Texas leaders Joe Straus (l), Governor Rick Perry (c) and Lt. Governor David Dewhurst (r) speak to reporters about the 82nd Legislative session’s priorities.
Southwest Dispatch Center

Progressive Monitoring Solutions

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In Every Issue
President’s Message 5
2010 Convention Exhibitors 10
Calendar of Events 7
2011 Training Schedule 4
Associate Members 10
Associations & Chapters 6
Board of Directors List 4
Advertiser Index 3
Legislative Support Contributors 10
PAC Fund Contributors 10

AD Index
Advertiser Page
Acadian Monitoring Services 15
ADI 23
DSC 17
El Dorado Insurance 5
First National Merchant Solutions 19
JC Gury 19
LRG 17
Monitronics 17
NMC—National Monitoring Center 13
Nova Internet Services 7
Rapid Response Monitoring 9
Security Networks 19
SentryNet 17
Southwest Dispatch Center 2
Tri-Ed/Northern Video 21
UCC 11

CONTENTS February 2011 Issue

- Legislative Report
  - Texas Legislature Now In Session
  - Walk the Halls—Support Our Industry!
  - State Budget Will be Main Challenge

- Private Security Bureau Update
  - New Rules for Continuing Education Schools

- NESA Update
  - New NESA President Announces Plans

- FARA Comes to Texas
  - FARA Training Symposium
  - Schedule of Events

- 2011 Convention
  - New Hotel Opens Possibilities For 2011
  - Tentative Schedule of Events

- Texas Ordinance Updates
  - College Station Adopts Amendment
  - Plainview Fire Marshal Seeks Amendments
  - False alarms Cost Longview Over a Million
  - Houston Goes Online For Alarm Permits

- Fire Code Updates
  - IAFC Proposes Changes to NFPA 72 to Reduce False Alarms

- Member News
  - TRI-ED \ Northern Video Distribution Acquires Security Data & Cable HQ
  - ADI Expos Announced
  - iSeeVideo Provides Safety & Security for Pet Owners

- 2010 Convention Highlights
  - Chip Bird Named 2010 TBFAA Person of the Year
  - Kinky Friedman Keynotes Annual Meeting
  - Variety of Activities Rounded out the Convention

- Texas Public Safety Updates
  - Texas Police Go HiTech
2011 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.

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<td>Amarillo</td>
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For more 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.

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

Texas Burglar and Fire Alarm Association
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Brad Shipp 877-908-2322
“Eighty percent of success is showing up.”

Woody Allen

Everyday people just like each of us make a choice. To be involved or to let others carry the load. Everyone is busy. Everyone underestimates their ability. It is always easy to find a reason not to get involved, but in the end it's just an excuse to let others carry the load for you.

It does not take much to make a difference — unfortunately most of us make the biggest difference of all by not even showing up.

Make 2011 your year to make a difference.

- Join the TBFAA (All you need to do is fill out an application on line – how hard is that?)
- Attend the TBFAA Convention (Food, drink and networking in a great setting – how hard is that?)
- Walk the Halls (We need your help to educate legislators)
- Come to a local meeting (all you need to do is attend a meeting for a few hours and eat – how hard is that?)
- Recruit a fellow professional at an alarm company to join TBFAA. (You will be doing them a favor and after all, why should they get a free ride)

If you are not involved, you are not getting the full value of joining and TBFAA is not getting the full value you could bring to all of the rest of us.

“We make a living by what we get, we make a life by what we give.”

Sir Winston Churchill

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Central Texas Chapter  
Meets the 4th Thursday of the month except Oct & Dec at 11:30 am  
Check website for locations and times  
POC: Brandon Blevins  p: 512.302.1181  e: service@granitesecurity.net  
Phone: 877.908.2322  
ctc.tbfaa.org

Northeast Texas Chapter  
Meets quarterly in Longview Area. Plus local meetings will be held in various cities. Check website for times and locations.  
POC: Ty Edwards  p: 903.593.9531  e: tye@ruddcontracting.com  
Phone: 877.908.2322  
netc.tbfaa.org

Rio Grande Valley Chapter  
Corpus - 1st Tuesday of March, June, September & December.  
McAllen - 1st Thursday of even months.  
POC: Daryl Smith  p: 956.973.1666  e: cmccaleb@securitydepotinc.com  
Phone: 877.908.2322  
rgvc.tbfaa.org

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

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: Brant Pierce  p: 800.683.6773  e: Brant@SouthwestDispatch.com  
Phone: 214.352.9352  
www.NTAA.org

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  
Phone: 210.402.6262  
www.SouthTexasAlarm.org

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: Jordon Brown  p: 800-542-7866  e: jordon@guardtronic.com  
Phone: 301.519.9237  
www.NESAUS.org

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 is an associate member of FARA.  
POC: Brad Shipp  p: 301.519.9237  e: info@faraonline.org  
Phone: 301.519.9237  
www.faraonline.org
Calendar of Events

February

03   RGV- McAllen Meeting-McAllen
08   STAA Membership Meeting- San Antonio
10   HGCAA Membership Meeting- Houston
10-11 Level 1 ADI-Dallas
16   NTAA CEU Training- Dallas
17   NTAA Membership Meeting- Dallas
18   Fire Prep Class- Houston-ADI
21   President’s Day- Holiday
22   TXBFAA Board Meeting Austin
22   Central Texas Chapter Meeting- Austin

March

01   RGV – Corpus Christi Meeting- Corpus Christi
08   STAA Membership Meeting- San Antonio
10   HGCAA Membership Meeting- Houston
11   Fire Prep Class- San Antonio- TriEd
16   NTAA CEU Training- Dallas
17   NTAA Membership Meeting- Dallas
24-25 Level 1- Houston- ADI
22   Central Texas Chapter Meeting- Austin

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As an associate member of the TBFAA and supporter of more than a dozen local and national alarm associations, NOVA knows of the many unique challenges that face the alarm industry. NOVA can assist you with an affordable professional website developer or work with your current developer to create and maintain your internet presence. In addition to a plethora of services for your website, Nova offers the following benefits:

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- Competitive Pricing
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For over a decade NOVA has donated internet services to many non-profit groups, associations, and foundations. Over two-hundred donated websites that include groups such as children’s foundations and organizations, women shelters, hospices, and land preservation groups. NOVA’s charitable donations are made possible through providing scalable internet services to professional businesses and individuals.

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Texas Legislature Now In Session

Rodney Hooker
TBFAA Legislative Chair

In addition to our traditional role of monitoring all legislation to ensure that our customers and industry are protected, TBFAA is focused on the omnibus bill that includes all proposed revisions to Chapter 1702 of the Occupations Code.

At this time we are pursuing clarifications to the definitions of camera systems company and locksmiths and expansion of the Texas Private Security Board to include a representative of the locksmith industry.

So far we are also tracking two areas of concern.

One bill has been drafted that would remove the current exception of alarm dealers from local regulation as it pertains to door to door sales. We are working with the sponsor to try to strengthen regulation in this area by the Private Security Bureau in order to prevent redundant local regulations.

Another bill would limit common contract provisions that are used in our industry. We were able to stop this effort in past years and hope to prevent it again this year.

Walk the Halls—Support Our Industry!

Rodney Hooker
TBFAA Legislative Chair

We are planning a “Walk the Halls” day in Austin on March 15th along with the other industries regulated by DPS. If you can travel to Austin, please let me know as soon as you can. The other industry groups will be there in force for this event, and I would like to see as many TBFAA members there as possible.

We will be meeting in the Capitol Cafeteria @ 9:00 to organize the days activities.

We will then all meet at Serranos Grill at 1111 Red River St. (just east of the Capitol) at 5:00 PM to discuss the days activities.

State Budget Will be Main Challenge this Session

Press Release from Gov. Perry

Gov. Rick Perry met on January 12 with Lt. Gov. David Dewhurst and Speaker Joe Straus to discuss priorities for the 82nd Legislative Session, primarily their commitment to balancing the state budget using the shared guiding principles of not raising taxes on Texas families and businesses; working with the available revenue; and evaluating all programs and agencies as state leaders scrub the budget.

In order to ensure state agencies continue to use taxpayer dollars prudently, the governor, lieutenant governor and House speaker have already directed state agencies to identify savings of 5 percent in the 2010-2011 biennium, an additional 2.5 percent for the 2011 fiscal year, and 10 percent for the 2012-2013 biennium.
New Rules for Continuing Education Schools

By: Michael Samulin
TBFAA Liaison to the PSB and PSC

After a review of the process for continuing education with input from the affected industry groups, the Private Security Bureau has implemented the following temporary policies until a further review of the rules and statute can be accomplished:

1. No proof of insurance is required for CE Schools.

2. Rule 35.292 imposes some specific requirements on the instructor, so implicitly, schools must have an instructor. There’s nothing to preclude the director of the school from serving both roles, however.

3. We can waive the supervision requirement (relating to industry “experts”), since this is a rule-based requirement and the waiver is favorable to the regulated. For record keeping purposes, the licensed instructor/director of record will be held responsible for adhering to the rule requirement for record keeping and will be considered the instructor of record. So industry experts can get started with instructing under these conditions.

4. PSB form 55-A requires instructors to submit fingerprints. Of course, this would not apply to any adjuncts. Just the instructor of record.

So - bottom line - no insurance for the CE school, the CE school must have a director and one instructor (who must be fingerprinted), and industry experts can teach unsupervised as long as the instructor/director is responsible for course content and record keeping/documentation.

Fees are still $350 for the school and $100 for the instructor.

TBFAA is working on language to change some of this in 1702.
**Associate Members**

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Alarm.com  
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Digital Monitoring Products, Inc.  
Digital Security Controls, Inc.  
eDist  
El Dorado Insurance Agency  
Elite CEU, Inc.  
Gentex Corporation  
Guaranty Insurance Services, Inc.  
HyperGraphic Impressions, Inc.  
IHR Security  
J.C. Gury Company, Inc.  
LRG, Inc.  
Napco Security Technologies  
Nova Internet Services, Inc.  
Open Eye  
Optima, Inc.  
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Philadelphia Insurance  
Security Depot  
Security General International, Ltd.  
Security, Data & Cable HQ, LTD.  
Security Networks  
Sonntag, Inc.  
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Tri-Ed/Northern Video  
UTC Fire & Security  
Bolded Members have paid for 2011

**2010 Exhibitors**

Acadian Monitoring Services  
ADI  
Alarm Capital Alliance  
Alarm Express  
Altronix Corp  
Bass Computers  
Cornerstone Billing  
Crimeseen, LLC  
Criticom Monitoring Services (CMS)  
Dispatch Center, Ltd  
DMC  
DSC  
Edist  
El Dorado Insurance Agency, Inc.  
Elite CEU  
Englander -Sonntag  
Eyeforce, Inc  
HAI-Home Automation, Inc  
Honeywell  
IP Datatel  
JC Gury  
Kinky Friedman  
L1-Bioscrypt  
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Napco  
National Monitoring Center  
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Response Center USA  
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Southern Electronics  
Southern Rep Group  
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System Sensor  
TBFAA  
Texas Private Security Bureau  
Texas Workforce Commission  
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Contributions to the PAC must be made by personal check to:  
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TBFAA represents the alarm industry before the Texas Legislature and other governmental agencies. Please visit our website to sign up to become a Team Member.

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By Jordon Brown  
NESA President

Taking over as NESA President is a pleasure because of the strong foundation built by Rex Adams in his service as the founding President. I can only hope to be half of the leader that he is. We all owe him a debt of gratitude for all he has done to build this alliance.

Through the efforts of Rex, our dedicated Board or Directors and our Executive Director we have built an alliance that is unique in our industry, because it supports our state associations without getting in their way.

During my term I plan to focus on the following goals –

- To increase the number of NESA member states by 50% or greater
- To help NESA member states increase their membership by 50% or greater by:
  - Increasing the member benefits, such as the El Dorado insurance program, our approved training programs, and other member services
  - Increasing the brand awareness of NESA by utilizing the media, both digital and print and word of mouth
- Increase the level of involvement in both the state association level and national level, not only in their association work, but also work on licensing, lobbying, training, and other industry programs
- To increase & improve our alliances with other associations, like the False Alarm Reduction Association
- To assist states in raising awareness of industry related topics and events (such as the impending demise of POTS lines)
- To continue to support the needs and promote the value of the state associations that belong to our alliance and exchange information on state issues and programs

One of past president Adams’ points over the years has been to stress the value of people getting involved in their associations. He has a more colorful way of saying it, but essentially the point is that if you are not involved, you are not getting the full value of joining and your association is not getting the full value you could bring to all of the rest of us.

So as I start my term as NESA President, I am eager to work with all of the NESA board members and I also want to urge you all to get involved.

To all of those who are already involved - Thanks for all you do!!

NESA is a federation of state associations established to serve and promote the electronic systems industry at the direction of, and through its affiliated state associations.

“During my term I plan to focus on the following goals....”
We are called NMC National Monitoring Center for a reason:

We monitor the nation.

Call NMC today for:
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- Experienced operators
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- UL, FM, UL2050, UUXF
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- Convenience
- Alarmaccount.com
- MAAconnect API
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TX 813486
The 2011 FARA Training Symposium will be held at the Sheraton Gunter Hotel on the Riverwalk in San Antonio, Texas on April 5 - 7, 2011.

This training symposium is designed to be beneficial for all segments of the false alarm puzzle including public safety personnel, alarm industry representatives, alarm users, vendors and all others who can help to develop and manage successful false alarm reduction programs.

FARA has extended member rates to all TBFAA members who register for the conference. Visit www.faraonline.org for more information.

“FARA Comes to Texas”

Sheraton Gunter Hotel

FARA Training Symposium
San Antonio, Texas  April 5 - 7, 2011

Schedule of Events

Tuesday, April 5, 2011
Noon-1:45pm - Opening Session/Luncheon
2:15-3pm - Secrets to Get the Most Out of Your Symposium
3:15-4:15pm - How Burglar and Fire Alarm Systems Should Work
4:30-5:30pm - Are You Certifiable?
4:30-7pm - FARA Expo and Reception

Wednesday, April 6, 2011
7-8am - Breakfast
8-9am - Creative Collections
9-10:15am - What is Going on in the Industry?
10:30 -11:30am - What’s an Alarm Professional to Do?
Noon-1pm - Networking Lunch
1:15-3pm - FARA’s Remember the Alarm!
3:15-4:15pm - How to Select Alarm Management Software
4:45pm - Riverwalk Scavenger Hunt

Thursday, April 7, 2011
7-8am - Breakfast
8-9am - What Can We Learn From Each Other?
9:15-10:15am - Everyone Needs a Checkup - Sometime
10:30-11:30am - Membership Meeting
11:45am-1pm - Awards Luncheon
1:15-2:15pm - What Can Alarm Companies Do For Me?
1:30-4:30pm - Professional Certification Exam
2:15-2:30pm - Break & Silent Action
2:30-4pm - The Alarm Users Always….?
Houston Goes Online For Alarm Permits

Visit the city site to download the alarm permit application at https://www.houstonburglaralarmpermits.org/Citizen/City/Houston/ATB_Login.aspx#
TBFAA will hold the 2011 convention in Galveston, Texas on October 26, 28, 2011 at the San Luis Resort & Conference Center - 5222 Seawall Boulevard - Galveston, TX 77550.

You can call the hotel at 972-712-9936 to get the TBFAA rate of $139 per night.

The hotel offers more meeting space and plenty of rooms so that all attendees can stay at the same hotel.

Free parking and free internet will make your stay more convenient and more affordable.

Our headquarters hotel is right on the beach and every room offers breathtaking Gulf views.

We have also changed the days of the week when we hold the convention to allow everyone to finish up in plenty of time to enjoy your weekend.

Plan to Join Us In 2011!

**Tentative Schedule of Events**

**Wednesday 10/26**
9am to 5pm Business & Sales Classes
6-7pm - Presidents Reception
7-11pm - TBFAA Awards Dinner

**Thursday 10/27**
9 – 11:30 Legislative & Regulatory Updates
9 – 11:30 Technical Classes
11:30am - 1:30pm - Keynote Lunch
1:45 - 4pm Legislative & Regulatory Updates
1:45 - 4pm Technical Classes

4-7pm - TBFAA Trade Show
7-11pm - Casino Night

**Friday 10/28**
8-9am Breakfast
1 pm - Golf - Off Site

Thank you to our 2010 keynote and convention sponsors:

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Rapid Response Monitoring

**Silver Sponsors**
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National Monitoring Center (NMC)
Texas Police Go HiTech

Dallas Police Fighting Crime With Technology
CBSDFW.COM - The “iWatchDallas” program lets people text and type tips anonymously in real time. Users can get the app in either the Android Market or iPhone App Store, or they can download the app from the Dallas Police Departments website at iWatchDallas.net.

Sheriff’s office in Austin, Texas, reporting crime online
The Austin American-Statesman. With the help of online technology now anyone can look up crime data instantly, using the online crime mapping website Spotcrime.com.

Austin, Texas, to test police head cameras
UPI - Head cameras will allow Austin, Texas, police to gather evidence while holding officers accountable for their actions, official said. Austin is one of a dozen or so U.S. cities to test the new technology, the Austin American Statesman reported recently.
College Station Adopts Amendment to Alarm Ordinance

On January 13, 2011, the College Station City Council approved an amendment to the current alarm ordinance which becomes effective on January 24, 2011. This amendment created a new fine schedule for continued responses by the police department to false alarms. The goal of this amendment is to increase the awareness of problems that false alarms create and to reduce the number of false alarms in the city. This in turn will enhance our ability to increase the availability of officers responding to other citizens in need and allow for more pro-active efforts to reduce crime. A graduated fine schedule for continued false alarm responses was set as follows:

<table>
<thead>
<tr>
<th>Number of False Alarms (In the preceding 12 months)</th>
<th>Fine</th>
</tr>
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<tbody>
<tr>
<td>1-3</td>
<td>$0</td>
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<tr>
<td>4-5</td>
<td>$50 each</td>
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<tr>
<td>6-7</td>
<td>$75 each</td>
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<tr>
<td>8 &amp; Above</td>
<td>$100 each</td>
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</tbody>
</table>

Plainview Fire Marshal Seeks Amendments to City Code

Fire Marshal Philip Mize discussed adopting the International Fire Code as guidelines for his office. Mize recommended the council approve an amendment to Chapter 11 of the code that requires citizens to seek a local permit if they want to use explosives (i.e. pyrotechnics), conduct open burning or use automatic fire extinguishers, fire alarm systems and related equipment, fire pumps and stand pipe systems.

False Alarms Cost Longview Over a Million

Answering false fire alarms has cost one East Texas city a pretty penny. Over the past 6 years, Longview firefighters have responded to around 4300 false fire alarms, costing city taxpayers around $1.07 million. The city fire marshal estimates it costs about $250 for the typical response including manpower and equipment. The fire marshal is proposing amending the city's code of ordinances to add fines to property owners whose fire alarm systems sound off false alarms.
**Member News**

**TRI-ED \ Northern Video Distribution Acquires Security Data & Cable HQ**

Tri-Ed / Northern Video continues to grow its operation and is pleased to announce further expansion with the acquisition of Security Data & Cable HQ. SDC’s two locations in Houston and Austin, Texas will now operate as Tri-Ed/Northern Video Distribution and the existing sales staff will continue to manage both branches.

“Tri-Ed / Northern Video continues to increase its U.S. footprint and serve a growing customer base,” notes Pat Comunale, President and COO. “We welcome our new sales team - Jay Piper, Danny Cranford, Erin Green, David Wilson and Bryan Thompson - and look forward to meeting and exceeding the expectations of security professionals in our new Houston and Austin locations.”

“I speak on behalf of the entire sales team when I say we’re very proud to now be part of Tri-Ed / Northern Video Distribution,” adds Danny Cranford, Branch Manager, Houston. “We were a small independent and now we can continue to serve our customers with an expanded product line and national presence.”

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

**ADI Expos Announced**

The ADI Expo Training Series provides a comprehensive educational experience to help discover new opportunities in today’s market. With more than 40 venues in North America and Canada and over 130 participating manufacturers, this one day event offers a wide variety of training seminars, a chance to demo the latest technology, interact with local associations, and network with industry peers. Texas locations include: Houston on 8/25/2011 and Dallas on 11/15/2011.

**iSeeVideo Provides Safety and Security for Pet Owners**

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IAFC Proposes Changes to NFPA 72 to Reduce False Alarms

IAFC Fact Sheet

In November, the International Association of Fire Chiefs (IAFC) submitted 41 distinct proposals to the NFPA code change process to update NFPA 72 with the specific intent to provide solutions to the problems caused by the number of false alarms in commercial facilities that fire departments respond to annually.

The IAFC proposals aim to address both the root cause of the issue (reducing false alarms) and the protocols for response to such calls.

The proposals—in total—reflect a comprehensive approach to leverage existing and new technologies, current IAFC policies and NFPA code, and the need for local fire departments to gain efficiencies that are safe for the public and responders.

The 41 proposals submitted by the IAFC speak to four main solutions that would support the reduction of false alarm calls and increases the effectiveness of response when they do occur.

Independently, they offer partial solutions, but taken together or with other code provisions—such as sprinklers—they offer a comprehensive new approach that will benefit both responders and the community they protect.

Concept One: 90-Second Verification Delay

The IAFC is proposing language that would allow a 90-second delay in notification in order for those monitoring a central station alarm in a commercial environment to determine if the alarm is false. The language also provides an option for the AHJ to determine if they cannot accept such a delay.

Concept Two: Recommendation for Point ID Capability

While it does not in-and-of-itself reduce false alarms, Point ID capability is a critical support component to the verification proposal as it gives specific guidance on where to verify, greatly reducing any time delay in notification of a real emergency.

Concept Three: Adding a 45 Second Minimum to Pressure Change in Retard Chambers

Current code requires that notification must be given if changes in water pressure last longer than a maximum of 90 seconds. The maximum is helpful, but does not address normal occurrences that can produce shorter periods of pressure change.

Concept Four: Maintenance of the Alarm System by an Approved Professional

The current code requires that the system be maintained, but puts the responsibility for the maintenance on the facility owner, who often does not have the technical knowledge or possibly the motivation to test and maintain the system properly. The current situation creates no accountability.

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Chip Bird Named
2010 TBFAA Person of the Year

Chip Bird, who became a member of TBFAA more than 20 years ago, was honored at the TBFAA Awards Dinner on October 21st as the 2010 TBFAA Person of the Year.

Chip has served us all as TBFAA President, TBFAA Treasurer and NTAA President. He has served as NESA Board Member since it was founded and is a long term member of the TBFAA Legislative and Convention Committees. He has also taught at TBFAA Conventions and as a CEU Instructor. Chip also served on the Advisory Council for the Texas Fire Marshal’s Office.

Chips accomplishments include helping to:
- write the TBFAA Texas Model Ordinance
- fight non-response in Arlington, Ft. Worth, Dallas and Burleson
- create the Person of the Year Award and dinner
- create the TBFAA Chapter program
- revitalize the TBFAA conventions
- create NESA

Attendees enjoyed a great dinner as industry leaders roasted and honored Chip.

Kinky Friedman Keynotes Annual Meeting

Richard S, “Kinky” Friedman, an American singer, songwriter, novelist, humorist, actor, politician and columnist gave an entertaining keynote as a part of the TBFAA Annual Membership Meeting. Friedman who grew up on a ranch in central Texas, graduated from Austin High School and earned a Bachelor of Arts from the University of Texas at Austin, gave his unique perspective on life, Texas and politics.

Variety of Activities Rounded out the Convention

In addition to the annual meeting, and awards dinner, 14 hours of classes, 3.5 hours of update sessions, a trade show and casino night were held.

During the annual meeting, Bylaws were amended to: create a Vice President - Electronic Security & Vice President - Fire Alarms and clarify procedures and membership requirements. The following officers were elected:
- Vice President Electronic Security – Jeff Bright
- Vice President Fire - Roy Horn
- Secretary- Debi Ulmer
- Treasurer- Malcolm Reed
- Membership Director – Mary Edmonson
- Training Director- Brian McKinney
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