TBFAA Annual Convention Features State and Industry Leaders With the Information You Need - See Inside for Details
Southwest Dispatch Center

Progressive Monitoring Solutions

www.southwestdispatch.com

1-877-888-7116

sales@southwestdispatch.com

TX License B08564
In Every Issue
- President’s Message 05
- 2011 Convention Exhibitors 10
- Calendar of Events 07
- 2012 Training Schedule 04
- Associate Members 10
- Associations & Chapters 06
- Board of Directors List 04
- Advertiser Index 03
- Legislative Support Contributors 10
- PAC Fund Contributors 10

AD Index

<table>
<thead>
<tr>
<th>Advertiser</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acadian Monitoring Services</td>
<td>11</td>
</tr>
<tr>
<td>ADI</td>
<td>29</td>
</tr>
<tr>
<td>Alarm Capital Alliance</td>
<td>17</td>
</tr>
<tr>
<td>DSC</td>
<td>17</td>
</tr>
<tr>
<td>El Dorado Insurance</td>
<td>05</td>
</tr>
<tr>
<td>Eforce</td>
<td>31</td>
</tr>
<tr>
<td>JC Gury</td>
<td>17</td>
</tr>
<tr>
<td>Monitronics</td>
<td>25</td>
</tr>
<tr>
<td>NMC– National Monitoring Center</td>
<td>13</td>
</tr>
<tr>
<td>Nova Internet Services</td>
<td>07</td>
</tr>
<tr>
<td>Professional Guard and Patrol, Inc</td>
<td>23</td>
</tr>
<tr>
<td>Rapid Response Monitoring</td>
<td>03</td>
</tr>
<tr>
<td>Security Networks</td>
<td>17</td>
</tr>
<tr>
<td>SGI</td>
<td>15</td>
</tr>
<tr>
<td>SentryNet</td>
<td>19</td>
</tr>
<tr>
<td>Southwest Dispatch Center</td>
<td>02</td>
</tr>
<tr>
<td>Tri-Ed/Northern Video</td>
<td>21</td>
</tr>
<tr>
<td>TOS Security &amp; Investigations</td>
<td>25</td>
</tr>
<tr>
<td>TSYS Merchant Solutions</td>
<td>27</td>
</tr>
<tr>
<td>UCC</td>
<td>09</td>
</tr>
</tbody>
</table>

TBFAA Convention News
- TBFAA 2012 Convention Schedule
- Meet State Fire Marshal Chris Connealy at the TBFAA Convention
- Chris Russell – TBFAA Person of the Year
- Senator Dan Patrick Will Give a Keynote
- Rep Allen Fletcher Will Keynote
- Ramblings of a Convention Chair – Part 3
- How to Increase the Value of Your Company
- Attendee Registration Form
- Golf Registration Form

TBFAA News
- TBFAA Responds to Texas Municipal League on Door-To-Door Alarm Selling
- Our National and State Associations – Briefly Defined
- A Fire (Alarm) Side Chat
- Central Texas Chapter Balances Fun and Education Along with Political Veterans

Other News
- Palacios & UCC Recognized by CSAA
- LRG Inc. Part of 100 Year History
- AT&T Makes it Official: 2G Service Will End
- Vivint Takes Door-knocking Rival to Court
2012 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 Household 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.

- **CCTV** - 8 hour course covering the basics of Closed Circuit Television Systems.

- **Access Control** - 8 hour course covering the basics of Access Control Systems.

- **Networking** - 8 hour course covering networking for electronic systems.

For class offerings, information and additional dates, visit [www.TBFAA.org](http://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
P.O. Box 224848
Dallas, TX 75222-4848
Phone: 877.908.2322  Fax: 877.908.2522

Transmitter Editor
Mary Edmonson 800.995.4894

Advertising Information
Brad Shipp 877.908.2322
Boy, how things have changed in a short period of time. I now look at the Annual Convention in an entirely different light, and have seen it grow to a point were we have more attendee’s in a single training class than were at the convention back in Waco.

Through the hard work and countless hours of your convention committee, the TBFAA now has one of the largest annual meetings in the nation. This year the keynote address will be shared by two of our industry’s champions in the State Legislature, Senator Dan Patrick, and Representative Alan Fletcher. I have worked with both of these individuals, and can tell you that they believe not only in our industry, but in our Association as well. I expect that there will be a quite a few more than 25 or 30 people there to listen to these two wonderful speakers.

I am also proud of the committee for putting together what I believe is the best combination of training classes to date. We have taken steps to ensure that we balance training classes between security, fire, and business topics that are timely to our Industry.

I hope to see all of you in Galveston this year, and remember when you see Debi Ulmer, Brad Shipp, Malcolm Reed, Roy Horn, or Brant Pierce, or any of the other committee members, give them a big “Thank You” for all of their hard work to make our annual convention a success. Without the teamwork they exhibit, and the dedication to our industry, and this convention, we could be back in Waco.

See you soon, and my Best Wishes to All.
<table>
<thead>
<tr>
<th>Association</th>
<th>Phone</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Central Texas Chapter</strong></td>
<td>877.908.2322</td>
<td><a href="http://www.tbfaa.org">www.tbfaa.org</a></td>
</tr>
<tr>
<td>Meets the 3rd Tuesday of the month (except Oct &amp; Dec) at 11:30 am</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Check website for locations and times</td>
<td></td>
<td></td>
</tr>
<tr>
<td>POC: Nathan Barney  p: 512-243-8007  e: <a href="mailto:nbarney@technikent.com">nbarney@technikent.com</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Northeast Texas Chapter</strong></td>
<td>877.908.2322</td>
<td><a href="http://www.tbfaa.org">www.tbfaa.org</a></td>
</tr>
<tr>
<td>Meets quarterly in Longview Area. Plus local meetings will be held in various cities. Check website for times and locations.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>POC: Brant Pierce  p: 800.683.3673  e: <a href="mailto:Brant@SouthwestDispatch.com">Brant@SouthwestDispatch.com</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Rio Grande Valley Chapter</strong></td>
<td>877.908.2322</td>
<td><a href="http://www.tbfaa.org">www.tbfaa.org</a></td>
</tr>
</tbody>
</table>
| 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**                     | 281.859.4569 | [www.HGCAAA.org](http://www.HGCAAA.org) |
| 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 |
| **North Texas Alarm Association**                      | 214.352.9352 | [www.NTAA.org](http://www.NTAA.org) |
| 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**                      | 210.402.6262 | [www.SouthTexasAlarm.com](http://www.SouthTexasAlarm.com) |
| 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**               | 301.519.9237 | [www.NESAsus.org](http://www.NESAsus.org) |
| 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 |
| **False Alarm Reduction Association**                  | 301.519.9237 | [www.faraonline.org](http://www.faraonline.org) |
| 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 |
## Calendar of Events

### September

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>03</td>
<td>Labor Day</td>
</tr>
<tr>
<td>04</td>
<td>RGV - Corpus Christi Meeting</td>
</tr>
<tr>
<td>05-08</td>
<td>CEDIA Conference &amp; Expo - Indianapolis</td>
</tr>
<tr>
<td>10-13</td>
<td>ASIS Conference &amp; Exhibits - Philadelphia</td>
</tr>
<tr>
<td>11</td>
<td>STAA Membership Meeting - San Antonio</td>
</tr>
<tr>
<td>11</td>
<td>HGCAA Membership Meeting - Houston</td>
</tr>
<tr>
<td>13-14</td>
<td>Level 1 - San Antonio - TriEd</td>
</tr>
<tr>
<td>18</td>
<td>Central Texas Chapter Meeting - Austin</td>
</tr>
<tr>
<td>19</td>
<td>NTAA CEU Training - Dallas</td>
</tr>
<tr>
<td>20</td>
<td>NTAA Membership Meeting - Dallas</td>
</tr>
<tr>
<td>24-25</td>
<td>Fire Prep Class - San Antonio - TriEd</td>
</tr>
</tbody>
</table>

### October

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>04-05</td>
<td>Level 1 - Houston - ADI</td>
</tr>
<tr>
<td>04</td>
<td>RGV - McAllen Meeting - McAllen</td>
</tr>
<tr>
<td>08</td>
<td>Columbus Day</td>
</tr>
<tr>
<td>09</td>
<td>STAA Membership Meeting - San Antonio</td>
</tr>
<tr>
<td>11</td>
<td>HGCAA Membership Meeting - Houston</td>
</tr>
<tr>
<td>12-17</td>
<td>CSAA Annual Meeting - Kohala Coast, HI</td>
</tr>
<tr>
<td>16-19</td>
<td>TX Annual Conference - Galveston</td>
</tr>
<tr>
<td>19</td>
<td>TXBFAA Board Meeting - Galveston</td>
</tr>
<tr>
<td>31</td>
<td>Halloween</td>
</tr>
<tr>
<td>31</td>
<td>ISC East - New York</td>
</tr>
<tr>
<td>29-30</td>
<td>Fire Prep Class - Dallas - ADI</td>
</tr>
</tbody>
</table>

---

Got your hands full with AMPS SUNSET · FALSE ALARMS · VoIP · LICENSE COMPLIANCE · CITY ORDINANCES · STATE LAW · TRAINING · NFPA & AHJ COMPATIBILITY?

**Let Nova take any worry about internet services off your list of concerns!**

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:

- Discounts for TBFAA members
- Competitive Pricing
- Website Design
- Search Engine Optimization
- Facilities Based Web Hosting
- Email Hosting

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.

**Next time you’re looking for Internet Services, please consider giving NOVA Internet Services an opportunity to compete for and earn your business.**

**NOVA Internet Services**

Call - 877-668-2663


[Sales@NovaOne.net](mailto:Sales@NovaOne.net)
July 27, 2012

Mr. Scott Houston,

As the mayor Pro Tem in the city of Oak Leaf and an active member of the Texas Burglar and Fire Alarm Association, I feel a responsibility to correspond with you regarding a recent opinion by TML. A recent posting on the Texas Municipal League website, www.tml.org, in the Legislative section titled “Update: Door-To-Door Security Alarm Sales” has come to my attention. In four paragraphs it characterizes the new DPS rule regarding Door-To-Door Security Alarm Sales and a somewhat misguided understanding of the security industry’s protection under the Texas Occupations Code, Chapter 1702.

Due to restrictions on the use and reproduction of TML material I cannot quote some of the assertions, errors and falsehoods represented, however I will attempt to clarify the genesis and outcome of the Texas Burglar and Fire Alarm Association (TBFAA) efforts to protect the citizens of Texas.

The door-to-door alarm sales issue has been a concern of municipalities, state legislators and the TBFAA for a number of years. While the activity is as old as people have lived in houses, in our modern times abuses and reprehensible actions have become an increasing concern.

In the last legislative session, there was a bill filed to regulate door-to-door alarm sales that would have been onerous to the electronic security industry in Texas. It has also been communicated through a committee of the Texas Police Chiefs Association that some sort of local knowledge of who is operating a residential door-to-door alarm sales program would be highly desirable. In a proactive manner the leadership of the TBFAA contacted the DPS/Private Security Board to consider a rule that would allow municipalities to have the information they need to monitor residential sales in their jurisdictions while preserving the licensed company’s protection under Chapter 1702. With the support and testimony of the TBFAA, Rule 35.47 was passed and is now in effect.

Let’s take a look at the chapter that exempts alarm companies from local permitting.

§1702.134. LICENSE HOLDER EXEMPTIONS FROM CERTAIN LOCAL REGULATIONS.

(a) A license holder or an employee of a license holder is not required to obtain an authorization, permit, franchise, or license from, pay another fee or franchise tax to, or post a bond in a municipality, county, or other political subdivision of this state to engage in business or perform a service authorized under this chapter.

(b) A municipality, county, or other political subdivision of this state may not require a payment for the use of municipal, county, or other public facilities in connection with a business or service provided by a license holder, except that a municipality may impose and collect:

(1) a reasonable charge for the use of a central alarm installation located in a police office that is owned, operated, or monitored by the municipality; and (2) reasonable inspection and re-inspection fees in connection with a device that causes at least five false alarms in a 12-month period.

(c) A municipality may require, until the device is repaired to the satisfaction of the appropriate municipal official, discontinuation of service of an alarm signal device that, because of mechanical malfunction or faulty equipment, causes at least five false alarms in a 12-month period.

(d) For the purposes of Subsection (c), a false alarm caused by human error or an act of God is not considered a mechanical malfunction or faulty equipment.

I would also like to let people know that, at least on behalf of the TBFAA, there has been no attempt to muddle this or any other issue. The DPS enforces laws and regulations promulgated by the State Legislature and the Private Security Board and ratified by the Governor or the Public Safety Commission. The considerable regulatory environment that the alarm industry operates under in the State of Texas is not an ad hoc set of rules for no good purpose. They are to protect the citizens of this state. I would like to encourage TML to be proactive in contacting the TBFAA on issues seemingly unclear or for guidance in dealing with problems as they relate to the Alarm industry.

Respectfully Submitted,

James Pierce
Mayor Pro Tem - City of Oak Leaf and Vice President of Security - Texas Burglar and Fire Alarm Association
Thanks to all of our customers and industry partners who, over our 30-year history, have come along for the ride! Join us as we boldly move into the future.

VISIT www.teamucc.com/30years FOR A TEST DRIVE AND TO FIND OUT HOW TO WIN ONE OF THESE GREAT PRIZES!

Xbox 360 250GB Holiday Value Bundle with Kinect
Kindle Fire, Full Color 7” Multi-touch Display, Wi-Fi
Apple iPod touch 8GB (4th Gen.) - Black - Current Version

- Best Customer Care in the Industry
- Five Diamond Rating
- Backup Central Station
- Technology Second-to-None
- Ask about incentives to move accounts

Call 888.TEAM.UCC (888.832.6822)
The Nation’s Premier Central Station Quality Wholesale Monitoring

UCC is licensed virtually everywhere in the U.S.  Texas License # 804460  California License #426397  Florida License #5F2000387
TBFAA Supporters

Associate Members

- ADI
- Alarm Express
- Bass Computers, Inc
- Digital Monitoring Products, Inc
- Doorking, Inc
- El Dorado Insurance Agency
- Elite CEU, Inc
- Gentex Corporation
- HAI - Home Automation, Inc
- Honeywell Security Group
- IDN - Acme
- Insurica
- JC Gury Company
- Honeywell Security Group
- Hypergraphic Impressions
- LRG, Inc.
- Napco Security Technologies
- Nova Internet Services, Inc
- Optex
- Performance Reps, LLP
- Philadelphia Insurance
- Security General Inc.
- System Sensor
- Tellular Corporation
- Tri-Ed / Northern Video Dist.

Monitoring Members

- Dispatch Center, Ltd.
- Eyeforce
- Monitronics International
- National Monitoring Center
- Rapid Response Monitoring
- Response Center USA
- SentryNet
- Southwest Dispatch Center
- Tutor Security, Inc
- United Central Control, Inc.

PAC Fund Contributors

- Amanda Jackson
- Carneil Jackson
- Cassandra Hedrick
- Cedric Bouligny
- Chancy W. Pray
- Danny Cranford
- Darlene DeBoer
- Donnetta Byrd
- Earl Lanier
- Fred Helweg
- George Garza
- Jack DeBoer
- Kathleen Schraufnagel
- Kelly Ryan
- Larry Collins
- Mark Matlock
- Mary Edmonson
- Mike Rempe
- Robert Lattea
- Robert Vallance
- Roy Yetter
- Ruben Fechner
- Stephen Harper
- Susan Griswold
- Timothy Jarzombek
- Van Mayorga

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

TBFAA PAC
P.O. Box 224848
Dallas, TX 75222-4848

2011 Exhibitors

- Acadian Monitoring Services
- ADI
- Alarm Capital Alliance
- Alarm Max
- Altronix Corp
- Automated Outlet Annex
- Cen Signal
- Counterforce
- Creative Inspection Solutions
- Criticom Monitoring Services (CMS)
- Digital Watch Dog
- Dispatch Center, Ltd
- DMP
- DSC
- DVR Connection, Inc
- Edist
- El Dorado Insurance Agency, Inc.
- Elite CEU
- Eyeforce, Inc
- Fire Lite
- HAI - Home Automation, Inc
- Honeywell
- Interlogix/UTC
- IP Security Sales
- JC Gury
- Monitronics
- Napco
- National Monitoring Center
- NEC America
- Next Generation
- Omniwatch Systems
- Performance Reps, LLP / OpenEye
- Performance Reps, LLP / Speeco
- Response Center USA
- Security General Int'l, Ltd
- Silent Knight
- Southern Agency
- Southern Electronics
- Southwest Dispatch Center
- System Sensor
- Takex
- Tri-ed Distribution, Inc
- Triplett
- UCC

Legislative Support

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.

Platinum
- ADT, LLC
- Quantum Alarm, Inc.
- United Central Control, Inc.

Gold
- Commercial & Industrial Electronics
- Dispatch Center, Ltd.
- Guardian Protection Services

Bronze
- - DFW Guardian Protection Services
- - San Antonio Intruder Alert Systems, Inc.
Central Texas Chapter Balances Fun and Education Along with Political Veterans

Paul Rusch
Secretary, Central Texas Chapter TBFAA

Following up off the wildly successful Bowling Tournament, Chapter Vice President Nathan Barney lined up several excellent guest speakers for our regular monthly meetings held the third Tuesday of the month in Austin.

The emphasis this quarter was on Fire. We heard from a local jurisdiction representative from Travis County, Deputy Fire Marshal Mike Slaughter.

We also had from the State level Wendell McCloud, Deputy State Fire Marshal from the State Fire Marshall’s office.

We also were honored to host former Speaker of the Texas House of Representatives, Pete Laney along with Former Texas House Representative Ralph Wayne.

Both offered educational as well as comical insight into Texas politics past and present.

If you live or work in the central Texas area, then come be a part of our group.

Meetings are held 11:30 to 1PM at Big Daddy’s Burger’s and Bar, 9070 Research Blvd Ste 101, Austin, TX 78758.

Join us!

Central Chapter Update

Paul Rusch
Secretary, Central Texas Chapter TBFAA

Following up off the wildly successful Bowling Tournament, Chapter Vice President Nathan Barney lined up several excellent guest speakers for our regular monthly meetings held the third Tuesday of the month in Austin.

The emphasis this quarter was on Fire. We heard from a local jurisdiction representative from Travis County, Deputy Fire Marshal Mike Slaughter.

We also had from the State level Wendell McCloud, Deputy State Fire Marshal from the State Fire Marshall’s office.

We also were honored to host former Speaker of the Texas House of Representatives, Pete Laney along with Former Texas House Representative Ralph Wayne.

Both offered educational as well as comical insight into Texas politics past and present.

If you live or work in the central Texas area, then come be a part of our group.

Meetings are held 11:30 to 1PM at Big Daddy’s Burger’s and Bar, 9070 Research Blvd Ste 101, Austin, TX 78758.

Join us!

We never sleep.

Improve security while reducing costs with our diversified line of innovative services.

Acadian Monitoring Services
866-913-9565

Access Control | Guard Reduction | Video Surveillance | Video Patrols | Security & Fire Monitoring | Voice Down Services | Video Analytics

AcadianMonitoringServices.com

Page 11
Chris Russell, NESA Vice President & TBFAA Past President

Recently an industry trade publication posted a survey question asking participants their opinion of industry’s major trade associations. The survey question was poorly worded, as survey questions typically are; but in spirit it was a good question that spawned some discussion, thought, and the perceived need to cite what may not be as obvious to all.

Starting at the National level; to understand NESA (National Electronic Security Alliance) is to understand that it is unique. NESA is not “like” or “in competition” with any of our industry’s other trade associations. NESA is a Federation of State Associations. NESA members are exclusively not-for-profit State Associations. By virtue of your membership support of TBFAA, you are a supporter/contributor of NESA eliminating the need for TBFAA Members to pay additional dues.

This is an important fact to know because what NESA does for you as a member of TBFAA is seen in its support and value to its member – the TBFAA. For one example: training and certification: NESA’s endorsement of specific training standards and testing as adopted by its Federation of State Associations enable TBFAA to comply with Texas law in providing nationally adopted training standards and courses. Training courses that you and every one employed at your company need to meet your licensing requirements.

The training connection gains an even more important reflection when understanding that the lion’s share of what guides and regulates our industries takes place on a State level (not nationally). A portion of TBFAA income used to support, defend, oppose, and monitor State law and regulation comes from income generated by its NESA adopted training and certification courses.

Understanding the role that the TBFAA plays in its representation of you, your business, your employees, the citizens of Texas, and our industry on a legislative and regulatory level is only part of the big picture. A large portion of TBFAA funds used in its regulatory and legislative effort comes from membership dues. Being a member of TBFAA and sending your employees to TBFAA for Level 1 training and certification is contributing, giving back, and supporting our industries. TBFAA and NESA are our first line of defense and point of contact to our industries on both State and National levels.

There is more to NESA and TBFAA than what is mentioned here and how they provide your business Return on Investment. Things like member discounts on insurance and training, dissemination of information critical to your business operation, free email news (NESA Monitor), free newsletter (TBFAA Transmitter), and multiple venues for associate members to build relationships.

So if you every start to question or you hear someone question the merits of the TBFAA membership, please remember the last time you sent someone through training or when the last Private Security Board or State Fire Marshal’s Office meeting was or when the last legislative session was in session - remember one or more TBFAA Representatives were present and watching your back.
NMC Has Two Locations
Our two fully redundant monitoring centers are designed throughout with the same top-performing technology.

IMMEDIATE DISASTER RECOVERY
Each monitoring center can provide full back-up in case of a catastrophic event at the other facility. The monitoring centers are located in different states to enhance effectiveness.

EMERGENCY STAFFING
In the event of a critical need, operators at both locations are capable of handling alarm and telephone activity maintaining superior response times under any circumstance.

COMPETITIVE EDGE
Two fully-redundant monitoring centers give you a competitive advantage by providing enhanced security monitoring to your subscribers.

We Monitor the Nation
At NMC we provide our dealers with innovative technologies to help you grow your business, throughout the U.S., and including Hawaii.

REAL SERVICE, REAL POWER, REAL CONVENIENCE, REAL SECURITY
• NMC’s UL2050 listing provides our dealers with opportunities in the high security market.
• Alarmacount.com enables selected end users to maintain their account information securely.
• MASweb 24-hour access to dealer accounts through the web including wireless access.
• MASconnect API is a free application building tool for dealers.
• MASvideo API is a free development tool for video compatibility.

877-353-3031 • www.NMCcentral.com
Not too long ago, I had an interesting discussion with a TBFAA member that maintained a fire alarm license with the State of Texas.

In this particular scenario, the individual owned a small combination security and fire alarm business and had several full time employees. The owner maintains the required security and fire alarm license, but none of the employees have a fire alarm license of any kind.

His interpretation of direct supervision and being fire code compliant was to provide all the required information and drawings to his employees, then drop by once or twice a day to evaluate their progress and make sure the installation was done properly.

However, there is something critically wrong with this thinking process; it violates the State Fire Marshal Rules under which the individual is licensed. The individual’s fire alarm license could be in jeopardy and potential fines may occur as a result of this type of fire alarm installation.

Webster’s dictionary defines the word DIRECT as: "To regulate or conduct the affairs of, to guide; to take authoritative charge of: control" and defines the word SUPERVISION as: "To direct and watch over the work and performance of others."

These two words are combined in Texas Administrative Code, State Fire Marshal Rules. Chapter 34 of the Rules, paragraph 34.606 of Definitions, defines DIRECT SUPERVISION as "The control of work, excluding the installation of conduit raceways, junction boxes, back boxes, or similar electrical enclosures, as it is being performed on fire detection or fire alarm devices and systems by a licensed fire alarm technician or a licensed fire alarm planning superintendent."

Special attention should be focused on the words "---as it is being performed---".

Before reading any further, I want to emphasize one of the main points I made in the previous TBFAA newsletter, there are very few exceptions or differences in the fire alarm rules we are licensed under relating to the PURPOSE of the Rules.

Moving forward, the proper procedure would be to have a full time licensed fire alarm technician or planner at the installation site 100% of the time while ANY fire alarm system equipment is being installed.

There are no gray areas involved here.

Please note here that I used the word “system” to help define the installation because as we all know, there are exemptions for stand-alone fire alarm devices.

I would challenge any fire alarm company, either residential and/or commercial to read paragraph 34.618 and carefully review the Fire Alarm System Installation Inspection Form.

For those of you that have attended any of the TBFAA fire alarm classes I have taught, one thing that I stress is document, document, and when in doubt document.

The Fire Alarm System Installation Inspection Form is a great way to document your files, and at the same time assure you are in compliance with the Rules.

See you at the next publication.
All things Texan

Buy from SGI, buy from fellow Texans
Supplying Texas Alarm Dealers with quality products for over 28 years

800.292.5390
www.securitygeneral.com
Ramblings of a Convention Chair– Part 3

By Debi Ulmer
Dispatch Center, LTD

In my last two articles I touched on the subject of what it takes on the part of the committee, volunteers and the attendees to make our convention a success. This time I will share with you what it is needed on behalf the exhibitors and sponsors to make it a success. The convention has to come full circle without the committee there would be no convention to exhibit at; without the attendees there would be no reason at all; and without you, the exhibitors and sponsors, there would be nothing to see or do. Your participation is a huge part of the equation.

If you’re an exhibitor or sponsor it doesn’t matter without your participation and support the convention simply could and would not happen. It most certainly would not be affordable for most. Your contributions allow us to keep the cost of the dinners, events and convention floor down for the attendees. We, as the convention committee understand there are substantial costs associated with attending these types of events and not to mention the strategic planning to make the most of your time and resources. This is your opportunity to see many new faces, develop new business leads and reaffirm existing business relationships. With the cost of gas and travel expenses sky rocketing this is a great opportunity to see qualified buyers all in one location. Our attendance has grown each year considerably over the preceding year.

The best way to maximize your investment is to get the word out to raise attendance and your help is needed there. Display the convention posters on your counter, the technician of today is the alarm company owner of the tomorrow. TBFAA lists the exhibitors from the previous convention in the Transmitter each publication so your convention dollars have a presence through out the year and it shows your support of TBFAA. Our Transmitter is mailed to over 2000 qualified businesses in Texas and is available online. Print convention flyers to put in your shipments and mailers. Put a link for TBFAA on your company website.

Last year we had a number of potential exhibitors contact us from several different states and had to turn them away since we had sold out of booths. This year we have moved to the Galveston Island Convention Center that is right behind the San Luis Resort Hotel. There will be a new layout to promote better attendee flow and there will be a few over sized booth available. Booth sales will begin in June. For those that exhibited last year will have the first choice of booth location. In July it will be opened up for exhibitors that we turned way last year due to lack of available booths.

This year offers the promise to be our biggest and best yet being at the convention center, so please support us once again by exhibiting, teaching a class, playing golf and giving donations. I look forward to seeing everyone soon.
LRG Press Release

JASPER, TX: LRG Inc, an electronic security representation firm, recently was part of local civic history as the building they occupy for their LRG Support Center celebrated its 100th anniversary of continuous ownership dating back to July 29, 1912.

The J.L. Lanier Building in downtown Jasper, Texas, originated as a men’s clothing store and has remained family owned to this day.

Chris Lanier, the great-grandson of the original owner, has continued a mark on the community with headquartering LRG Inc, in this location.

LRG represents several top tier electronic security manufacturers and provides live support through this resource for their network of wholesale distributors, installing dealers and outside sales team. The Jasper Area Chamber of Commerce, many friends and family members shared in celebrating the Lanier family ownership and the ongoing accomplishments of LRG, Inc. in the Jasper community.

For more information see www.lanrepgroup.com or call the LRG Support Center at 409-384-4560.

J.C. Gury Company

J.C. Gury Company

Decals • Labels • Aluminum Signs

Complete Design and Production

Specialty Advertising

530 E. Jamie Ave. La Habra, CA 90631

www.jcgury.com

J.C. Gury Company

Decals • Labels • Aluminum Signs

Complete Design and Production

Specialty Advertising

530 E. Jamie Ave. La Habra, CA 90631

www.jcgury.com

J.C. Gury Company

Decals • Labels • Aluminum Signs

Complete Design and Production

Specialty Advertising

530 E. Jamie Ave. La Habra, CA 90631

www.jcgury.com
Meet State Fire Marshal Chris Connealy at the TBFAA Convention

Cedar Park Fire Chief Chris Connealy, who started his career in 1978 as a Houston firefighter, was appointed the new state fire marshal in June.

He will be attending the TBFAA convention and will participate in the update session on Thursday.

Connealy told the Austin American Statesman that he was looking forward to the new job, which includes fire investigations, inspections and licensing of fire protection systems.

"It's a dream come true for me," he said. "This will be a different type of position for me, and I like to be challenged."

Connealy worked his way up through the ranks of the Houston Fire Department and became acting fire chief there in 2000. He was named the Houston fire chief in 2001 and retired in January 2004 after managing 87 fire stations and 4,000 employees, he said.

He next became the Cedar Park fire chief in March 2004. "I always wanted to live in Central Texas," he said.

He said his strengths include being able to make tough decisions, collaborate with different groups and provide good customer service.

Connealy, 53, starts his new job June 18 and will replace acting state Fire Marshal Mark Lockerman, officials said.

Texas Department of Insurance Commissioner Eleanor Kitzman picked Connealy out of four finalists, said Mark Hanna, a spokesman for the Insurance Council of Texas.

Hanna said he was impressed with Connealy's 34-year career in the fire service and the numerous accolades and awards he received, as well as his career in Houston.

"To be a fire chief in Houston for three years says a lot right there. ... He was dealing with unions in the Houston Fire Department, and there's a lot of politics involved with that," said Hanna.

Connealy is the presiding officer on the Texas Commission on Fire Protection and also serves on the Texas Fire Chiefs Association executive board.

Mr. Connealy holds a Bachelors degree in Fire Administration from Western Illinois University and a Masters degree in Fire Administration from Grand Canyon University.

Mr. Connealy is accredited as a Chief Fire Officer from the Commission on Chief Fire Officer program. In addition, he is an adjunct instructor with Texas Education Extension Service and Austin Community College, teaching Fire Administration and Leadership.

He is also an instructor in the Texas Fire Chiefs Academy.
What is your central station doing for you?

We provide You the expertise you deserve at the best price in the industry.

- Hot Redundant Facilities
- UL Listed
- SIA Certified
- Two Strategic Locations
- Licensed Nationwide
- FM Certified
- NISPOM Listed
- Bi-Lingual Operators

SentryNet iPhone App - Signup and Download Today

We offer You the most advanced services and features on the market.

- Digital Monitoring
- VR1 (Two-Way Voice)
- NetConnect
- Video Verification
- Answering Service
- IP Monitoring
- Cell/Radio Backup
- Subscriber Billing
- Business Consulting
- Back Office Solutions
- PERs
- SCIF Monitoring
- CRZM Monitoring
- Managed Access

24/7 Video Verification - Ask for a demo

Call 1-800-932-3304 or review our expanded services at www.sentrynet.com
Vivint Takes Door-knocking Rival to Court

8.8.12 - Security Systems News - Provo, UT

Vivint is suing another door-knocking company, alleging it has been using false and misleading statements to steal Vivint customers.

In the lawsuit, Vivint cites 22 instances of alleged deceptive practices, which it said occurred between February 2011 and May of this year in states that ranged from California to Florida.

Vivint claims Elite sales reps made false statements to Vivint customers that included saying that Elite and/or ADT had “bought out” or was “taking over” Vivint, and that Elite and/or ADT were “sister companies” with Vivint.

Elite—which denies Vivint’s allegations and wants the case dismissed—provides sales, service and installation in numerous states nationwide, according to court documents and Elite’s website.

AT&T Makes it Official: 2G Service Will End

8.7.12 - Security Info Watch

'Sunset' of 2G impacts security industry due to extremely high number of accounts that use 2G alarm panel communicators...

Here’s what AT&T stated in their Aug. 3, 2012, 10-Q filings: "As part of our ongoing efforts to improve our network performance and help address the need for additional spectrum capacity, we intend to redeploy spectrum currently used for basic 2G services to support more advanced mobile Internet services on our 3G and 4G networks.

Telguard’s Shawn Welsh says the date shouldn’t come as a surprise to vendors in the industry, who he says were advised of these plans as early as March 2011. "We knew that date all along, but were under a gag order not to say it. The fact that AT&T is finally on the record should bring it home for the alarm industry; now it’s real."

Now, says Welsh, alarm dealers and manufacturers need to get busy moving customers to more modern communication technologies before that 2G technology fades into the sunset.

Welsh estimates that the majority of alarm communicators use AT&T’s 2G network, and says there are probably around 3 million of the 2G cellular alarm communicators installed in the United States.

That’s complicated by the fact that 2G communicators are still the normal product installed.
TRI-ED / Northern Video Distribution Ad

North America’s Largest Independent Security Distributor

Intrusion • CCTV • IP Video
Access • Fire • Audio
Communications
Hardware

Call us today at any of our Texas area locations...

**Austin** (Branch & Technical Sales Location)
2213 West Braker Lane
Austin, TX 78758
Tel: 888 874 3336 - 512 833 9200

**Dallas**
2525 Walnut Hill Lane, Suite 200
Dallas, TX 75229
Tel: 800 638 7433 - 972 869 9317

**Houston**
5400 Mitchelldale St., Suite B-4
Houston, TX 77092
Tel: 888 674 3336 - 713 686 7111

**San Antonio**
121 Interpark Blvd., Suite 507
San Antonio, TX 78216
Tel: 888 674 3336 - 210 499 5015

www.tri-ed.com
Senator Dan Patrick Will Give a Keynote

By Brad Shipp, TBFAA

Senator Dan Patrick will give a keynote address at the TBFAA Annual Membership Lunch on Thursday.

According to his Bio, Dan Patrick is a strong fiscal and social conservative. He has been rated by virtually every Texas conservative group as the leading conservative member of the Texas Senate. The Austin American Statesman editor ranked Dan the 3rd most influential Republican in the state. Texas Monthly, not known as a friend of conservatives, ranked him the 10th most powerful person in politics in Texas.

After arriving in Austin for his first session in 2007, Senator Patrick quickly developed respect from his colleagues for standing up and speaking out on conservative principles. He has challenged the Austin establishment; archaic rules and, when necessary, his own party on major issues. In the most recent session, he was the lone Republican vote on the Senate Finance Committee to vote “no” on the budget because it spent $3 billion from the Rainy Day Fund needed for future spending. With the help of other like-minded senators, he led the fight to block the budget from passing until that provision was removed.

In his three sessions, Dan has not missed one day on the Senate floor. He has a 99.9% voting record, recording over 13,000 votes. He authored, co-authored, or served as the Senate sponsor and co-sponsor on over 100 legislative actions.

Some of the legislation, of which he is most proud, is placing “In God We Trust” permanently in the Senate chamber for the first time in history; passing legislation in the Senate to place “Under God” in the Texas pledge; passing a $170 million tax cut for small businesses; and in 2011, after attempting to do so for two sessions, finally passing his top priority legislative item: the Sonogram Bill to protect the unborn. He has been a leader on veterans’ issues and a strong defender of Second Amendment rights.

Senator Patrick has also passed important local legislation that directly impacts Senate District 7 and Harris County. These bills include stopping homeowners associations from prohibiting a homeowner from flying the American, Texas, or a military flag; toughening laws to address DWI and human sex trafficking; and legislation to try to stop the city from taxing local churches and schools with a new "rain tax".

Dan serves on the key Senate committees: Finance, Education as Vice Chair, Criminal Justice, Health and Human Services, Inter-governmental Relations, as well as other special and sub-committees.

In 2011, he founded the TEA Party Legislative Caucus.

Dan has been married to Jan for 36 years. Their son Ryan is a Harris County assistant district attorney; their daughter Shane is a registered nurse. In 2010, Dan and Jan welcomed their first grandchild, Zachary Colton.

Dan hosts a daily afternoon talk show on AM 700 in Houston, has written a best seller, produced an award winning movie, plays piano and guitar, and paints water color in his spare time—which isn’t much since being elected in 2006.

As he tells every audience he speaks to that he is a Christian first, a Conservative second, and a Republican third.
Chris Russell – TBFAA Person of the Year

Brad Shipp, TBFAA

Chris Russell, long term member of TBFAA, will be honored at the TBFAA Awards Dinner on October 17th as the 2012 TBFAA Person of the Year.

Following tradition, Chris will be honored (roasted) at the TBFAA Roast & Toast Dinner in Galveston.

Chris was selected for his long term service to TBFAA as President, Membership Chair and NTAA President.

Chris currently serves as Vice President of the National Security Alliance (NESA) and on the TBFAA Board as immediate past president.

In 2006, Chris was honored by the False Alarm Reduction Association (FARA) with the W. Rex Bell Associate Member of the Year Award. FARA cited his effort in creating a User Training Video as President of NTAA as a major reason for recognizing him with the award.

Chris worked to help the industry cope with the Dallas verified response plan and was instrumental in changing the policy.

As TBFAA President he spearheaded the development of the new web site, revamped the newsletter and clarified the impact of lead paint rules on installers.

He also represented the industry on the Texas Police Chiefs Association (TCPA) Alarm Management Committee.

Throughout his term, Chris working closely with the legislative committee on issues including, CCTV regulation, Door to Door Sales and numerous proposals to alter the way we are regulated.

Throughout his service Chris has brought a unique sense of humor that has entertained his fellow board members.

Join us in Galveston to honor and roast Chris – it is sure to be a unique and unforgettable evening.

Professional Guard and Patrol, Inc.

www.pgpinc.net

RICK STRICKLAND
Alarm Response Specialist

425 Aldine Bender Rd., Suite E
Houston, TX 77060
(24 Hour Dispatch)

Direct Line: 832.250.0865
Fax: 281.448.2191
Toll Free: 1-887.448.4904
E-mail: jsrsjss@peoplepc.com

SERVICES

* Random Patrol
* Unarmed Guards
* Alarm Response
* Fully Licensed

* Dedicated Patrols
* Armed Guards
* State Certified
* Fully Insured

24 Hour Dispatch
281-448-4900
License No. B04741
Rep Allen Fletcher Will Keynote

By Brad Shipp, TBFAA

Representative Allen Fletcher will give a keynote address at the TBFAA Annual Membership Lunch on Thursday.

According to his Bio-Representative Allen Fletcher serves the people of House District 136 in the Texas House of Representatives.

Allen is the Vice Chair of the Homeland Security and Public Safety Committee and is the Chairman of the Law Enforcement Subcommittee.

He is also the only representative in Harris County to serve on the House Transportation Committee.

Elected in 2008, Allen is a Tomball business man, community activist, Christian, devoted husband, and loving father.

Allen received his Bachelor of Science in Police Science/Law Enforcement and a Master of Science degree in Criminal Justice Management from Sam Houston State University (SHSU).

He also graduated with honors from both the Houston Police Academy and the East Texas Police Academy.

In 1977, Allen began his career in Houston Police Department as a uniformed patrol officer, eventually becoming a supervisor in the Office of the Inspector General.

While holding this position, he was responsible for all criminal and administrative investigations of city employees and government contractors.

After proudly serving HPD for 21 years, Representative Fletcher retired in 1998.

In addition to his work in law enforcement, he has been involved in the Tomball and Harris County communities for many years.

He served as Chairman of the Board of the Greater Tomball Area Chamber of Commerce and is an active member of the Rotary Club of Tomball, the Tomball Emergency Preparedness Committee, and the State Bar of Texas Review Committee.

Allen is a member of the Sam Houston State University Alumni Association Board of Directors, Sam Houston Museum Board and the President’s Circle.

He also sponsors a scholarship for criminal justice at SHSU.

Allen is a proud lifetime member of the Houston Police Officers Associations well as a graduate and lifetime member of the Law Enforcement Management Institute of Texas.

Allen has been married for 32 years to his lovely wife, Penny, and they have two daughters and a son. They are also proud grandparents of four girls with a fifth grandchild on the way.
Palacios & UCC Recognized by CSAA

Excerpted from a UCC Press Release

United Central Control’s (UCC) David Palacios recently won the “Support Person of the Year Award” from the Central Station Alarm Association. Additionally, UCC was recognized by CSAA with an honorable mention award for Central Station of the Year. Both awards were noted at ESX in Nashville, TN.

The CSAA annual awards are judged by a confidential blue-ribbon panel with wide experience in the electronic security industry.

Palacios was recognized for his experience, dedication and performance. David has been with UCC for over 27 years, and currently holds the position of Director of Dealer Relations. In this role, Palacios is responsible for managing overall goals, activities and personnel in his department, providing an extension of their internal business on a dealer level – ensuring training and updates are always on queue and current.

The 2012 CSAA Excellence Awards bestowed an honorable mention for the CSAA Central Station of the Year on UCC. CSAA judges rank the central stations on the quality of their listings and certifications, disaster recovery plan, hiring criteria, training and continuing education, quality of record-keeping and performance data and adoption of new technologies. The CSAA ranking criteria also include relationships with responding authorities, relationships with customers, prominence of the central station in the company’s sales process, and involvement with industry groups.

TBFAA Thanks
TOS Security & Investigations
For providing guards at the TBFAA Exhibits in 2011

Bob Burt
713-944-6210
bburt1957@aol.com
Texas Dept of Public Safety
Private Security Bureau
License # C02926
### TBFAA 26th Annual Convention & Trade Show

#### Detailed Schedule

**Tuesday 10/16**

- **9-5pm** - NESA Leadership Training
- **6:30pm** - TBFAA Board Dinner - TBFAA no host dinner.

**Wednesday 10/17**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>8-9am</td>
<td>Breakfast</td>
</tr>
<tr>
<td>9-10am</td>
<td>Ethics - Mike Samulin &amp; George Craig - Get your requirement for the ethics class completed.</td>
</tr>
<tr>
<td>9-10am</td>
<td>Designing and Bidding Fire Alarms Systems - Roy Horn &amp; Mark Gilmore - Learn tip and tricks from industry veterans on how to design and bid code compliant systems.</td>
</tr>
<tr>
<td>9-10am</td>
<td>Ethics - Mike Samulin &amp; George Craig - Get your requirement for the ethics class completed.</td>
</tr>
<tr>
<td>10-11am</td>
<td>Code Update - Jeff Bright - Take advantage for the option to take a code update class instead of the ethics class for managers who have completed their initial registration period</td>
</tr>
<tr>
<td>10-11am</td>
<td>Elevator Controls - tbd</td>
</tr>
<tr>
<td>11am-Noon</td>
<td>National Electrical Code - Brian McKinney - Meet the requirement for a 1 hour review of low voltage requirements.</td>
</tr>
<tr>
<td>11am-Noon</td>
<td>Dealing with AHJs - Harris County Fire Marshal Mike Montgomery - Explore how to maintain and improve relationships between fire marshals and licensed fire alarm companies.</td>
</tr>
<tr>
<td>Noon-1pm</td>
<td>Lunch for Class Attendees</td>
</tr>
<tr>
<td>1-3pm</td>
<td>How to Protect Yourself Against Tax Audits - Texas State Comptroller’s office</td>
</tr>
<tr>
<td>3-5pm</td>
<td>How UL Can Help You - Hear how dealers can use UL certification to help win and maintain customers.</td>
</tr>
<tr>
<td>3-5pm</td>
<td>Increasing the Value of Your Company - Dorsie Mosher, Vice President of Davis Mergers &amp; Acquisitions Group will present a seminar on steps you can take to increase the value of your company.</td>
</tr>
<tr>
<td>6-7pm</td>
<td>Presidents Reception</td>
</tr>
<tr>
<td>7-11pm</td>
<td>TBFAA Roast &amp; Toast Dinner</td>
</tr>
</tbody>
</table>

**Thursday 10/18**

- **8-9am** - Breakfast

**Day 10/18**

- **9:30-10:30am** - TBFAA & Legislative Updates - Dean McWilliams, McWilliams & Associates & Jeff Bright, TBFAA Legislative Chair.
- **11:00am-1:30pm** - Keynote Lunch - TBFAA Membership Meeting - TBFAA will hold elections, vote on bylaws changes, members can ask questions and awards will be presented to TBFAA Leaders. All are welcome to attend.
- **1:45-2:45pm** - Fire Updates - Chris Connealy - Texas State Fire Marshal and his staff will update you on current issues and plans for regulation of fire alarms.
- **3-4pm** - Private Security Updates - Capt. Bowie of the Texas Private Security Bureau
- **1:45 - 4pm** - Exhibitor Setup

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>4-7pm</td>
<td>TBFAA Trade Show</td>
</tr>
<tr>
<td>7-11pm</td>
<td>Casino Night</td>
</tr>
</tbody>
</table>

**Friday 10/19**

- **8-9am** - Breakfast
- **8:30am** - Golf - Off Site
How to Increase the Value of Your Company

*Brad Shipp, TBFAA*

Dorsie Mosher, Vice President of Davis Mergers & Acquisitions Group will present a seminar on steps you can take to increase the value of your company.

This interactive session is based on real world experience and covers:

- factors to consider when selling
- steps in a transaction
- how to create value in an alarm company
- how to value a security company
- future proofing your business

Whether selling is in your immediate plans or not you should learn how to maximize the long term value of your company and Dorsie will share his expertise on how to do just that.

---

**About Dorsie Mosher,**

Dorsie is currently a Vice President of Davis Mergers & Acquisitions Group.

Founded in 1973 by Ron Davis, the Davis Group has consulted with hundreds of alarm companies, manufacturers, distributors, investors and international players looking to understand the dynamics of the American security marketplace.

Mr. Mosher has over 25 years of experience at senior levels in the security industry, including bottom line responsibility as president of four firms. He participated in taking two security equipment manufacturers public. Throughout his career, Mr. Mosher’s emphasis has been on business development, sales and marketing management and new products introduction.

While at Radionics in 1981-1988, as vice president of sales and marketing, annual sales grew from $6 million to $44 million over a period of seven years. After a ten year absence from Radionics, Mr. Mosher was asked to return in January, 1999, as the general manager and vice president. During the next two years in this position, to reestablish customer confidence, Mr. Mosher successfully rebuilt the sales and technical support departments, implemented new dealer support programs and redirected the product development strategy to once again position Radionics as a technology leader. As a result of this renewal, BOSCH purchased Radionics and its parent company Detection Systems.

Mr. Mosher has served as board and committee member for numerous industry groups and speaks at major industry events.
### Attendee Information

<table>
<thead>
<tr>
<th>Company</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Address</th>
<th>Fax</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>City, State, Zip Code</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

### Attendee Name

<table>
<thead>
<tr>
<th>Attendee Name</th>
<th>Attendee Email</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Wedneday Lunch

<table>
<thead>
<tr>
<th>Type</th>
<th>Member</th>
<th>Non Member</th>
<th>Total Attendees</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>Attendee Fee Amount</td>
</tr>
</tbody>
</table>

**Wednesday Lunch & Reception, Thursday- Continental Breakfast, Lunch & Dinner and Friday- Continental Breakfast**

### Thursday Lunch

<table>
<thead>
<tr>
<th>Type</th>
<th>Member</th>
<th>Non Member</th>
<th>Total Attendees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before Aug 31</td>
<td>$100</td>
<td>$125</td>
<td></td>
</tr>
<tr>
<td>Sept 1 - On Site</td>
<td>$125</td>
<td>$150</td>
<td></td>
</tr>
<tr>
<td>On Site</td>
<td>$150</td>
<td>$175</td>
<td></td>
</tr>
</tbody>
</table>

### Thursday Roast & Toast Dinner

<table>
<thead>
<tr>
<th>Type</th>
<th>Member</th>
<th>Non Member</th>
<th>Total Attendees</th>
</tr>
</thead>
</table>

### Total Fee

**SPONSORSHIPS**

We would like to sponsor the following: **(Circle One)**

- Class~ $500
- Presidents Reception ~ $1900
- Wednesday Breakfast ~ $1350
- Wednesday Lunch ~ $2200
- Saturday Breakfast ~ $1350
- Member Lunch ~ $4500
- **Donations of any amount are welcome**

<table>
<thead>
<tr>
<th>Name</th>
<th>Sponsor Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Food Fee (Per Person)

**Wednesday Lunch & Reception, Thursday- Continental Breakfast, Lunch & Dinner and Friday- Continental Breakfast**

<table>
<thead>
<tr>
<th>Type</th>
<th>Member</th>
<th>Non Member</th>
<th>Total Attendees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before Aug 31</td>
<td>$100</td>
<td>$125</td>
<td></td>
</tr>
<tr>
<td>Sept 1 - On Site</td>
<td>$125</td>
<td>$150</td>
<td></td>
</tr>
<tr>
<td>On Site</td>
<td>$150</td>
<td>$175</td>
<td></td>
</tr>
</tbody>
</table>

### Annual Person of the Year Dinner (Per Person)

<table>
<thead>
<tr>
<th>Type</th>
<th>Member</th>
<th>Non Member</th>
<th>Total Attendees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before Aug 31</td>
<td>$25</td>
<td>$45</td>
<td></td>
</tr>
<tr>
<td>Sept 1 - On Site</td>
<td>$35</td>
<td>$55</td>
<td></td>
</tr>
<tr>
<td>On Site</td>
<td>$45</td>
<td>$65</td>
<td></td>
</tr>
</tbody>
</table>

### Annual Person of the Year Dinner Table Sponsor

<table>
<thead>
<tr>
<th>Type</th>
<th>Member</th>
<th>Non Member</th>
<th>Total Tables</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before Aug 31</td>
<td>$160</td>
<td>n/a</td>
<td></td>
</tr>
<tr>
<td>Sept 1 - On Site</td>
<td>$175</td>
<td>n/a</td>
<td></td>
</tr>
<tr>
<td>On Site</td>
<td>$200</td>
<td>n/a</td>
<td></td>
</tr>
</tbody>
</table>

To pay by credit card - visit [http://tbfaa.org/pay-tbfaa/](http://tbfaa.org/pay-tbfaa/) and mail this form or Mail form with a check to TBFAA - P.O. Box 224848 - Dallas, TX 75222-4848
NOBODY Sells MORE Security than ADI
But ADI Sells a lot MORE!

Visit the ADI location near you:

**ADI - Austin**
1901 West Braker Lane, Suite 100
Austin, TX 78758
Ph: 512.832.5440
Fax: 512.832.9020
Email: austin.us@adiglobal.com

**ADI - Dallas**
12880 Valley Branch Lane
Farmers Branch, TX 75234
Ph: 972.402.8612
Fax: 972.406.1431
Email: dallas.us@adiglobal.com

**ADI - Houston**
7425 Pinemont Drive, Suite 100
Houston, TX 77040
Ph: 713.861.9418
Fax: 713.861.9986
Email: houston.us@adiglobal.com

**ADI - North Houston**
335 Pennbright Drive, Suite 110
Houston, TX 77090
Ph: 281.872.4330
Fax: 281.872.4029
Email: northhouston.us@adiglobal.com

**ADI - San Antonio**
853 Isom Road
San Antonio, TX 78216
Ph: 210.366.3327
Fax: 210.366.4703
Email: sanantonio.us@adiglobal.com

more products more locations more savings more support

YOUR BUSINESS DESERVES MORE

For orders, call 1.800.233.6261 For Systems Sales & Support, call 1.800.234.1911 On-line catalog @ www.adiglobal.com/us
TBFAA 26th Annual Convention, Trade Show & Golf Tournament

Friday October 19, 2012 – 8:30 am Start

Galveston Country Club
14228 Stewart Road
Galveston, Texas 77554
Phone: 409-737-9830
www.galvestoncountryclub.com

Registration

Company__________________________________________________ Phone_____________________
Address_____________________________________________________________________________
City/State/Zip________________________________________________________________________
Player 1 (Contact) __________________________ Handicap _________ Email _____________________________
Player 2 _________________________________ Handicap _________ Email _____________________________
Player 3 _________________________________ Handicap _________ Email _____________________________
Player 4 _________________________________ Handicap _________ Email _____________________________

You Are Invited

I would like to invite all the TBFAA golfers (both serious and the once a year golfers) to join us at the Galveston County Club Golf Course in Galveston, TX.

Please do not hesitate to sign up whether you are putting together a complete team or you are a single golfer.

The Galveston Country Club is a scenic eighteen hole championship course, located near Galveston Bay, features numerous water holes, over fifty sand bunkers, hundreds of palms and oleanders, and an abundance of beautiful water fowl.

Your entry fee will include the green fee and cart, lunch plus trophies and prizes.

Don’t wait too long to signup or you will miss out on this fun tournament at this fantastic facility.

Sonny Sampson, TBFAA Golf Tournament Chairperson

Entry Fee: (includes green fees, cart, practice balls & lunch)

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

FOOD & BEVERAGE SPONSOR $1000 $________
HOLE SPONSOR $150 $________
TEAM of 4 (Before 10/1/12) $500 $________
TEAM of 4 (After 10/1/12) $600 $________
Per Golfer Fee (Before 10/1/12) $125 $________
Per Golfer Fee (After 10/1/12) $175 $________
Total Enclosed (payable to TBFAA) $________

To pay by credit card - visit http://tbfaa.org/pay-tbfaa/ and mail this form or
Mail form with a check to TBFAA - P.O. Box 224848 - Dallas, TX 75222-4848
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
Virtual Doorman                  Virtual Guard Escorts
Video Verification               Video Panic Assistance
Video Intervention              Hosted / Managed Access

Eyeforce is a wholesale Remote Guarding Central Station. We offer dealers the opportunity to build new sources of RMR and go beyond basic burglar, fire and video monitoring.

Learn how Eyeforce can help you build RMR with Remote Guarding.

888-393-3672  www.eyeforce.net
TX Lic. C16931
Build On Success!
At The
TBFAA 2012
Convention
October 17 to 19, 2012

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

5222 Seawall Boulevard
Galveston, TX 77550

Phone: 800-392-5937

We are Building on 2011’s Success
Great Hotel
Great Gulf Views
More Classes
Free Parking
Proven Products

Draft Schedule—Subject to change

Tuesday 10/16
9-5pm NESA Leadership Training
6:30pm - TBFAA Board Dinner

Wednesday 10/17
9-10am - Ethics
9-10am - Designing Fire Alarms
9-11am - NESA Board Meeting
10-11am - Code Update
10-11am - Elevator Controls
11am- Noon - National Electrical Code
11am- Noon – Dealing with AHJs
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 10/18
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
2-3pm – General Technical Class
2:30pm - Private Security Updates
4-7pm - TBFAA Trade Show
7-11pm - Casino Night

Friday 10/19
8-9am Breakfast
8 am - Golf
9pm – 1pm - TBFAA Board Meeting