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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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Welcome to the frenetic season. Since this is a legislative session year, Chris Russell, our Legislative Committee Chair, will be in Austin almost as much as I am. The interesting part is the almost entirely new leadership in our great state.

We’re still advocating stronger surveillance camera installation language; let’s see if third times the charm. No big negatives for our industry yet, but it’s very early.

If you haven’t seen Roy Horn, Vice-President Fire, in your local association or chapter meetings, be sure to find out what Roy has been discussing regarding potential license modification recommendations for the Residential Alarm Superintendent registration.

Training seems to be going well and Whitney Crahen is doing good job making it even better. It was my hope to have at least some online training available from TBFAA by the end of 2014, however it was not meant to be. Hopefully we’re closer to the target, but I cannot predict when our first online training will be available, preferably before October of 2015.

Speaking of October 2015 we have a new venue for our annual convention. For the first time since hurricane Ike evicted us from Galveston we’ll be meeting in San Antonio. We’ll be convening at the Wyndham San Antonio Riverwalk. The convention will be back under one roof for all of the classes, show and meetings plus we’re with-in a few blocks of some of the most fun places in Texas.

Let’s get on this 2015 hayride and see where we can go with it. My New Year’s wish for this year is a Super Bowl between the Dallas Cowboys and the Houston Texans.

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Technology Update

Look for the 2G Sunset

By Joe Carr

The term 2G refers to second generation cellular service. Throughput is at the heart of a cellular generation. A generation is defined when a new technology is invented that achieves a significantly higher level of throughput. For example, 2G is similar to dial-up modems; 3G delivers multimegabit speeds; and 4G is characterized by gigabits of throughput.

Since the AMPS/ANALOG Sunset a few years ago security dealers have been installing 2G cellular communicators to transmit alarm signals from the alarm system to the central station monitoring center. Unfortunately, 2G communicators are but a small portion of the cellular carriers business and will not be supported in the near future. The cellular communications industry has seen vast changes in services that current mobile devices have brought. Most mobile devices are now 3G or 4G to support the demand for additional bandwidth to stream video, transfer photos, and many other high bandwidth activities.

Starting in 2011, in an effort to increase service levels to their consumer cell phone customers, cellular carriers started to make their preferred frequencies 3G/4G only. The process is called spectrum harvesting. Similar to how semis must stay in the highway’s far right lanes because of their slower speeds, 2G devices will not be allowed on the best frequencies.

As the 2G Sunset approaches, spectrum harvesting by the cellular carriers will dramatically alter the performance of 2G hardware based on their allocation of cellular frequencies. To comprehend the effect, the only characteristic a security dealer needs to understand is that lower frequencies penetrate buildings better than higher ones.

For 2G devices this will be a noticeable shift. If they were installed based on the coverage provided by the preferred frequencies, their signal levels will drop as they are forced onto the inferior, shallow penetrating frequencies still supporting 2G. This restriction will not occur all at once. It will appear sporadically across the country and when it does, only 3G/4G devices will be oblivious to the change.

Finally, after December 31, 2016, (date varies by carrier) when the 2G Sunset is complete, it will be just like the Analog Sunset. Anything using 2G will stop working overnight.

Content provided by Telguard, a division of Telular Corporation and United Central Control.

"Finally, after December 31, 2016, (date varies by carrier) when the 2G Sunset is complete, it will be just like the Analog Sunset. Anything using 2G will stop working overnight."
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CES Update- Get Ready for the Do It Yourselves

By Brad Shipp, TBFAA

Several new do it yourself devices were introduced at the Consumer Electronics Show in Las Vegas in early January. The theme is to connect devices (including cameras, locks, windows and doors) in various ways to alert a user on a phone when something is amiss. All of these devices will allow a user to install and monitor things without the filter that a traditional alarm monitoring company provides. Several methods were also introduced that would relay when a smoke alarm sounds to the user by changing the lights or sending an alert to a phone. All claim ease of use, many cite the advantage of no monthly fee and one system claims to use new analytics to “prevent break-ins BEFORE they happen”.

Here are a few of the many new technologies introduced at the show.

- **MYfox - IntelliTAG™ & MyfoxAround™**
  Myfox, a European smart home manufacturer claims to be “the only security system that prevents break-ins BEFORE they happen”. Their system combines a patented IntelliTAG™ anti-intrusion sensor for door and window, siren, key fob, connection hub with a smartphone app. The IntelliTAG™ door and window sensors “rely on multiple sensors and advanced algorithms to analyze variances in surface vibrations. Myfox claims to tell the difference between normal events, like a knock at the door, from a window being pried open with a crowbar. If unusual activity is detected, the system sends a signal to a siren and the user's smartphone. The Myfox Security System offers a unique patent-pending back-up system, MyfoxAround™. In the case of a power or WiFi outage, MyfoxAround™ anonymously scans the neighboring area (up to two miles, depending on environment) for another Myfox Security System to establish a wireless connection. Encrypted data is then passed through the connection to transmit notifications and alerts.

- **First Alert Expands into DIY Smart Home Products for Safety and Security**
  First Alert announced new additions to its new Onelink product line to allow smoke and carbon monoxide alarms to communicate via Wi-Fi- and Bluetooth to notify user via an app.

- **Belkin Unveils New WeMo Sensors**
  Belkin has announced a new group of WeMo home sensors including a window and door sensor, personal keychain sensor, room motion sensor and alarm sensor that would listen for the sound of a smoke alarm activation. Users can monitor the new sensors via a mobile device.

- **Kidde hub links all your smoke and CO alarms**
  Kidde’s RemoteLyinc lets you keep your existing smoke and CO alarms by “listening” for their alarms and telling you, wherever you are, that there’s an emergency via your home’s wireless network and iOS or Android app.

- **Leeo: The new smart nightlight that monitors your smoke detectors too**
  In addition to lighting the darker corners and hallways of your home, Leeo also monitors your existing smoke and carbon monoxide alarms and connects to an app via WiFi, so that it can alert you to emergencies.

- **Ooma Connects with Nest**
  Ooma, an Internet-based phone service, now works with Google’s Nest smart thermostat and smoke alarm. If the smoke alarm goes off, Ooma will dial your cellphone to ask whether you want to call 911. Another feature will call you if there’s no motion detected by a certain time — such as when your kids should have come home.

- **Netatmo Welcome has built-in face recognition**
  The Welcome does not just recording video for you to watch later, or alerting you vaguely when it detects “activity” in the home, it uses proprietary computer vision algorithms to figure out who’s actually coming and going. You can set it to ping your phone, for example, whenever your kids get home from school.
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2015 Texas Legislative Session Begins

By Chris Russell
TBFAA Legislative Chair

According to the Texas Tribune, the First day of pre-filing recorded more than 350 new bills. Nothing alarm related. As of January 6, 2015 there are still less than 600 House Bills and less than 300 Senate Bills filed. Nothing alarm related. In past sessions, House Bill numbers surpass 3000. So as of now we are roughly 15% of the way (or only knee deep in it).

2 Bills are Priority

As of today, TBFAA has two Bills to support. One is a revision of Texas Occupations Code, Chapter 1702. The language will remove Camera systems (by definition only). Currently cameras are included under the definition of an alarm system. The new language then creates new definitions specifically for cameras, camera companies, and camera monitoring/recording. There was a similar Bill that failed during the last session. The second bill is a significant difference for this session and involves a more complete effort by including changes to Local Government Code. A lesson we learned post-83rd and pre-84th.

Currently both Bills are being processed at the Texas Legislative Council. When done they should be ready for filing. Sponsors for the Bills on both the Senate and House side have not been secured, but don’t believe that will be a problem.

New focus

In the past we have focused our reasoning for the Camera Language to as a Safety concern from Felons with secondary support to clean up language that would help keep many off the hook from compliance... like traffic cameras. Our Bill in one session seemed to get hung with the moniker of the redlight camera bill. It died in calendars while our legislators argued deer hunting from helicopters. Last session it was killed by special interests on the House floor. Even though those ideas still remain true, the new perspective is focusing on all the positives these bills create.

1. TX Occupations Code camera language gets updated for the first time on over 25 years.

2. TX Occupations Code and Local Government Code recognizes Camera systems to be an emerging industry critical to safety, security, and homeland security.

3. Local Government Code provides a first - a means to extend enforcement of a specialized industry to local government.

4. for law enforcement it provides a means through plans to review and assist untrained installers with proper placement and lighting (if local ordinance requires).

5. for homeland security and law enforcement it provides the ability to have some idea of where outdoor cameras are placed in their city. Who the contacts are and who the installers were.

6. for a city it can generate income to offset expenses incurred to create and enforce Camera system regulation

7. for the retailer it can relieve some of the liability connected with improper installations and violations of NEC and Life Safety Code.

8. for alarm companies it levels the competitive environment.

9. for everyone it should make Texas more resistant to Cyber Attacks with a more thorough ability to enforce network security.

10. for the Texas Consumer, safety, security, and more effective camera systems.

The two Bills together will attempt to make camera systems in Texas more secure against the threat of cyber attacks, improving the effectiveness of camera systems, all while helping maintain life safety standards currently being violated by non-supervised installations. We anticipate the revisions to be assisted by empowering local municipalities to enforce safety and security standards on unlicensed camera companies. As a result we should expect results and better adherence to the National Electrical Code as well as National Building Code. As you may already understand, unlicensed companies have no accountability to adhere to NEC and NFPA 101. A simple and common example would be the use of non-plenum wire in open air return - a clear and dangerous violation of Life Safety Code, NEC, and NEC. Improper camera placements, failure to follow engineered recommendations on lighting guidelines, and improper operation all contribute to reduce camera system effectiveness.

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Quick Interesting $$ Statistics for a Few Industries

- Fire Alarms: $3 billion
- Burglar Alarms: $16 billion
- Electronic Access: $14 billion
- Mass Surveillance Cameras: $14 billion
- Private Surveillance Cameras: $18 Billion (expected 42 billion by 2019)
- Biometric Cameras: $3 Billion
- Cyber Security: $65 Billion
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Future of Alarm Industry Intertwined with the Smart Home

by Joel Griffin, SecurityInfoWatch
On Jan 9, 2015

If you still believe the proliferation of connected home devices is only going to have a minor impact on the adoption of residential alarm systems, it is probably time to reevaluate your stance. As evidenced by this week’s International Consumer Electronics Show in Las Vegas, the concept of the “smart home” is going to be a part of every household appliance, both large and small, developed in the future — and security figures to play a prominent role in that. Nearly every major supplier of home security equipment was on hand at this year’s show with new products or lines of products designed to support the connected home.

Obviously, security manufacturers are onboard with where the market is headed, but the bigger question is will alarm dealers across the spectrum be able to keep pace with the changing technology landscape while also trying to outgun some of the larger recent market entrants for new customers at the same time? According to a report published last fall by IHS, the trend of integrating security equipment and home automation technology has been spearheaded by multiple service operators (MSOs), such as Comcast and AT&T, which through their large existing customers bases and marketing budgets are already in a prime position to upgrade customers’ accounts.

Blake Kozak, senior analyst for security and building technologies at IHS, says that the key difference between MSOs and traditional alarm monitoring companies is that people don’t necessarily have to have an intrusion system, but they do have Internet and usually a television subscription service of some kind, which gives large cable and telecommunications companies an advantage in being to provide security as an add-on service.

“They don’t have to go find these customers door-to-door and convince them that they need these systems,” said Kozak. “Some people suggest that traditional monitoring companies offer this extreme amount of value above and beyond (what an MSO would), but... it is really just a matter of preference at this point as to who you want to go with.”

IHS predicts that service providers will hold a dominant position in the market for smart home security solutions by 2018 over traditional high-end firms and device vendors.

In its most recent report on residential security, IHS outlined three main system types: traditional high-end, service providers and device vendors.

Traditional high-end are specialist whole home automation systems which are supplied by companies, such as AMX, Crestron and Control4, that provide an integrated suite of smart home products, controllers and professional installation and management services.

Service providers are packaged solutions at relatively lower cost sold mostly through security service providers, communication service providers and utilities which provide full backend support. Most are professionally installed, by companies like Comcast, AT&T and ADT.

Device vendors are individual modular smart home devices sold directly or through online/box retailers which includes MyQ, Piper and Lowes Iris.

According to the research firm, traditional high-end solutions represented about 32 percent of the U.S. market for smart security in home automation applications in 2014. By 2018, the market share of traditional high-end is forecast to decline to about 22 percent. Service providers, on the other hand, which were estimated to represent about 38 percent of the market in 2014, are forecast to represent about 58 percent of the market by 2018. Device vendors are projected to expand penetration through 2016 before losing share.

Despite the recent growth in the housing market, Kozak says that penetration rates for residential alarm systems remain between 15 to 18 percent in the U.S. and that not everyone is not willing to shell out $70 or more per month for a whole home system.

“Some people only want video and some people only want monitoring,” adds Kozak. “You can have an all-in-one device and go to Best Buy and spend $400 and install the system (yourself), plug it into the router or connect it wirelessly and you have motion detection, video, temperature, humidity, and all of those systems in place. You buy three of those and that’s still, over the course of a five-year contract, probably saving you $1,000.”

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Person of the Year - Roger Byrd & Family

Senator Larry Taylor Addresses the Annual Meeting

Texas State Director of Fire Alarms Mark Lockerman

Attendees Enjoy the Trade Show

State Representative Allen Fletcher Spoke at Friday’s Breakfast
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Future of Alarm Industry Intertwined with the Smart Home

Continued from Page 16

Despite these built-in advantages, however, the larger conglomerates have yet to wrestle away significant market share from the rest of the alarm industry.

Kozak believes that where traditional alarm dealers can gain an upper hand is on the services side and not being afraid to go to existing customers and upgrade their current systems.

"Getting a new customer onboard is obviously more rewarding than upgrading a panel or adding maybe a sensor to an existing customer, but finding ways to work with that existing customer base and continuing to offer a wide range of products a la carte is important," says Kozak. I think they are looking to go that way and that has always been everyone’s beef with MSOs and cable companies is that they don’t want to continue to pay $150 a month for cable when they only watch five channels."

Kozak says that the security industry is becoming increasingly commoditized and companies that can differentiate themselves by bundling home security and automation services together will have a leg up on the competition.

“It’s not just about how much hardware you have or what it does, but it is how do you as an integrator, installer or monitoring company take that and provide a service for your end-user to be able to solve a problem for them,” Kozak says.

“The hardware itself is a solution for some folks, but it is more of a gateway to bigger and better things.”

For more information visit www.securityinfowatch.com

2015 Texas Legislative Session Begins

(Continued From Page 14)

Mass Exploitations

A staggering Camera industry embarrassment is the mass exploitation of camera systems. For example; the popular public hacker search engine “Shodan” is just one example of how many people and business fail to safeguard their camera systems. For those that don’t know Shodan (google it). Shodan (being used here as an example only) is a search engine that scans the internet and reports networks and camera that work with no password, manufacturer passwords, public passwords, and simple passwords like 1234 or admin/admin. Google and yahoo do the same thing but their results are considered to be "happenstance".

Hack Attempts

In 2013, IBM released a report that the average business receives almost 17,000 hack attempts per year. I can personally attest that NOVA, an internet provider, receives more than twice that many hack attempts on any average day on it’s mail servers and 8 times that many on its border router. In 2014 Target, AT&T, UPS, Home Depot, Google, Yahoo, Apple, JP Morgan Chase, and Sony all fail victim to cyber attacks. These are examples that we should all note that nothing connected to the internet is invulnerable. The point here is that Mr and Mrs Smith’s home camera system is not worth Billions of dollars to hack. Pretty good security at the Smith home could be better than the millions spent by the large corporations.

Hope For Support

We are hopeful that big box stores, Texas Retail Association, Texas Municipal league, as well as municipalities would welcome the updates to Texas Occupations Code and Local Government. Albeit for different reasons – but for all it should be a positive step in the right direction. If/when the new Bills pass; companies not licensed under Texas Occupations Code for camera systems, may have to adhere to adopted city ordinances. Those already licensed under Texas Occupation Code and Local Government. Albeit for different reasons – but for all it should be a positive step in the right direction. If/when the new Bills pass; companies not licensed under Texas Occupations Code for camera systems, may have to adhere to adopted city ordinances. Those already licensed under Texas Occupations Code will continue exclusive regulatory authority of the Texas PSB.

Cities may enjoy a financial boom from permits of unlicensed installations, Law enforcement should enjoy the ability to outline camera system deployments and criteria, while big box stores will be relieved of some portion of culpability as it relates to contractors that may violate various building and safety codes. Texas Consumers will receive the most benefit as the quality of camera system installations will improve.

These improvements in statutes will be critical for Texas consumers, law enforcement, and Texas Homeland Security. Other changes adjust for the changes in law enforcement and the impact of technology on the alarm industry. We all know more today than what we could’ve possibly predicted a little more than a decade ago.
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2015 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.

Fire Exam Prep


<table>
<thead>
<tr>
<th>Month</th>
<th>Fire Prep</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>February</td>
<td>19&amp;20</td>
<td>Houston- TriEd North</td>
</tr>
<tr>
<td>March</td>
<td>5&amp;6</td>
<td>San Antonio - TriEd</td>
</tr>
<tr>
<td>April</td>
<td>1&amp;2</td>
<td>Austin- TriED</td>
</tr>
<tr>
<td>May</td>
<td>6&amp;7</td>
<td>Farmers Branch - ADI</td>
</tr>
<tr>
<td>June</td>
<td>18&amp;19</td>
<td>Houston- TriEd North</td>
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8 Hour - 1 day Residential Fire Alarm Technician


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<thead>
<tr>
<th>Month</th>
<th>Fire Prep</th>
<th>Location</th>
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</thead>
<tbody>
<tr>
<td>February</td>
<td>25</td>
<td>Houston- TriEd North</td>
</tr>
<tr>
<td>March</td>
<td>3</td>
<td>San Antonio - TriEd</td>
</tr>
<tr>
<td>April</td>
<td>8</td>
<td>Austin- TriED</td>
</tr>
<tr>
<td>May</td>
<td>8</td>
<td>Farmers Branch - ADI</td>
</tr>
<tr>
<td>June</td>
<td>3</td>
<td>Houston- TriEd North</td>
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Level 1 Class

This 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.

<table>
<thead>
<tr>
<th>Month</th>
<th>Days</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>February</td>
<td>12&amp;13</td>
<td>San Antonio - ADI</td>
</tr>
<tr>
<td>March</td>
<td>26&amp;27</td>
<td>Farmers Branch - ADI</td>
</tr>
<tr>
<td>April</td>
<td>23&amp;24</td>
<td>Houston- ADI- Pinemont</td>
</tr>
<tr>
<td>May</td>
<td>21&amp;22</td>
<td>San Antonio - ADI</td>
</tr>
<tr>
<td>June</td>
<td>25&amp;26</td>
<td>Farmers Branch - ADI</td>
</tr>
</tbody>
</table>

For class offerings, information and additional dates, visit www.TBFAA.org or call 877-908-2322.
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At The
TBFAA 2015
Convention & Show
Golf 10-28-15
Show, Member Meeting & Classes 10-29-15
Classes 10-30-15

This Year We Are In San Antonio!

Wyndham San Antonio Riverwalk
111 East Pecan Street
San Antonio TX 78205

For More Information
Visit www.tbfaa.org
or call 877.908.2322