Col. Davis to Speak at TBFAA Convention

Colonel Thomas A. Davis, Jr., Director of the Texas Department of Public Safety will highlight the Leadership forum, moderated by Henry Homrighaus and attend the reception at our convention on Thursday October 14th.

The Honorable Michael Samulin and the Honorable John E. Chism who are members of the Texas Department of Public Safety Private Security Board (PSB) which is responsible for the regulation of the burglar alarm, access control and closed circuit television segment of our industry will also participate. Representatives of the Fire Industry Licensing Services and Investigations section of the Texas Department of Insurance have also been invited to participate.

Plan to take part in the forum, reception, golf tournament, trade show, classes and annual membership meeting.

Continued on Page 3

New Member Discount Program Launched

TBFAA's new members discounts can more than offset your cost of membership.

Continued on Page 9

Bookmark TBFAA.org

The TBFAA web site has been updated with a new format and additional information. Visit www.TBFAA.org

Continued on Page 5

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Selflessness!

“Great ability develops and reveals itself increasingly with every new assignment.”
-Baltasar Gracian, The Oracle

Associations like Texas Burglar and Fire Alarm Association succeed because selfless people dedicate hours and hours of time and countless amounts of ability on behalf of others.

The recent recognition of Kathleen Schraufnagel by the Security Industry Alarm Coalition (SIAC) with its first SIAC William N. Moody Award puts a long overdue spotlight on years of hard work and dedication (see related story on page 28).

When you are active in associations you get used to a few doing the work on behalf of the many. Fortunately there always seems to be someone around to do the hard work. The amazing thing about Kathleen is not only how long and how often she was the one we could count on, but what has been really exceptional is how many hats she wore at any one time. Kathleen has stayed active in the local NTAA, at the state level and in several national associations all at the same time. At one point she served as NTAA Secretary, TBFAA Secretary, TBFAA Alarm Management Chair, TBFAA Newsletter editor, TBFAA Convention Chair, NBFAA Alarm Management Chair, SIAC Rep, and FARA Board Member. The other exceptional thing is how obvious it was that she enjoyed it and how often her enthusiasm and good humor made it easier for the rest of us to keep at it. While the majority of our members have not held leadership roles and find it hard to make time for our association, Kathleen literally never said no. Whatever we asked of her she did happily and willingly.

Kathleen’s role in her paying job has recently caused her to scale back from the superhuman volunteer involvement to a level of involvement like the rest of us mere mortals. I am glad she will stay active at the national level and I am thankful that she somehow managed to juggle all that she did in the past.

Kathleen has truly proven what Nelson Mandela observed "A good head and a good heart are always a formidable combination."

There is much to be done in TBFAA and always a place for a willing volunteer. If you have an idea or a little free time please feel free to drop me a line at president@tbfaa.org.

Chip Bird
The 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 Commission on Private Security, and the Commission on Fire Protection, among many other programs.

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

For Advertising Information:
TEL: 877-908-2322
FAX: 877-908-2522

Brad Shipp, Editor

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Editorial: Copy is due the 15th of each odd numbered month.
Advertising: Space reservations due the 5th and artwork due the 20th of each odd numbered month.

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P.O. Box 59982, Dallas, TX 75229-1982
VOICE: 877/908-2322 FAX: 877/908-2522

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Dispatch Center, Ltd.

Training Schedule

Schedule and Registration Forms Available ‘On Line’
Visit http://www.tbfaa.org for course descriptions, registration forms and class schedules.

Level 1 Class Schedule

May       Corpus
Jun       Dallas
Jul       Corpus
Aug       San Antonio
Sep       Dallas
Oct       Houston
Nov       Austin
Dec       El Paso

Fire Prep Class Schedule

May       Dallas
Jun       Houston
Jul       San Antonio
Aug       Dallas
Sep       Houston
Oct       San Antonio
Nov       Dallas
Dec       Houston
This month, TBFAA unveiled a revamped Web site complete with top-notch information on our association, industry and world.

There is a new section for consumers to gather the latest and greatest reasons to use a TBFAA member for their security needs, an updated Members’ Only section packed full of Member incentives and discounts, and a new home page with access to the latest news, weather and security information.

With so much to explore, make sure to read the list of highlights below, so you don't miss any of the new information designed especially for you and your business.

**The Home Page: www.tbfaa.org** When you first access our new site you will be welcomed with refreshing graphics and a News section to the right of the page. Here you find links to the Weather channel Web site, the Amber Alert Web site, a box indicating the terror-alert level and a link to the Department of Homeland Security, the latest national and world headlines also scroll on the page, and there is a section devoted to Technology News with the most-up-to-date technology headlines to click on. TBFAA’s goal was to make our homepage an information clearinghouse where our members can easily access the latest industry, national and world news. Please take the time to set www.tbfaa.org as your computer's homepage or bookmark our site so you can easily access it throughout your day.

**Consumer Information:** [www.tbfaa.org/html/consumer_info.asp](http://www.tbfaa.org/html/consumer_info.asp) The new consumer section was designed with one goal in mind - to attract consumers to our site and in return send new customers to our Members. We encourage our Members to use this link on their company Web sites to help consumers and in turn help your business! On this portion of the site, consumers can learn the following: Why they should use a TBFAA Member? The answer consumers will find, "We believe the willingness of our members to seek out educational opportunities in order to better train their employees, submission to our Code of Ethics, and their commitment to cooperate with the association in resolving questions or complaints from consumers, demonstrates their desire to do business professionally and ethically."

The consumer section also educates consumers on the types of different systems from explaining what an access control system is to defining the components of a burglar alarm system; this section is a big help for consumers as the language used is consumer-friendly and not saturated with technical lingo and jargon. Each type of system such as: Access Control, Audio and Video, Burglar, CCTV, Fire, Holdup, Home Control and Automation, Structured Cabling, Telephone and Intercom, and Central Vacuum has an entire page of information dedicated to it explaining fully and clearly how the system operates and how it can be installed.

"Selecting a Contractor," is a bulleted easy-to-read check-off list for consumers who are ready to select a company and/or purchase a system. There is also a section on the importance of only using licensed contractors, which explains that being licensed is the law.

An important section all consumers should read is "Professional vs. Do-It-Yourself". This section lists all the things a consumer should be aware of before installing a system themselves from knowing all the codes and standards that govern how a system is operated and installed, to thinking about whether an insurance company would cover a consumer if they were injured trying to install a system. This section gives a lot of reasons why it is important for a professional to install a system.
TBFAA 18th Annual Convention
October 14-16, 2004

Thursday October 14
7:30 am  Golf Tournament, Golf Course
2 - 6 pm  Texas Leadership Forum, Ranger Museum
6-8 pm  Presidents Reception, Ranger Museum
8-10 pm  Museum Tour, Ranger Museum

Friday October 15
Note: All Friday Events will be at the Waco Convention Center
9 -11am  Marketing on the Web with Board Compliant Rules
          Chris Russell- Nova Internet Services
11am-5pm  Exhibits
11am-Noon  Business Checkup- Do you have the proper insurance?
            Peggy Keck- El Dorado & Jeff Odea
Noon-1pm  Lunch in Exhibit Hall
1-2:50pm  What Owners Should Know About Fire Alarm Systems
            TBD
3-5pm  Explore new markets - Internet Monitoring, GPS, Remote Video
            Panel – Dice, Bold & Central Station Owners
6pm  Dine a rounds, Downtown Waco

Saturday October 16
Note: All Saturday Events will be at the Waco Convention Center
9:30-10:30am  Ethics Class
10:45-11:45am  Compliance Class
11:45am-Noon  Board Meeting
Noon-3pm  Annual Meeting & Lunch
3:15-5:15pm  Board Meeting

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Be Sure to Join us at This Year’s Show!
(Please Print or Type a Form for EACH attendee)

Name ____________________________________________________
Company _________________________________________________
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City ___________________________ ST _______ Zip ____________
Social Security Number (If CEUs are Desired) ___________________

CHECK EACH EVENT YOU PLAN TO ATTEND

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Address ________________________________________________________________________
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Legislative Support

The primary objective of the Texas Burglar and Fire Alarm Association is to represent the alarm industry before the Texas Legislature and other governmental agencies. The association works closely with The Commission on Private Security and The Department of Insurance; State Fire Marshal’s Office.

The objectives of the association can only be accomplished by the combined efforts of the Board of Directors and our lobbyist Ron Kessler of the law firm of Ron Kessler Group, LLC. The Board of Directors, headed up by President Chip Bird, coordinates the activities of the association. Ron Kessler heads up our lobbying effort. It would be fair to say “he opens a lot of doors”.

The Texas Burglar and Fire Alarm Association incurs a cost of more than $90,000 per Biannual Legislative Session for our legislative effort. The membership dues are not enough to cover this expense. Special help is needed.

We, the Board of Directors, are asking the professional alarm dealers of the state of Texas to participate either monthly or yearly in this ongoing legislative effort. With the team concept we can get the job done.

Please visit our website http://www.tbfaa.org or call us at 877-908-2322 to sign up to become a Team Member.

TBFAA Political Action Committee

The TBFAA PAC supports the mission of TBFAA by making contributions to elect candidates for public office.

Contributions or gifts to the TBFAA PAC are not tax deductible.

Help us promote public safety and security in Texas by contributing today.

Contributions to the PAC must be made by personal check to:
TBFAA PAC
PO Box 59982
Dallas, TX 75229

Thank you to Steve Davidson Henry Homrighaus and JD Benfer for donating winnings from the 50-50 raffles to the PAC fund.
New Member Discount Program Launched

**Member Benefits Page and for Members - the New Members Only Section:**
www.tbfaa.org/html/member_benefits.asp

**Not a Member Yet-** There are many reasons to join TBFAA and for those of you reading this article that are currently not Members, now is a prime time to join TBFAA. With incentives for new members that more than pay for your dues, there is no reason not to join! Many of our associate members are offering our Members discounts on their products and services, for example, receive discounts on monitoring, Internet services, and much more. Make sure to visit the Members Benefits page for more information!

**Current TBFAA Members,** don’t miss out on the new Members Only Section. This section lists details on the incentives our Associate Members are offering and if the discounts available don’t make you smile - which they should - the page also offers a daily joke of the day to add that little extra punch to get you through your day.

So Far - Special Offers are included from:

- Alarm Debt Liquidation Group (ADLG)
- Digital Security Corporation (DSC)
- Dispatch Center, Ltd
- Construction Information Network
- El Dorado Insurance Agency, Inc.
- First National Merchant Solutions
- Nova Internet Services, Inc.
- SentryNet
- Southwest Dispatch Center, L.P.
- Texas Alarm Monitoring

There are so many things new things to check-out on TBFAA’s site, we hope everyone enjoys discovering them all. The site was designed with our Members and soon-to-be Members in mind, send us an e-mail at, bradshipp@4yoursolution.com and let us know what you think about the site.

To access the members only section just click on the box at the top of any page and follow the instructions.

**Nominees for 2004-2005 Officers**

The following members have been nominated to serve TBFAA for 2004-2005:

- Vice President- JD Benfer- San Antonio
- Secretary- Roger Byrd- San Antonio
- Treasurer- Nathan Bryant- Dallas
- Training Director- Brian McKinney- Houston
- Membership Director- Mark Matlock
- Region 1- Pam Elliott- Amarillo
- Region 2- JP Shull- Dallas
- Region 3- Debi Ulmer- Houston
- Region 4- TBD

President Chip Bird was elected last year for a two year term. Additional nominations for any of these offices will be accepted from the floor at the annual meeting in Waco.

---

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Milwaukee Council to Hear Alternatives to Verified Response

Aug 27, 2004, MILWAUKEE -- An alderman with the Milwaukee Common Council says he is just one vote short for his proposal to increase fines for false alarms that is being offered as an alternative to Milwaukee police’s plan to go to verified response. However, the council doesn’t have the power to change Police Chief Nannette Hegerty’s decision to initiate a verified response policy on Sept. 19. Alderman Tony Zielinski says he has gained six co-sponsors for his proposal for a $150 fine for a first false alarm, $300 for a second and $450 for each false alarm after that within a calendar year. However, alarm companies in Milwaukee are not happy with an addition to the proposal where alarm companies would be forced to pay the fines instead of their customers.

"It would be similar to saying [when]we ticketed someone for speeding, we’re going to fine the car dealer," Mike Horgan, president of the Wisconsin Burglar and Fire Alarm Association (WBFAA), told the Milwaukee Journal-Sentinel. The proposal will be presented to the council’s Public Safety Committee on Sept. 2. Police and alarm industry officials will present their cases, though there is not expected to be a public comment period. In addition, another alderman has introduced a proposal that will also be introduced at the Sept. 2 meeting that gets tougher on alarm companies. Alderman Bob Bauman’s ordinance would remove an alarm company’s license if it can’t show it has the staffing to send someone to confirm a break-in before calling police. The committee will likely vote on both proposals Sept. 9.

Hegerty announced July 16 that as of Sept. 19, Milwaukee police would no longer respond to burglar alarms unless they were verified by the alarm company. The move would make Milwaukee the largest U.S. city to switch to a total verified response policy. Under Milwaukee law, the council doesn’t have the power to reverse Hegerty’s decision and the most they can do is put public pressure on the police chief to reverse her decision. However, there is the possibility that if both proposals before the council pass and there is no reversal in the plan of the police, alarm companies in Milwaukee could see the triple hit of verified response, increased false alarm fees and the risk of losing their license if they aren’t capable of verifying the alarms in person.

The National Burglar and Fire Alarm Association (NBFAA) is asking its members to provide logistical and financial support to the WBFAA in its efforts to halt verified response in Milwaukee. Horgan says for anyone looking to help to call (414) 276-9232 or (877) 230-5110 or E-mail information@wbfaa.org.


Fire Marshal Update

Texas Department of Insurance - State Fire Marshal
Agency Telephone Number (512) 463-6169 or 1-800-578-4677
http://www.tdi.state.tx.us/fire/index.html

Who to Contact
Fire Alarm -- Claudia Hernandez, Licensing Technician
512-305-7935, claudia.hernandez@tdi.state.tx.us.
Manager -- Susan Light, Manager of Licensing Administration
512-305-7932, susan.light@tdi.state.tx.us.
Technical -- Mark Redlitz, P.E., Director of Licensing
512-305-7927, mark.redlitz@tdi.state.tx.us.

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CEUS Online

TBFAAA Endorsed Service Will Allow You To Take State Approved CEUS Online

The industry is being presented with a fresh approach to acquiring professional training and required Continuing Education Units over the Internet. Two security industry veterans have teamed up with an innovative and experienced IT professional to form Ceus Online, LLC.

Security veterans Henry L. Homrighaus, Jr. CHS-III and J. D. Benfer have performed almost every security industry function imaginable in their many years of involvement in and service to the security industry in Texas and across the nation. J.D. Benfer is Webmaster and John Alexander Robinson is course designer and technical guru. John was formerly the territory lead instructor for all of the Texas Gateway Computer Company instructors.

Texas alarm dealers have historically faced the unavailability of continuing education in many parts of our huge state, especially in the less populated areas. Most dealers found it very expensive to send their employees to Dallas, Houston or San Antonio and suffered from lost production time, travel expenses, meals, etc. They now have an economical way to meet the State of Texas' licensing and renewal requirements. For the first time, they can fit training into their schedule, not the other way around.

The initial offering on www.ceusonline.org is: "I am going to be a successful security systems salesperson". Collectively the opinion of the participants in Ceus Online was that the almost all of the training currently available was equipment specific and that due to the expense involved there was a void in the professional sales training area. It was felt that to be of service to the industry at large our initial offering had to have wide appeal and serve a real need. We need to emphasize that this course is not only about sales but covers a wide ranging of business, ethical, industry involvement, and practical areas. It is difficult to imagine anyone in our industry for whom this course would not be beneficial.

Ceus Online plans are to be a gateway to all kinds of professional and equipment specific training in the future and have already been contacted by a wide range of manufacturers who are expressing a desire in having their equipment and services training on our website to service their existing and future customers. They immediately get the cost effectiveness and customer convenience of training that can be accessed from anywhere and at anytime. We hope that the security professionals of Texas share our vision and utilize our site, as it will benefit the TBFAA by providing a share in the revenues generated through training on this site as well a direct discount to TBFAA members.

For more information visit http://www.ceusonline.org
False Alarms are Music to City Budget

The soaring number of Marion County homes and businesses with security systems is triggering more false alarms -- and money -- for financially strapped Indianapolis.

City officials originally expected to collect $300,000 in fines for false alarms in 2004 but now estimate the total could be at least twice as much. Only six months into the year, police have already issued more than $450,000 worth of citations, collecting $250,931 so far.

The reason: more alarm systems, stricter penalties and better tracking devices to pinpoint the false alarms. "We've definitely been more proficient in locating false alarms," said Capt. David Cupello, the Indianapolis Police Department's branch commander of citizen services. The revenue from alarm fines hardly makes a dent in the city's $525 million budget. But at a time when local governments are cutting budgets, extra money is welcome. The additional revenue will go to IPD's general fund.

The number of security systems in the county has more than doubled since 2000 to more than 81,175, according to IPD. That increase is mirrored by the rising number of false alarms. More than 23 percent of the calls to police and the Marion County Sheriff's Department last year were false, up from 9 percent in 2001.

Excerpted from an article in The Indianapolis Star by Seth Seymour, July 14, 2004

Burglar with the Munchies

SEATTLE (Reuters) - A hungry burglar more interested in food than glittering jewelry broke into nearly a dozen Seattle homes in the last week to gobble down vast quantities of food before being arrested, police said on Wednesday.

In one instance the ravenous burglar consumed six shrimp kebabs, a dozen mini corndogs, half a large package of lunch meat, a box of Creamsicles, a dozen clumps of frozen cookie dough, several handfuls of M&Ms, two fruit drinks and a glass of milk, according to Julie Sanchez, one of the burglary victims interviewed on local television.

The man, in his late 20s, was not identified by the police since he has not yet been charged with a crime. He was arrested after being caught rifling through a purse at a church in the northern part of Seattle, and his descriptions and belongings matched evidence from the burglaries.

"It's unusual to the extent that food appeared to his main motive," said Seattle police spokeswoman Christina Bartlett.

In some cases, the burglar grabbed readily available cash from the homes he invaded, but usually left other items, such as Sanchez's three-diamond ring and earrings, untouched on the kitchen table.

In another break-in, the burglar thawed frozen steaks, fried them, and ate them while watching television until being found by the returning homeowners and chased away, according to police.
Security Dealers, Batteries, & the Environment

On May 13, 1996 The Environmental Protection Agency Battery Act was signed into law. The law had two purposes: to phase out the use of mercury in batteries, and to provide for collection, recycling, and proper disposal of used nickel cadmium and sealed lead acid batteries. 350 million batteries sold annually and disposed of in our nation's landfills. Many of these batteries originate from the security industry. Batteries, nickel cadmium or sealed lead acid, contain heavy metals cause serious environmental and human health damage when disposed of in landfills or incinerated. In a landfill these batteries leach heavy metals into the soil, ground water, and surface water. When incinerated the heavy metals enter he air through smoke stack emissions and concentrates in the ash produced by combustion. When testing landfills for heavy metal contaminants it was found that nickel cadmium batteries account for 75% of cadmium and that sealed lead acid batteries accounted for 65% of the lead found in landfills.

When introduced into the environment through landfills or incineration, heavy metals make their way into the food chain. The presence of these heavy metals in the food chain produces a serious health risk. The health risks, whether ingested or inhaled, are headaches, abdominal pain, seizures, and comas. Additionally, cadmium is a know carcinogen.

There are serious fines and penalties associated with the failure to use licenced recyclers for collection, hazmat carriers for transportation, and proper disposal. Security distributors and dealers need to insure that who ever they are buying batteries from are fulfilling these functions and complying with the EPA requirements.

Information provided by Randy Hardin
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1720 Hayden, Carrollton, Texas 75006
888-826-4223
hardinr@ubcbattery.com

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*By law policyholder dividends cannot be guaranteed. Only the insurance company’s Board of Directors has the discretion to declare policyholder dividends.
Opinion by Bill Parsley, STAA

Well, here it is the middle of July and summer is upon us. The TBFAA Board of Directors held its last meeting in Austin following the morning session of the Texas Board of Private Security quarterly meeting. One of the speakers to address the TBPS Board was Prof. Francisco Torres, with Texas State Technical College Harlingen. Prof. Torres along with his department head, Dr. Hector Pena are seeking to put together college level courses for the security industry. They have several in place for the Security Guard folks, and will develop more for them in the future. Prof. Torres has asked for input on what the Security Alarm industry in Texas needs in the way of training.

I have been an advocate of a professional training for our Technicians for years. Some time back, I heard what California was thinking of doing, and then what they DID in the manner of Technician Training. Take a look at the Western Burglar Fire Alarm Association Apprenticeship Training and Education program to see what a person in California must do in order to HOOK UP A PIR DEVICE in California.

The Apprenticeship program adopted in California calls for 6000 hours of on the job training and classroom instruction to get a license to work in the security industry. The Apprentice is able to work during the week under a Journeyman but must be enrolled in a class two nights a week (three hours a night) for his classroom instruction.

I am saying all this to bring out a fact that I have heard year after year from Dealers. Virtually everyone says in some form or another, "I wish I could hire a good, qualified technician, I’d pay top dollar just to have someone I could trust to go and do the job right the first time." We all have heard this or even said it in our past lives at one time or another.

Now I will come back to Prof. Torres. Give him a call at 956.867.4726 or email him at agentprofessor@realpolice.net. He is ready to advance the image and the professionalism of the alarm technician in our great state of Texas. Prof Torres needs to know what you the alarm dealers think is important for technicians to know when they start work. What should they know after two years on the job? (Please don't include ancient history of pir’s and potters) He plans to develop college level classes that technicians could sign on the Internet to take. He has done this for the guard industry and now would like to work with the alarm industry.

Dr. Pena and Prof. Torres have brought the golden egg to the TBFAA and our Texas Dealers. How we handle it is up to each of us. Just remember, every industry in the country is pushing for more and more education of its people, stricter licensing rules and laws, and the state legislature is listening to them, and looking at all the other industries in Texas that have to be license and asking the question, "If here, why not there also?".

Just thinking on a hot July afternoon.
Bylaw Changes Proposed

Six Bylaw Changes are Proposed for Vote at the Annual Meeting

TBFAA BY LAWS- Proposed Change # 1

CURRENT

ARTICLE III
BOARD OF DIRECTORS
3.1 COMPOSITION, NUMBER.

5. Five (5) Local Association Directors, who shall be the President or their designated representative, one each from the following: North Texas Alarm Association, Capitol Area Burglar and Fire Alarm Association, South Texas Alarm Association, Houston Gulf Coast Alarm Association and West Texas Alarm Association.

SUBSTITUTE

ARTICLE III
BOARD OF DIRECTORS
3.1 COMPOSITION, NUMBER.

5. One (1) Local Association Director from each local association that has met the below listed requirements and has been recognized by the Board of Directors. The director shall be the President or their designated representative

a. The Local Association shall be in existence for a minimum of three concurrent years.
b. The Local Association shall have a minimum of ten members.
c. The Local Association shall have at a minimum, regular quarterly meetings.
d. The Local Association President or the designated representative must be a member of the TBFAA.
e. The Local Association shall lose its recognized status and that director shall be removed from the board of directors automatically when the Director is absent or misses three (3) consecutive Board of Directors meetings.

TBFAA BY LAWS- Proposed Change #2

CURRENT

ARTICLE III- Section 3.9.E
TREASURER

5. Report by mail, or facsimile or FAX, by the fifteenth (15th) of each even numbered month, unless a Board Meeting is scheduled for the pertaining month, as to the financial condition of the Corporation to the Board of Directors and at least annually by written documentation in the official Corporation Newsletter mailed to the general membership; and

SUBSTITUTE

ARTICLE III- Section 3.9.E
TREASURER

5. Report to the Board of Directors by mail, e-mail, facsimile or any other acceptable media as to the financial condition of the Corporation. This report shall be by the fifteenth (15th) of each even numbered month, unless a Board Meeting is scheduled for that month and at least annually by an acceptable form of media that is only accessible by corporation members and.

Continued on Page 18
Contracts for Free or Nominal Charge Systems

There continues to be interest in selling (or giving away) free alarm system installations to subscribers. How can these transactions properly be designed to provide maximum protection and account value to alarm companies? The transaction typically involves a residential subscriber. (commercial subscribers usually lease the alarm system and the lease would therefore provide for no installation charge and a monthly charge which would include continued lease of the equipment, monitoring and service). However, the residential transaction usually involves a sale of the system, equipment installed, and then a monitoring contract.

I have found that the preferred procedure is to have a separate contract for installation, monitoring and service. (that's three separate contracts). Though this does require more paperwork sometimes, not every transaction starts with the sale, and the separate contracts permits you to use the one that you need. If you are contracting for just monitoring, or just service, you don't have to try and modify an all in one contract.

The free alarm system contract provides for a standard alarm system at a standard price. What you want to include in the standard installation is a business decision, as is the price you want to specify for that standard installation. The contract then has a provision that waives (or discounts) the standard price. That waiver is however conditioned on the subscriber entering into and fully performing a standard monitoring contract.

The monitoring contract is designed to tie into the sales contract. The monitoring contract provides that if the monitoring contract is breached by the subscriber then the alarm company can recover not just the monitoring charges, but the waived installation charge as well.

The sales and monitoring contracts for the free systems look very much like the standard alarm and standard monitoring contracts except for the waiver provision and the reference in each contract (sales and monitoring) to the other.

If you are ordering the sales and monitoring contracts and want the ones designed for the free installation, please let us know when you place the order so that we can send the proper contracts. Contract orders that do not specifically request the free alarm system provision will be sent the standard sales and monitoring contracts, which make no provision for waiving any charges.

For an order form see Alarm Contracts. You need to send a separate email to advise that you want the free system provision.

Guard nips off with £1.6m

A security guard staged the biggest theft in Romania's history by driving off with £1.6 million after his colleague got out to buy a pack of cigarettes.

The 30-year-old man made off with the money he had collected from banks across the country to deliver to the headquarters in the capital Bucharest.

The abandoned vehicle was later found on the outskirts of Bucharest - and police have confirmed they have begun a massive manhunt for him.

CPI Security is facing a massive bill if the man is not caught because their insurance does not cover theft of the money, local media reported.

Unfortunately a request that the contract be free cannot be recognized.

Information Provided by Kenneth Kirschenbaum, Esq
Kirschenbaum & Kirschenbaum PC
200 Garden City Plaza, Garden City, NY 11530
516-747-6700 or email: Ken@KirschenbaumEsq.com
Visit his Web site at: www.KirschenbaumEsq.com

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A security guard staged the biggest theft in Romania's history by driving off with £1.6 million after his colleague got out to buy a pack of cigarettes.

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Information Provided by Kenneth Kirschenbaum, Esq
Kirschenbaum & Kirschenbaum PC
200 Garden City Plaza, Garden City, NY 11530
516-747-6700 or email: Ken@KirschenbaumEsq.com
Visit his Web site at: www.KirschenbaumEsq.com

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Diane McFarlin
Regional Sales Manager
diane.mcfarlin@us.bosch.com

Bosch Security Systems
130 Perinton Parkway
Fairport, NY 14450
Tel. (585) 223-4060
(800) 289-0068 Ext. 4532
Fax 585 223-9180
www.boschsecurity.us
TBFAA BY LAWS- Proposed Change #3

CURRENT

ARTICLE III - Section 3.9.E
TREASURER

6. Provide a formal written annual budget, approved by the Board of Directors, to the Secretary for publication in the Newsletter for the general membership within thirty (30) days after the scheduled President’s annual budget meeting; and

SUBSTITUTE

ARTICLE III - Section 3.9.E
TREASURER

6. Provide a formal written annual budget to the corporation members within thirty (30) days after the President’s annual budget meeting. The annual budget will be published in an acceptable form of media that is only accessible by corporation members and

TBFAA BY LAWS- Proposed Change #4

CURRENT

ARTICLE III - Section 8.4
MISCELLANEOUS PROVISIONS

B. Associate Membership

1. Annual Dues Sec. 8:4. Dues and Fees.
Unless otherwise provided in these Bylaws, the Board of Directors may determine from time to time the amount of the initiation fee, if any, and the annual dues or subscription fees payable to the Corporation by members and non-members of each class. Dues and fees shall be payable in advance on the first day of January of each year. Dues and fees of new members shall be pro-rated from the first day of the quarter in which said applicant shall make application for membership for the remainder of the calendar year of the Corporation, but not less than one-half (1/2) of the annual dues or subscription fees. When any member shall be in default in the payment of dues or fees, by failing to pay any dues or fees within sixty (60) days of the due date, their membership or subscription may thereupon be terminated by the Board of Directors in the manner provided by these Bylaws.

The dues and fees of the Corporation shall be as follows: (Dues do not include NBFAA charges)

A. Regular Membership

1. Annual Dues 1-5 Employees $150.00
2. Annual Dues 6-25 Employees $300.00
3. Annual Dues 26-up employees $450.00
4. Plus $50.00 per Branch Office $300.00

C. Individual Membership

1. Annual Dues $75.00

D. Honorary Membership No Charge

E. Subscriber

1. Corporation Newsletter Fee $100.00

Continued on Page 19
TBFAA BY LAWS- Proposed Change #4

SUBSTITUTE

1. Annual Dues Sec. 8:4. Dues and Fees.

Unless otherwise provided in these Bylaws, the Board of Directors may determine from time to time the amount of the initiation fee, if any, and the annual dues payable to the Corporation by members and non-members of each class. Dues and fees shall be payable in advance on the first day of January of each year.

TBFAA BY LAWS- Proposed Change #5

CURRENT

Sec. 8:5. Suspension and Expulsion of Members

A. Any member who shall fail to pay any dues or indebtedness to the Corporation within sixty (60) days after a statement of such obligation has been mailed shall be expelled.

B. In similar manner, the Board of Directors may expel any member it decides has made a false report to the Corporation, to have violated any agreement entered into with the Corporation, failure to continue to fulfill the standards and requirements for membership, or has been convicted of a felony.

SUBSTITUTE

A. Any member who shall fail to pay any dues to the Corporation within ninety (90) days after the date due of such obligation shall be expelled.

B. In similar manner, the Board of Directors may expel any member it decides has made a false report to the Corporation, to have violated any agreement entered into with the Corporation, failure to continue to fulfill the standards and requirements for membership, or has been convicted of a felony.

TBFAA BY LAWS- Proposed Change #6

CURRENT

Sec. 8:9. Membership Discounts

The Board of Directors may set the fees for any event of this Corporation. Regular, Associate, and Subscriber Members are eligible for discounts as members as set forth in these By Laws. Individuals and Honorary Memberships are not eligible for discounts, and are subject to pay nonmember rates.

SUBSTITUTE

Sec. 8:9. Membership Discounts

The Board of Directors may set the fees for any event of this Corporation. Regular and Associate Members are eligible for discounts as members as set forth in these By Laws. Individuals and Honorary Memberships are not eligible for discounts, and are subject to pay nonmember rates.
# Membership Application

## Texas Burglar and Fire Alarm Association (TBFAA)

Please print or type:

## Company Information

<table>
<thead>
<tr>
<th>Company Name:</th>
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<tr>
<td>Physical Address:</td>
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<tr>
<td>City:</td>
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<td>Web Site:</td>
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<td>Date of application:</td>
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<td>In Business Since (date):</td>
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<tr>
<td>Burglar Alarm License #:</td>
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<tr>
<td>Fire Alarm License #:</td>
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<tr>
<td>Has applicant previously been a member of TBFAA?</td>
<td>Yes</td>
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<td>Number of Employees:</td>
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<td>Sponsor Name</td>
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## Products and Services Offered

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<th>CCTV</th>
<th>PM Approved</th>
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<tr>
<td>Monitored Burglar Alarms</td>
<td>Home Automation</td>
<td>IQ Certified</td>
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<tr>
<td>Monitored Fire Alarms</td>
<td>Proprietary Alarms</td>
<td>UL Listed</td>
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<tr>
<td>Local Burglar Alarms</td>
<td>Telephone Systems</td>
<td>Own a Central Station</td>
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<tr>
<td>Local Fire Alarms</td>
<td>Security Guards</td>
<td>Provide Contract Monitoring</td>
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<td>Central Vacuum</td>
<td>Alarm Response</td>
<td>Structured Wiring</td>
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<td>Other Products or Services</td>
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## Official Primary Voting Representatives

<table>
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<tr>
<th>Name</th>
<th>Title</th>
<th>Direct Phone or Extension</th>
</tr>
</thead>
<tbody>
<tr>
<td>Email</td>
<td>Signature*</td>
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</tbody>
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## Official Alternate Voting Representatives

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Email</td>
<td>Signature*</td>
<td></td>
</tr>
</tbody>
</table>

*By signing you certify that all information contained in this application is true and accurate and acknowledge that false information can result in the denial of acceptance of this application and agree to abide by and subscribe to the bylaws, code of ethics and chastity statement of the TBFAA as well as support and partake in all the activities of the Association(s) to the best of your abilities.

*Fax and email authorization: I hereby authorize TBFAA to send me pertinent documents via fax at the above listed number, and/or e-mail at the above listed address. I recognize that such documents include but are not limited to billing statements, registration forms, TBFAA member communications, and official letters. I understand that granting this permission is a necessary component of my membership.

## Dues Owed

Calculate based on reverse side of this form

## Payment Method (Circle one)

- Check
- Money Order
- MasterCard
- Visa
- Discover
- American Express

## Credit Card Holder Information (If Paying with a Credit Card)

<table>
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<th>Card Number</th>
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<th>Credit Card Verification Number*</th>
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<td>Card Holder Name</td>
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<tr>
<td>Card Holder Address</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Card holder City, State and Zip</td>
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</tbody>
</table>

*Credit Card Verification Number is a 3-digit number on the back of all Visa, MasterCard and Discover cards, and a 4-digit number on the front of American Express cards.

Please forward application with check or money order (made out to TBFAA) to:

- TBFAA
- P.O. Box 59982
- Dallas, TX 75229

Phone: 877/908-2322
Fax: 877/908-2522

Rev 12-01-03
TBFAA Membership Type (check only one)

- **Regular Membership**: Requires that members are licensed by the Texas Commission on Private Security and/or the State Board of the Fire Marshall, and pay annual dues that are detailed herein. Full member benefits.

<table>
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<th>Primary Branch</th>
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<th>Texas Dues</th>
<th>Primary Branch Dues</th>
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<td>26 and up</td>
<td>$450.00</td>
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<table>
<thead>
<tr>
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<th>Number of Branches</th>
<th>Fee Per Branch</th>
<th>Additional Branch Dues</th>
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</thead>
<tbody>
<tr>
<td>Your Total Dues</td>
<td></td>
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</tr>
</tbody>
</table>

- **Associate Membership**: Requires that members are manufacturers, suppliers, or distributors of products relating to security systems, and pay annual dues that are detailed herein. Full member benefits.

| Dues | $300.00 |

- **Individual Membership**: Requires that members are individuals active in the industry in which their respective firm (licensed by the Commission on Private Security and/or the State Board of Insurance Office of the Fire Marshall) is not a member and pay annual dues detailed herein. Note: Individual members are not entitled to vote and are not entitled to TBFAA membership discounts.

| Dues | $75.00 |

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**2003 Exhibitors Support TBFAA**

<table>
<thead>
<tr>
<th>Ademco Group</th>
<th>Dynapost</th>
<th>Odyssey Tech</th>
</tr>
</thead>
<tbody>
<tr>
<td>Doug Marshall- 800.467.5875</td>
<td>Roger Ltn- 214.418.6293</td>
<td>Charlie Neuenschwander- 301.291.6000</td>
</tr>
<tr>
<td>Adi</td>
<td>EASI- Enterprise Alliance Systems</td>
<td>Richardson Electronics</td>
</tr>
<tr>
<td>Phillip Wood- 713.861.9418</td>
<td>Scott Moore- 713.706.4050</td>
<td>Helen Jones- 713.868.3773</td>
</tr>
<tr>
<td>Emanuel Euca- 631.696.1100</td>
<td>Jennifer Riachac- 713.521.9251</td>
<td>Barry Brannon- 877.859.4826</td>
</tr>
<tr>
<td>Diane McFarlin- 800.757.8877</td>
<td>Jason Grille- 972.386.3991</td>
<td>Lannie Green- 210.247.0033</td>
</tr>
<tr>
<td>Mike McGrath- 561.998.1830</td>
<td>Kimberly Bonzelaar- 817.589-1282</td>
<td>Barry Brannon- 877.859.4826</td>
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<tr>
<td>Doug Valenski- 972.980.1132</td>
<td>Gary Robertson- 817.265.0040</td>
<td>Lannie Green- 210.247.0033</td>
</tr>
<tr>
<td>John Wood- 512.422.5472</td>
<td>Joe Guernica- 800.645.9445</td>
<td>Barry Brannon- 877.859.4826</td>
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<tr>
<td>Digital Security Controls</td>
<td>NBFAA</td>
<td>SGI- Texas Systems Supply, Inc.</td>
</tr>
<tr>
<td>JD Benfer- 210.491.3400</td>
<td>Chris Russell- 214.904.9600</td>
<td>Barry Brannon- 877.859.4826</td>
</tr>
</tbody>
</table>

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Note - Exhibitors in bold returned from last year
Members Support Members

In each issue you see companies who support our association and industry through advertising. Most of these companies also support our industry events, our legislative efforts, our meetings, the newsletter, and much more.

It is important that you support the companies who support our association.

5894PI Wireless PIR
Honeywell's feature-rich 5894PI PIR, with its longer 10 year battery life and increased pet immunity for animals up to 80 lbs., makes wireless more flexible for every installation while reducing service costs. It is compatible with all 5800 Series wireless devices, and shares the same sleek, sophisticated packaging across Honeywell’s DUAL TEC® and PIR family lines. The 5894PI achieves optimal performance through the use of Uniform Sensitivity Optics, which provides a consistent level of detection throughout the entire coverage area—no matter what the distance. Additional features include a 35' x 45' (10.6m x 13.7m) coverage pattern, temperature compensation, three sensitivity settings to match the acoustics of any room, and an EZ opening cover (no tools required) for quick battery changes.

Dispatch Center, Ltd. is proud to announce that Rodney Hooker has joined the Dispatch Center management team. Rodney brings his many years of experience to the already well-seasoned team of professionals "monitoring your future" at Dispatch Center. We welcome back Rodney's leadership and professionalism in the industry. Rodney can be reached at (866) 491-3400.

Bosch Introduces Building Integration System For Economical, Integrated Building Management
Fairport, New York – August 2004 – Bosch Security Systems introduces the Building Integration System, the industry's most economical and scalable integrated building and enterprise management system available. Based on OPC connectivity an innovative, “open systems” design blending security system technology with information technology Bosch's Building Integration System provides a single, unified point of control as well as outstanding efficiency, economy and security for one site or many sites managed as one. Bosch's Building Integration System includes powerful features in an affordable, integrated management system for a wide range of businesses including retail chains, banks, warehouses, university campuses, multi-facility medical complexes, office buildings and correctional facilities, among others. The system also features interoperability options for the absolute widest available range of security and CCTV, building management and process control systems. The system uses OPC standard connectivity for Bosch G Series control panels, Bosch D6600 Receiver, Bosch D6600 NetCom System, Bosch CCTV, Bosch Readykey K2200 door controllers, and others as well as host level interoperability with many other systems like BacNet™, LonWorks™, ModBus™, ProfiBus™, X-10™, etc. Events, commands, or control objects from any of these systems that are available through their respective OPC interfaces can be displayed, logically linked, timed or otherwise controlled as required.

• Full support of AutoCAD™ graphic drawing display formats, including optional layered 3D and 2D site/floor plans, pan/zoom navigation and installed device control
• Network-ready and scalable to fit businesses of all sizes, from a single site up to true enterprise-class operations; the Building Integration System runs on MS Windows™ workstations and servers
• User interface screens (HTML web pages) are fully customizable by dealers/integrators, can be accessed, even remotely via wireless network, using MS Internet Explorer browser, and provide an after-sale revenue opportunity

"Bosch's Building Integration System integrates physical and electronic security, access control, CCTV, fire systems, imaging, photo badging and building management systems seamlessly," stated Bill Lozon, Vice President, Sales - Systems & Applications Support “This Building Integration System is the security dealer or integrator’s greatest wish: an easy-to-install, economical total package that ties isolated components and devices together. Now they have an outstanding, flexible system that lets them deliver exactly what each customer needs.” For more information on the Bosch Building Integration System, call (800) 289-0096. or visit www.boschsecurity.us.
The NBFAA Board will consider a budget and a proposed dues increase on a conference call in September.

The NBFAA Budget, Investment and Executive Committees have presented a balanced budget that does not require an increase, but recommend that several projects must be undertaken if the association is to survive. They recommend a dues increase to pay for the projects that include:

* Filling the vacant staff Government Relations Director position
* Filling the vacant staff Communications Director position
* Rebranding the association with a name change, new logo, new stationary, publications, web site, etc.,
* Development and production of a new brochure to attract members
* A redesigned web site
* Use of an outside consultant to develop a strategic plan
* Use of technical writers to revise NTS courses

Proposed New NBFAA Dues

<table>
<thead>
<tr>
<th># of employees</th>
<th>Current Dues</th>
<th>Proposed Increase</th>
<th>Proposed New Dues</th>
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<tr>
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<tr>
<td>151+</td>
<td>$2525</td>
<td>$760</td>
<td>$3285</td>
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</tbody>
</table>

NBFAA estimates that the dues increase will net 270,765 after accounting for attrition which may reduce the number of members by 624 from a total of 2223 to 1599. For more information visit the members only section of the NBFAA web site at www.alarm.org.

Fall Conference Schedule Announced

NBFAA has released the tentative schedule for the association’s upcoming 2004 Fall Conference, and the series of events will be quite different from that of years past. The 2004 NBFAA Fall Conference meetings will take place November 3-6 - during and following the ISC East Expo & Conference. This revised schedule is due to the national presidential election on November 2, which has caused the ISC East Expo to be moved to Wednesday, November 3, and Thursday, November 4. Because of the ISC East schedule revision, NBFAA’s committee meetings will be held during the ISC East Expo on Wednesday and Thursday, November 3 and 4. On Friday, November 5, the Chartered States meeting will take place from 9 AM to noon, and the first half of the NBFAA Board of Directors meeting - which will be held over the course of two days - will run from 2 PM to 6 PM. The board meeting will continue on Saturday, November 6, from 9 AM to Noon.

The conference schedule, along with hotel reservation information, is available at the NBFAA website at www.alarm.org/ISC-East/index.html. For more information on the ISC East Expo & Conference, visit www.isceast.com. Questions concerning the 2004 NBFAA Fall Conference Schedule may be directed to the NBFAA Membership and Meetings Manager at (301) 585-1855.
If you're Not on this list you are missing out on the Benefits of TBFAA Membership

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Vallance Security Systems
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ADI
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Bold Technologies
Bosch Security Systems
CEUS Online
Construction Information Network
Digital Security Controls
El Dorado Insurance Agency
Financial Security Services, Inc
HyperGraphic Impressions
Intersec Security & Cable

Continued on page 25
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All Safe & Sound
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HomeTeam Security
Honeywell / Ademco
Hypergraphic Impressions
Intruder Detection Systems

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American Security
Diamond Security Systems
Digital Security Controls, Ltd.
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ADT - Tyco
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El Dorado Insurance Agency
En-Touch Alarms
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Continued on Page 27
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The Houston Gulf Coast Alarm Association holds membership meetings at Crapitos Restaurant, 2400 Mid Lane on the 2nd Friday of each month from 11:30 am to 1pm. Please use this schedule to make plans and attend as many as you can. Meetings are $15.00 per person. We welcome any new attendee with a free lunch.

Capital Area Burglar and Fire Alarm Association

Capital Area Burglar and Fire Alarm Association
P.O. Box 14791
Austin, Texas 78761

West Texas Alarm Association

Regional - Regular & Associate Members

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Capital Area Burglar and Fire Alarm Assn.

AAA Fire and Safety
ADI
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CSC
Granite Security
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IR Security
J M Electronics
Master Burglar Alarm
Saber Security
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Strike Pro Tech
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TSS
SIAC Honors Bill Moody for Commitment to Public Safety; Kathleen Schraufnagel Receives Inaugural William N. Moody Award

Frisco, TX (August 18, 2004) - The Security Industry Alarm Coalition (SIAC) has honored Bill Moody with the SIAC Excellence Award in recognition of decades of service to the industry and the promotion of enhanced public safety throughout North America. SIAC also announced the establishment of the SIAC William N. Moody Excellence Award to recognize those who continue to work to maximize the benefit that alarm systems provide to communities. The inaugural SIAC William N. Moody Award was presented to Kathleen Schraufnagel of Brinks Home Security at the monthly luncheon meeting of the North Texas Alarm Association meeting in Dallas, Texas on August 18, 2004.

"Bill Moody demands no more than he gives himself and his dedication to carrying the alarm management message to law enforcement receives little recognition," said SIAC Executive Director Stan Martin. "Bill has set a high standard for professional conduct in the industry." Moody has been at the forefront of the industry efforts to promote effective use of alarm systems and developing strong public/private partnerships with law enforcement on the national and local level through his work with SIAC and other industry initiatives.

"Bill is a tireless innovator and continues to encourage all those involved in public safety policy making to work together for the benefit of the community," said Martin. "He brings a strong and clear message to law enforcement, municipal staff and elected officials and members of the alarm industry that the work we do is important." "I am honored by this recognition of the work I have been involved in for so many years," said Bill Moody, who began his career in the security industry in 1970. "I am grateful to ADT for their commitment and support that allowed me to spend the time necessary to work on the national and local level." In addition to working directly with public agencies, Moody has mentored many industry leaders on the local and national level and encouraged all companies in the industry to become involved in their local community. In further recognition of the contributions of Bill Moody, SIAC established the William N. Moody Excellence Award to recognize outstanding contributions and leadership of other individuals.

The inaugural award was presented to Kathleen Schraufnagel, recognized as one of the strongest leaders on alarm response issues in the United States. "Kathleen Schraufnagel demonstrates the same characteristics we associate with Bill," said Martin. "Kathleen is dedicated to the industry, self-motivated, diligent in work, and always available to pitch in at any time no matter what the workload." Schraufnagel has been engaged in alarm management issues for over 13 years, serving as chair of the NBFAA Alarm Response Management Committee and participating in leadership positions with SIAC, CARE, FARA, North Texas Alarm Association, Texas Burglar & Fire Alarm Association and several policy think tank committees. "Since the beginning, Bill has been a notable leader on issues that impact our industry as well as public safety in communities throughout the U.S., and he has always been generous in his time in helping me and hundreds of others become better at what we do for our companies and the industry," said Schraufnagel. "SIAC's recognition of him is very appropriate, and I am certainly honored that they have chosen me to receive the first William N. Moody Excellence Award." Schraufnagel hopes the award will motivate and inspire the hundreds of other industry professionals who are working diligently in their communities.

SIAC will present the award annually and the selection will be made by their Board of Directors. Persons from law enforcement, municipal staff and elected officials, industry representatives and others working to enhance public safety and maximizing the benefits of alarm systems are eligible for the award.

For further information contact Stan Martin at stan@siacinc.org or visit the SIAC web site at www.SIACinc.org.
STAA News

President’s Corner - What you missed if you weren’t at the last meeting.

July 13, 2004 saw another overflow crowd at the STAA regular meeting. Members present were presented with one challenge to save money and a second challenge to stay in the loop of the ever-expanding Internet world.

First to speak was Alex Fender with Alarm Debt Liquidation Group in Dallas. Alex and a business associate came and spoke of how his company can assist dealers with timely collections of what may appear ‘dead’ accounts. The address was well received and several dealers spoke with Alex following the meeting. If you are seeing a potential problem with “bad” accounts, give Alex a call or drop him an email at alex@adlg.us. He and his company are here to assist the alarm industry to stay solvent. You can also find ADLG on the net at http://adlg.us/.

Our second speaker was Matt Swindler from Time Warner Cable. Matt gave an overview of the new residential telephony over I.P. program that Time Warner is rolling out this month. He was interested in getting with the alarm industry and making sure everyone is on the same page as to how his devices will interface with the residential consumer and their alarm systems. J.D. Benfer and Gary Dawkins invited Matt to send some of his lead technicians to the TBFAA Level One course, to gain insight into how the alarm industry is training our technicians to work in the field. I am sure that everyone will be hearing in the near future from customers that are concerned with how their new phone system will interface with their alarm system. It was good to be on the ground floor of a new dimension in the security market of South Texas.

Mr. J.D. Benfer did it again!! J.D. was in attendance at the Houston Gulf Coast Alarm Association monthly meeting on July 9 when they initiated their TBFAA PAC Raffle. J.D. won the first drawing of the HGCAA raffle. Now a scant four days later, he attends the STAA monthly meeting where we initiated our TBFAA PAC Raffle, and he won it again!!!! We know this was a legitimate win in San Antonio, as Bob Vallance and Roger Byrd looked over the ticket bowl and mixed the stubs throughout our meeting. The winning ticket was drawn out of the fishbowl by one of the guest speakers. J.D. did donate his winnings back to the TBFAA PAC Fund, as he had done in Houston, and as a result almost $200.00 will be forwarded to our TBFAA PAC Fund in his name. J.D. attributed the back to back wins as ‘clean living’, and was flooded with requests for him to go buy Texas lottery tickets for other attendees.

The STAA has two new members, Southwest Dispatch and Alarm Debt Liquidation Group. Both were in attendance and we welcomed these to our membership.

The next meeting of the STAA will be on August 10th at which time we will form a nominating committee to bring a slate of officers back to us at our September 14th meeting. Be prepared to serve if asked, as we need to keep this association growing here in South Texas.

General membership meetings are held on the second Tuesday of each month from 11:30 a.m. to 12:30 p.m., at Martha’s Mexican Restaurant, 16668 San Pedro (Thousand Oaks and 281 North); 210.499.5523.
To all,

What a great time! The NTAA Summer Golf Classic was a rousing success. We had fabulous weather. It actually did not rain that day in June. We had approximately 68 golfers in attendance, excellent food, great prizes and lots of fun. And there are many people to thank for their donations of time and prizes to help make this a success. If I forgot someone please forgive me.

* Lone Star Cabling Supply, provided a great BBQ Lunch and prizes a well.
* Hypergraphic Impressions, provided hole sponsor signs for our many sponsors.
* Riverchase Golf Club, for providing an excellent course and prizes as well.
* Universal Power Group, for providing us with our Grand Prize as well as other excellent prizes.

The following supporters with their gifts of prizes for our drawing:

* ADI, Inc.
* Hartford Insurance Co.
* LRG Group
* PAR Products
* Security General International
* System Sensor
* United Central Control

Continued on page 31
# TBFAA Calendar

## September
- **02** Fire Prep Class- ADI- Houston
- **06** Labor Day- Holiday
- **08-12** CEDIA Conference- Indianapolis
- **10** HGCAA Membership Meeting- Crappitos Rest., Houston
- **10-12** CEDIA Expo- Indianapolis
- **14** STAA Membership Mtg- Martha's Mexican Rest. San Antonio
- **15** NTAA Membership Mtg- Old San Francisco Steak & Seafood
- **23-24** Level 1- ADI- Farmers Branch - Dallas
- **23-24** Level 1- Amarillo
- **27-29** ASIS Exhibits- Dallas
- **27-30** ASIS Seminars- Dallas

## October
- **08** HGCAA Membership Meeting- Crappitos Restaurant, Houston
- **11** Columbus Day- Holiday
- **12** STAA Membership Mtg- Martha's Mexican Rest. San Antonio
- **14-16** TX Annual Conference- Waco
- **16** TXBFAA Board Meeting- Waco
- **20** NTAA Membership Mtg- Old San Francisco Steak & Seafood
- **21** NTAA CEU Training- ADI- Farmers Branch
- **25** Fire Prep Class- SGI - San Antonio
- **28-29** Level 1- ADI- Houston
- **31** Halloween- Holiday

## November
- **03-04** ISC East Expo- New York
- **05** Fire Prep Class- ADI- Farmers Branch - Dallas
- **09** STAA Membership Mtg- Martha's Mexican Rest. San Antonio
- **11** Veterans Day- Holiday
- **11-12** Level 1- ADI- Austin
- **12** HGCAA Membership Meeting- Crappitos Restaurant, Houston
- **17** NTAA Membership Mtg- Old San Francisco Steak & Seafood
- **18** CABFAA Membership Meeting- ADI- Austin
- **25** Thanksgiving- Holiday

## December
- **?** TXBFAA Board Meeting- TBA
- **09-10** Level 1- SGI-El Paso
- **10** HGCAA Membership Meeting- Crappitos Restaurant, Houston
- **14** STAA Membership Mtg- Martha's Mexican Rest. San Antonio
- **15** NTAA Membership Mtg- Old San Francisco Steak & Seafood
- **16** NTAA CEU Training- ADI- Farmers Branch
- **17** Fire Prep Class- ADI- Houston
- **24** Christmas Eve- Holiday
- **25** Christmas- Holiday
- **31** New Years Eve- Holiday

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## North Texas Alarm Association - Continued

If you get an opportunity please help me by thanking the companies listed for their support to our association. I look forward to our next tournament in making it an even greater success.

At our June meeting we departed from our normal discussions of how to make our industry a better one. Instead we were fortunate enough to have Chris Schneider, a local sports reporter come speak to us about his experiences in sports reporting as well as some interesting anecdotes from his career. Thanks Chris for coming and we hope to have you again in the future.

I look forward to seeing everyone at our monthly meetings on the third Wednesday of every month we want to see you there. Make a difference today!! Join your Associations!

Nathan Bryant  
President NTAA

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Continued from page 30
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