand what they are buying and how it works. Confirming new equipment and training in writing is always a good plan.

Bottom line to this article is, do not assume anything. When in doubt, document your files, and ask the right questions prior to installing that one simple “Smoke Detector” in a one or two family residence.

See you at the next publication.
TRI-ED / Northern Video Distribution Acquires SGI

11.30.12 – Woodbury CT

Tri-Ed / Northern Video Distribution is pleased to announce its acquisition of Security General International (SGI), a leading wholesale distributor of Security and Low Voltage products in the Southwest U.S.

Staying true to its “buy and build” growth strategy, Tri-Ed / Northern Video continues to expand its footprint in North America. The acquisition of SGI and its 13 branch locations establishes a presence for Tri-Ed / Northern Video in six new cities – Fort Worth and McAllen, Texas, Oklahoma City and Tulsa, Oklahoma, Albuquerque, New Mexico and Orange, California.

“We are very excited about our expansion in the Southwest market, and serving our growing customer base there,” notes Pat Comunale, Tri-Ed / Northern Video President and CEO. “We welcome the entire SGI staff to the Tri-Ed / Northern Video team and look forward to meeting and exceeding the expectations of security professionals in our new locations.”

For more information, please visit www.tri-ed.com.

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'Twas the Night Before the Annual TBFAA Convention

Debi Ulmer, TBFAA Convention Chair

'Twas the night before the annual TBFAA convention, when all thro' the island
Not a creature was stirring, no one was smiling;
Our bags were unpacked and items placed with care,
In hopes that TBFAA attendees would soon be here;
The directors were nestled all snug in their beds,
While visions of the TPOFY danced in their heads,

And Debi in her room settling down for a much needed nap,
She had just settled in then awoke with a snap —
When down in the lobby there arose such a clatter,
She sprang from the bed to see what was the matter.
Away to the lobby she flew like a flash,
She ran to the elevators, oh my oh it was such a dash.
When, what to her wondering eyes should appear,
But President Hooker, and all the TBFAA directors full of cheer—
And he whistled, and shouted, and called them by name:

"Now! Malcolm, Now! Roy, Now! Brant and Kelly,
"On! Brian, On! Nathan, On! Jeff and both Mary's;
"To the top of the hotel! To the end of the hall!
"Now dash away! Dash away! Dash away all!"

So up to the conference room the membership flew,
President Hooker with a brief case full of papers — and plaques in there too;
And then in a twinkling, I hurried down the hall
The to find them setting down once and for all.
As I stepped inside and was sitting down,
In came Brad Shipp with abounds:
He was dressed all in all blue from his head to his foot,
And his bags were all lamished with traveler's soot;
Posters, Badges and FedEx boxes were flung on his back,
And he looked like a peddler just opening his pack:
His eyes — how they twinkled! His dimples, how merry,
His cheeks were like roses, his nose like a cherry;
A wink of his eye and a twist of his head
Soon gave me a nod I had nothing to dread.
He spoke not a word, but went straight to his work,
And filled all the folders; then turned with a jerk,
And laying his finger aside of his head
And giving a nod, board packets were ready to be read.

Rodney sprung to his podium, to his team gave a whistle,
And away went the convention, off like a missile:
But all too soon I heard him exclaim, as he drove off the island out of sight —
Happy convention to all, and to all a good night.

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Recently I attended the TBFAA Convention in Galveston. Even though I have been in the industry for many years, this was my first time to attend this event. If you are like me, it is very easy to convince yourself that you are too busy with the day-to-day business to give up several days to attend a conference. Thankfully this year, I had some encouragement to participate.

Upon arriving at the hotel, I was told the hotel ran out of standard rooms and would upgrade me to an oversize suite at the same rate. What a nice start to the conference!

During the meetings over the next three days, we learned about everything from building value in our companies and changes in industry regulations to surviving a tax audit.

Most importantly, we were able to spend valuable time networking with others in our industry, while also sharing our success stories and challenges.

I want to thank Rodney Hooker and TBFAA for all they do each day to protect the interest of everyone in our industry.

If you have not attended one of these conferences in the past, I highly encourage you to do so!

Ron Pullen,
General Sales Manager, Ener-Tel Services Inc.

This is the first TBFAA convention I have attended. I have always heard it was a good convention but never really gave it too much thought. I was pleasantly surprised to see such a good turnout with so many familiar faces in our industry. It gave me a good opportunity to network with other alarm company owners from other markets and share ideas which benefit our companies. The classes offered were taught by industry professionals who provided a wealth of information. I'm already looking forward to next year.

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Attendees Comment On the TBFAA Convention

President Hooker,

For the last four years, the Texas Burglar and Fire Alarm Association's Board of Directors and members have been gracious enough to host the NESA board meeting during your annual convention. You have also allowed us to participate in the training, membership meeting (as observers), the trade show, casino night, and the Person Of The Year dinner. I just wanted to take a moment and thank you for allowing us the privilege of attending and to let you know how proud you should be of the convention; it is THE premier state association convention.

While I didn't get to attend any training sessions during the first two hours on Wednesday (due to the NESA board meeting) or Captain Bowie's presentation on Thursday; I did attend a training session during every other scheduled time. As with past years, all of the sessions that I attended were well worth my time and very interesting. I especially enjoyed the IP courses given Thursday morning.

I am always amazed that, in spite of the ISC East and West shows and all of the local ADI Expos, the TBFAA trade show is so well attended by both vendors and members. Last year, the show was spilling out of the room that the hotel provided and included a hall outside the meeting room. Having this year's show at the convention center gave each vendor more room and allowed attendees to congregate to tell our war stories. It was a great time to network with manufacturer's representatives and central station managers and sales reps.

Thursday's meeting luncheon was also informative, even for a non-Texan. Listening to the State Representative and Senator speak (along with the rest of the meeting) made me wish that I was a Texan. I got to meet the State Representative last year and speak with him briefly. It was good to see him back again this year and know that our industry has a friend in Austin.

The highlight of the meeting each year, for me, is the Person of the Year dinner. There is so much talent in the TBFAA that I feel bad for the committee that has to choose who to roast each year. Chris, like all those great men before... and Rex, was a great sport. It is my honor to serve on the National Electronic Security Alliance Board of Directors with him.

Please extend my heartfelt thanks to Ms. Ulmer and her Convention Committee, along with the TBFAA Board of Directors and Members for allowing the NESA board to attend. It truly is one of my favorite events of the year.

Sincerely,

J. Jordan Brown
President
National Electronic Security Alliance
TBFAA Convention Photos

Reuben Fechner Honored With Presidents Award

From Left to right
Roger Byrd, Rep. Fletcher, Sandra Fechner Ruben Fechner and Sen. Patrick

Chris Russell Honored With Person of the Year Award

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TBFAA Convention Photos

Rep Fletcher, Pres. Hooker, & Sen. Patrick

One of many Classes

Mark Lockerman Director- State Fire Marshal's Office & Chris Connealy, State Fire Marshal
FARA Adopts Position on Do It Yourself Systems

12.19.12 – Rockville, MD

The Board of Directors of the False Alarm Reduction Association adopted a Position on Do It Yourself Systems Response.

Do It Yourself or DIY systems are alarm systems that are installed by the alarm user or consumer.

The position reaffirms FARA’s commitment to the involvement of all stakeholders in the development of local solutions to the false alarm problem. It also highlights that because Do It Yourself systems can be a significant source of false alarms, localities should consider several things about Do It Yourself systems.

“The position was adopted because of questions about how to apply local alarm ordinances to do it yourself systems”, said Kerri McDonnell, FARA President. “Do It Yourself Systems can cause false alarms and localities need to consider regulating them.”

To quote from the Position Paper: “FARA believes that each community has a right to enact whatever false alarm solution best meets its needs. FARA also believes that Do It Yourself Systems should be considered in your alarm ordinance in the following ways.

- Your ordinance should prohibit a do it yourself alarm system from directly dialing or otherwise contacting public safety.
- Any registration or permitting requirements and fines or fees and/or response limitations that apply to the user for a professionally installed system should apply to the user with a do it yourself system.
- You should consider requiring an inspection by a professional alarm technician for systems that have too many alarms.
- If the alarm user calls in a dispatch request to public safety based on a do it yourself system and it turns out to be a false alarm, the same fees and/or response limitations that apply to professionally installed systems should apply.”

To find out more about the False Alarm Reduction Association or the Position on Do It Yourself Systems Response contact Brad Shipp, FARA Executive Director, at (301) 519-9237, email info@faraonline.org or visit the web-site at www.faraonline.org.
Thanks to TBFAA Lone Stars

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- Intruder Alert Systems
- National Monitoring Center
- Nex Generation Central
- Security One

Page 26
State Fire Marshal News

Source for Fire News

Thanks again for inviting us to participate in your conference. It was a great opportunity to reconnect with the industry and we look forward to doing more in the future. Really appreciate the hospitality.

Including the e-news links here so that you can share with your members.

Licensing specific e-News
http://www.tdi.texas.gov/alert/esfmolicensing.html

Main SFMO e-news
http://www.tdi.texas.gov/alert/esfmo.html

Thanks -
Mark Lockerman

Please Update All SFMO Email Addresses

The State Fire Marshal’s Office and the Texas Department of Insurance are in the process of updating all employee email addresses. Please update any State Fire Marshal staff’s email address in your address book to the following format:

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Contact for Elevator Questions

If you have questions regarding elevators, please contact Lawrence Taylor at the Texas Department of Licensing and Regulation.

You can reach Lawrence at:

lawrence@license.state.tx.us
Phone: 512-539-5725
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Texas Sales Tax on Security Installations and Services

Mitch Reitman, Managing Principal
S.I.C. Consulting

Texas imposes sales and use tax on security services. Section 151.0075 of the Texas Tax Code states the following:

"Security service" means service for which a license is required under Section 1702.101 or 1702.102, Occupations Code.

Of course Sections 1702.01 is also known as the Private Security Act. It requires licensure for a broad range of security services in Texas and, hopefully, if you are reading this, you are well aware of "The Act." Specifically The Act states that

A person acts as an alarm systems company for the purposes of this chapter if the person sells, installs, services, monitors, or responds to an alarm system or detection device (Section 1702.105)

This "catch all" language includes substantially everything that the typical security alarm, or systems integration company does. You will note that monitoring is specifically included in Section 1702.105 of The Act, therefore it is taxable under Section 151.0075 of the Texas Tax Code. Furthermore, anyone acting as an Alarm Systems Company and providing services in the State of Texas must have a physical location in the State and is subject to taxes. We many times get calls from out of state companies that are under the impression that since they are out of state, and their central station is out of state, they are not subject to Texas tax. Even if they are out of state, they are subject to Section 1702.01. It is virtually impossible to operate in Texas without a presence in the State.

The specific mention of Section 1702.01 in The Tax Code is important as an example of how the Comptroller's office interacts with another state agency whose own determination governs the Comptroller's taxability conclusion. Most tax professionals have no knowledge of the Security Industry and, while they may know the Texas Tax Code, they have no idea what the Alarm Act is.

I have seen quite a few Security Companies in Texas who classify their installers as contractors. Since the installers do not have their own Alarm Company Licenses, they operate under the license of the "contracting" alarm company. This seems to be a good idea until the IRS points out that the "contractor's" pocket card states Alarm Company Employee. The IRS agent then begins computing unpaid payroll taxes and penalties and interest. Again, another example of a tax advisor not understanding our industry.

The Comptroller has also determined that alarm (fire is another story) installation, whether it is pursuant to a lump sum, or separated agreement, is taxable to the end user as Alarm Services. There are some circumstances that may be exempt from this, but any treatment other than as a sale to the end user with tax charged, will most certainly land you on the wrong end of an audit determination. Our firm is glad to discuss specific situations and their taxability.

I have over thirty years of experience dealing with the Texas Comptroller, the IRS and other taxing authorities. If you have a question about taxes, or other issues, give us a call and we can either advise you as to your rights and responsibilities, or request a private ruling from the taxing authority.

Mitch Reitman is Managing Principal in S.I.C. Consulting which provides service exclusively to Security and Systems Integration companies throughout the U.S. He can be reached at 817.698.9999.
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Jeff Stout, Director of National Integrator Sales for Tri-Ed/ Northern Video Distribution

As growth in the IP video sector continues to surge, savvy security dealers and integrators are snatching up all the ammunition they can harness to successfully compete in this arena of opportunity.

The IP video market is growing exponentially; more manufacturers are entering this space than ever before and traditional analog suppliers continue to expand into the IP video arena. The markets that have already adopted IP video as a standard will continue to offer tremendous opportunity. These include government, K-12, colleges, universities, healthcare and transportation.

The retail market will likely begin to adopt IP video as a standard because of the "business intelligence" analytics that are available or being developed. Retailers will be able to count people, determine age and gender, and monitor traffic flow in their facilities. This will provide valuable information to a store owner for marketing purposes as well as the traditional video security benefits. The residential video marketplace also continues to grow. With the addition of mobile apps and fee-based cloud storage, dealers can meet the ever-changing needs of the residential customer by utilizing IP-based video systems.

The biggest challenge looking forward will be to understand and recognize an IP video opportunity and having personnel on staff who feel comfortable installing a network-based system.

As demand for IP video systems continues to increase dramatically, so, in turn, does the critical need for training.

To meet this demand, Tri-Ed/Northern Video Distribution is facilitating comprehensive IP support and translating IP into Infinite Possibilities for dealers and integrators across North America. In addition to offering them an extensive line card of IP products, Tri-Ed/Northern Video's ongoing IP training is helping ensure their success in this exploding sector.

These IP trainings and Roadshows have educated thousands of customers thus far and are helping ensure their success in this exploding sector. Dealers are so eager to learn about IP and are super interested in learning about megapixel (HD) video surveillance, network architecture, and network video software. The Tri-Ed/Northern Video trainings are meeting a critical need for our customers and enabling them to compete in the IP arena. They cover important technical topics such as Video Resolution, Illumination, Ethernet Transmission, Surge Suppression, Recording Platforms, Types of Networks and Understanding Storage.

Another IP offering that allows integrators to hit the ground running is Tri-Ed/Northern Video's IP-EZ Programming Service, a true plug-n-play solution that simplifies the installation process. IP cameras purchased at Tri-Ed/Northern can be pre-programmed to the customer's specifications and shipped to them directly ready-to-go. And they come equipped and up-to-date with the latest firmware revisions.

As the saying goes, there's nothing to fear but fear itself. What's preventing some dealers and integrators to make the leap into IP video is the fear of the networking component. To overcome this, invest in yourself and your staff by taking advantage of basic network training. The opportunities that await are well worth it. For more information, visit www.tri-ed.com.
Are you building RMR with Remote Guarding?

With advancements in video technology it is now possible for system integrators to build RMR with Remote Guarding Services.

Virtual Guard (by the Hour)  Virtual Guard Patrols
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Video Intervention      Hosted / Managed Access

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Draft Schedule—Subject to change

Tuesday 10/22
11am - 6pm - Golf
7pm - TBFAA Board Dinner

Wednesday 10/23
9-10am - Ethics
9-10am - Fire Class
9-11am - NESA Board Meeting
10-11am - Code Update
10-11am - Fire Alarms
11am - Noon - National Electrical Code
11am - Noon - Fire Class
Noon - 1pm Lunch for Class Attendees
1-3pm - Financial Class
1-3pm - Fire Class
3-5pm - Sales Workshop
3-5pm - Fire Class
6-7pm - Presidents Reception
7-11pm - TBFAA Roast & Toast Dinner

Thursday 10/24
8-9am - Breakfast
9-11am - General Technical Class
9:30-10:30am - TBFAA & Legislative Updates
11:00am - 1:30pm - Keynote Lunch - TBFAA Membership Meeting
1:45-2:45pm - Fire Updates
2:30pm - General Technical Class
3-4pm - Private Security Updates
4-7pm - TBFAA Trade Show
7-11pm - Casino Night

Friday 10/25
8-9am Breakfast
9am - 1pm - TBFAA Board Meeting