Do Not Miss the TBFAA Convention
October 27-29 in Galveston

Plan now to enjoy the comfort of the historic Tremont House, visit with your fellow members, check out the latest at the trade show, vote on officers and bylaw changes and attend a variety of training classes.

Continued Pages 12 & 13

Vote on TBFAA Election And Bylaw Changes

TBFAA members will have a chance to vote on two proposed bylaws changes and to select among a variety of candidates at the annual membership meeting on Saturday October 29.

Continued Pages 5, 6, 7, 9 & 10

Plan now to enjoy the comfort of the historic Tremont House, visit with your fellow members, check out the latest at the trade show, vote on officers and bylaw changes and attend a variety of training classes.

Continued Pages 12 & 13

Visit Page 12 For Info on TBFAA Convention
Galveston - October 2005

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Check Out
www.TBFAA.org
Visit the members only section for
* Discounts
* Sample Letter to Customers on Voice over IP

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"A successful person is one who can lay a firm foundation with the bricks that others throw at him."  -David Brinkley

Some may view the new state law with as much welcome as a brick, but I believe we need to use it as an opportunity to enhance our ties with our customers and grow. I hope that you have had a chance to see our presentation on the new state law at your local association meeting, but if you missed it you have another chance at our annual meeting (see page 13 for details).

As an industry we have a responsibility to make the implementation of these new requirements as smooth as possible. By reducing the burden on public safety we can make it less likely that unreasonable changes to police response are proposed or enacted.

As we approach the annual convention I would be remiss if I did not thank everyone on the board and our committees for all their help in making the TBFAA the success that it is. J D Benfer, Nathan Bryant, Rex E. Adams, Mark Matlock, Brian McKinney, JP Shull, Ruben Fechner, Walter Tutor, Debi Ulmer, Chris Russell, Malcolm Reed, Gary Dawkins, Kathleen Schraufnagel, Rodney Hooker, Dennis Bryant and Dave Simon have all served us well as board or committee members. I would like to welcome Roy Soto as our new Region I Director and thank Pam Elliott for her past service in that capacity.

A few leaders are taking well deserved breaks and deserve special acknowledgment. When Jan Wisdom moved out of the industry and out of her role as Secretary, Roger Byrd stepped up to fill the vacancy and has done an exceptional job. Those of you who have been around a while know Roger has already paid his dues with service as TBFAA President and a longtime leader in the STAA. Bill Parsley has served as STAA president for 5 years and is turning over the reigns this year because in his words “its time to give someone else a chance”. Bill not only has one of the best attendance records on the board but he also has been consistent with support and constructive ideas. Last and certainly not least is Henry Homrighaus who has served as associate director for several years and has consistently helped our legislative effort, helped to organize our conventions and always been ready with a great idea. Knowing each of these leaders as I do, I not only hope, but expect, that we will see them all again in some capacity.

I also need to make sure that I acknowledge the effort of our instructors who keep our valuable training program going strong. Brian McKinney, Whitney Crahen, Gary Dawkins, Joe Francis, Malcolm Reed, Roy Horn and Brant Pierce consistently give us extra effort to make sure our students get maximum value.

I have witnessed all of these leaders grow and learn and get a lot done. They are all great examples of what Mahatma Gandhi said “The best way to find yourself is to lose yourself in the service of others.”

You could be our next example—Please join us.

See you in Galveston!

Chip Bird
TBFAA President

---

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The Texas Burglar and Fire Alarm Association, Inc. (TBFAA) is a nonprofit 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

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.

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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Local Associations

HGCAA Board Member

Debi Ulmer
Dispatch Center, Ltd

NTAA Board Member

Chris Russell
Amazon Alarm Systems, Inc

STAA Board Member

Bill Parsley
Dispatch Center, Ltd.

Conflicts Emeritus

Malcolm Reed
Knight Security Systems, Inc.

Gary Dawkins
Response Center USA

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TBFAA Executive Director
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Ron Kessler
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Committee Chairs

Alarm Management
Kathleen Schraunegel
Brink’s Home Security, Inc.

Bylaws
Roger Byrd
Security One, Inc.

Convention
Debi Ulmer
Dispatch Center, Ltd

Fire Prep
Whitney Crahen
City of San Antonio

Grievance
J D Benfer
Response Center USA

Legislative
Malcolm Reed
Knight Security Systems, Inc.

Member Services
Mark Matlock
United Central Control, Inc.

STAA, HGCAA & NTAA Contribute

In July the South Texas Alarm Association (STAA) made a donation of $2500 to the Legislative Support Fund. In May the Houston Gulf Coast Alarm Assn, (HGCAA) donated $5,000 to the TBFAA legislative fund. At the North Texas Alarm Assn. (NTAA) May Board meeting, a motion to donarote $5,000 to the TBFAA general fund was passed unanimously.

“These are extremely generous donations and I am very grateful and appreciative to STAA, HGCAA and NTAA for this.” Chip Bird, TBFAA President.

Committee Chairs

Alarm Management
Kathleen Schraunegel
Brink’s Home Security, Inc.

Bylaws
Roger Byrd
Security One, Inc.

Convention
Debi Ulmer
Dispatch Center, Ltd

Fire Prep
Whitney Crahen
City of San Antonio

Grievance
J D Benfer
Response Center USA

Legislative
Malcolm Reed
Knight Security Systems, Inc.

Member Services
Mark Matlock
United Central Control, Inc.

2005 Training Schedule

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

Level 1 Class Schedule

| Jan 27-28 | Houston | Jul 28-29 | Houston |
| Feb 24-25 | Dallas | Aug 25-26 | Austin |
| Mar 16-17 | San Antonio | Sep 29-30 | Dallas |
| Apr 28-29 | El Paso | Oct 6-7 | Houston |
| May 26-27 | Corpus Christi | Nov 10-11 | El Paso |
| Jun 23-24 | Dallas | Dec 08-09 | San Antonio |

Fire Prep Class Schedule

| Jan 14 | Dallas | Jul 18 | San Antonio |
| Feb 28 | San Antonio | Aug 19 | Dallas |
| Mar 18 | Houston | Sep 12 | San Antonio |
| Apr 22 | Dallas | Oct 25 | Houston |
| May 09 | San Antonio | Nov 18 | Dallas |
| Jun 17 | Houston | Dec 16 | Houston |
TBFAA Annual Membership Meeting

Plan now to attend the TBFAA annual membership meeting and lunch on Saturday October 29 from Noon-2pm in Galveston (see Page 12 for a full schedule).

The meeting is your chance to vote on important bylaw changes and on officers who will serve you for the coming year. The candidates listed in this newsletter have submitted themselves to you for election. Additional qualified members can be nominated from the floor at the annual meeting. Visit www.tbfaa.org or contact TBFAA for a copy of the bylaws to see the qualifications and responsibilities for each office.

At each regular or annual general membership meeting, each Regular and Associate Member in good standing will be allowed to carry a maximum of one (1) vote by proxy of another Regular or Associate Member in good standing. Each proxy must be declared to the Secretary at the beginning of the meeting in which the proxy is intended to be used. The Secretary of the Corporation must on the prescribed form and style maintain each proxy. Each proxy shall be dated and shall apply only to the specific regular, special, or annual general membership meeting.

Visit www.tbfaa.org or contact TBFAA for a copy of the proxy form

TBFAA Board Seeks Membership Input

At the first meeting of the newly elected board, immediately following the membership meeting on Saturday October 29th, the Board will begin its plans for the 2006 membership year.

In 2004 the TBFAA Board made the decision to help form and join a new national alliance- the National Electronic Security Alliance (NESA). NESA has multiple benefits to TBFAA and its members including;

* Networking and information sharing. Each state association has to face and tackle the same challenges that TBFAA faces. No one is a better source of help than our peers in other state associations. *
* Leadership training will be provided at NESA meetings to help your state leaders run the association better.
* The ability to monitor and influence federal legislation and regulation. We need collaboration and coordinated efforts with other state associations to represent our industry at a national level.
* NESA will help TBFAA keep you updated with the latest codes and standards and will allow industry leaders to mobilize to influence the codes and standards process.
* Individual state members can gain credibility and exposure as a member of a National Association.

TBFAA’s participation in NESA costs $50 per regular and associate member per year. The TBFAA board decided that the association could absorb the cost for the first year without increasing dues to cover the increased cost. We will face that decision again at the October meeting.

Please contact the TBFAA office at 877-908-2322 or exdirector@tbfaa.org if you have any questions or suggestions for the coming year.
TBFAA Nominees

President
Chip Bird
Southwest Dispatch Center
Dallas
Qualifications: Served last five years on the TBFAA Board; the last two years as President. Served seven years and currently on the NTAA Board. 26 years alarm industry experience.

Goals: Continue to increase membership and speak together as one voice. Take the TBFAA to areas not represented by a local association and to improve communications with our members. Continue to better our relationships with Legislators and continue to have a strong presence in Austin during legislative sessions and impact bills that affect our industry. Continue to enhance the relationships with the local associations as well as with other state associations. Continue to enhance and offer better training. Continue to improve relationships with police and fire departments and to reduce false alarms.

Secretary
Debi Ulmer
Dispatch Center
Houston
Qualifications: Treasurer of the Houston Gulf Coast Alarm Assoc. for 7 years 1997 to current, Secretary of the Houston Gulf Coast Alarm Assoc. for 2 years - 1997 to 1998, Region 3 Director of the Texas Burglar and Fire Alarm Assoc. - 2004, Convention Director of the Texas Burglar and Fire Alarm Assoc. - 2005

Goals: It is my goal to build on the momentum started in 2005 and continue to raise awareness of the TBFAA through the post card campaign and through the existing marketing campaign. I want to see membership exceed 200 members for the first time in the Association’s history. I also want to work more closely with the new Associate Director to boost associate membership as well as regular membership. It is my goal for every burglar and fire alarm dealer in Texas to know who we are and what we do. I want to utilize every available resource to increase membership in the next term. It’s also my goal for all current members to realize the value of their membership and to work toward retaining existing members as well as recruiting new ones.

Treasurer
Nathan Bryant
Sentinel The Alarm Company
Dallas
Qualifications: VP-Finance and Administration-Sentinel the alarm company Treasurer, Vice President, President, Director-North Texas Alarm Association Membership Director, Director, Treasurer-Texas Burglar and Fire Alarm Association

Goals: I intend as Treasurer to exercise fiscal responsibility and pursue further revenue growth through increased training opportunities and membership based revenue sources. I also expect to show an increase in total revenue that is sustainable for the future.

Membership Director
Mark Matlock
United Central Control, Inc..
San Antonio
Qualifications: I’ve been in the alarm business for over 20 years and I have been very successful at growing companies through aggressive sales and marketing campaigns. I have experience at almost all levels of the industry including installation, management, funding, acquisitions, marketing, and instruction. In fact, I was one of the first to teach Level One and CEU classes in Texas (my license is M102). I have instructed over 3,000 students in the states of Texas and Louisiana. I have also been published several times in industry trade magazines, and I have served on several state and local Association Boards including serving as President of the Houston Burglar and Fire Alarm Association where I was instrumental in merging with the Gulf Coast Burglar and Fire Alarm Association to form the Houston Gulf Coast Alarm Association.

Goals: It is my goal to build on the momentum started in 2005 and continue to raise awareness of the TBFAA through the post card campaign and through the existing marketing campaign. I want to see membership exceed 200 members for the first time in the Association’s history. I also want to work more closely with the new Associate Director to boost associate membership as well as regular membership. It is my goal for every burglar and fire alarm dealer in Texas to know who we are and what we do. I want to utilize every available resource to increase membership in the next term. It’s also my goal for all current members to realize the value of their membership and to work toward retaining existing members as well as recruiting new ones.
TBFAA Candidates For Election

Vice President
JD Benfer
Response Center USA
San Antonio

Qualifications: Currently V.P. of TBFAA (active for last 8 - 10 years). Held all offices of the STAA. Helped form WTAA & twice resurrected the Capitol Area BFAA. Navigated through the red tape to obtain approval for our own Level 1 course, helping preserve the solvency of the TBFAA. Represented TBFAA at NBFAA meetings and as an alternate for NESA. Taught hundreds of Ethics CEUs (since day one) and the only ‘non TPSB employee’ authorized to teach CEUs on agency compliance. Helped hundreds of dealers with licensing issues. Active in last 4 legislative sessions on many, many bills.

Goals: I believe that long term goals are best built on sincere relationships rather than mud slinging and bully tactics. If you agree, I need your vote. PLEASE VOTE!

Vice President
Rodney Hooker
Dispatch Center
San Antonio


Goals: To support the President with the operations of the Association, and develop additional relationships with key legislators in the State. To build a stronger association by working with the local associations and representing the needs and concerns of the independent alarm dealers across Texas.

Vice President
Brian McKinney
Infinity Security Group, Inc
Houston

Qualifications: As the current TBFAA Training Director, current President of the HGCAA, and the past President of the HGCAA for 3 years I have made many beneficial advancements for our industry. I started and finished the new customer contracts you are receiving as a member of the TBFAA and all other local associations. In the Houston Gulf Coast area we have had and maintain the highest membership among all associations in Texas and we grow monthly. I have made our meetings open to law and fire enforcement and routinely see local Sheriff, Police, and Fire Marshals attend our meeting and provide input. We have and maintain a good relationship with all local agencies and plan to have the Houston Police Chief and possibly the Houston Mayor speak at our meetings.

Goals: My goal as the TBFAA Vice President will be to bring my local new ideas into the State association. I also see a need to keep an alarm company in the Board in as high a position as possible. The current Board and nominees are primarily Central Station companies that may not have the same goals and views as a Burglary/Fire company will bring to the table. I would appreciate your vote.

Texas Trivia

The nickname, Lone Star State, comes from the single star that appeared on the flag of the Republic of Texas. The vertical blue bar is for loyalty. The white bar represents strength, and the red bar is for bravery. The State Flag is the same.
Above and Beyond

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 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

"Boyd, when the owner gets here, let's ask him why the entry delay is programmed so long."
Training Director
Gary Dawkins
Response Center USA
San Antonio

Qualifications: Currently TBFAA Director Emeritus, Past TBFAA Training Director for several years, TBFAA and former NBFAA instructor, Instructor of the Year NBFAA 2001, Training Director of the Year NBFAA 2002, former Instructor Pilot United States Air Force in the T-38 supersonic jet, former high school math teacher, Texas State Teaching Certificate to teach high school math and physics and science, Bachelor’s Degree in Mathematics with a minor in Physics, Master’s Degree in Computer Science.

Goals: In my new position at Response Center USA, I should again have time to devote to the position of Training Director. The TBFAA now has its own Level 1 course, which is a good income producer for TBFAA. However, this course needs updating and changing to make it more effective. I would like to get this done. I have learned from the many students whom I have taught over the years that there is a great deal of misunderstanding about how fire alarms are to be installed, and what licenses are required to do so. I would like to see a one or two day fire alarm course developed by the TBFAA, or perhaps contracted out with income coming to the TBFAA, to better prepare those who are installing fire devices. This would also be of great help to those who are studying for the fire license exam.

Training Director
Brian McKinney
Infinity Security Group, Inc
Houston

Qualifications: Current TBFAA Training Director, current President of the HGCAA, and the past President of the HGCAA for 3 years. See statement for Vice President for more information.

Goals: While I enjoy my current position as the TBFAA Training Director I am running primarily for Vice President. If I do not succeed in my effort for Vice President of the TBFAA I will once again be willing to be the Training Director.

The TBFAA Election will be held at the Annual Meeting in Galveston at Noon on Saturday October 29

Associate Director
Ken Cabler
Tri-Ed Distribution, Inc.
Dallas, TX

Qualifications: Currently Regional Manager for Tri-Ed Distribution, Inc. 25 years in the security industry. Ten years as a dealer and 15 in distribution and manufacturing. Two previous terms as Associate Director for North Texas Alarm Association. One previous term as Associate Director for the Texas Burglar and Fire Alarm Association.

Goals: Increase associate member membership in the TBFAA. Actively participate with the Board to further strengthen our industry.

Associate Director
Kelly Ryan
ADI
Houston

Qualifications: 15 years in the Texas security and fire alarm industry consisting of sales, installation, service, and management from the dealer side to distribution. I am currently serving the security industry in Texas as the secretary of the Houston Gulf Coast Alarm Association.

Goals: Increase awareness and membership of the TBFAA through direct security dealer contact. Uphold the integrity of the Security Industry in Texas as well as the professional image of the TBFAA by providing positive leadership and effective feedback.
The following two bylaw changes have been submitted to the membership for consideration from Roger Byrd, Chairman of the bylaws committee.

**Proposed TBFAA Bylaw Changes**

Note: Items in Red are additions. Items in red with strikethrough are deletions

**Change Number 1:**

Impact - Clarifies what happens when elected officers change companies.

Sec. 3.5. Removal from Office.
Board of Directors may be removed for cause as follows:

A At any special or annual meeting of Regular and Associate Members by the affirmative vote of seventy-five percent (75%) of the members present in person, or by proxy at such meeting, and entitled to vote for the election of such Board of Director, provided, however, that notice of intention to act upon such matter has been given in the notice calling such meeting; or
B Automatically when any Director or Officer changes the company of his employment. That board position shall be considered a vacancy, and may be filled in accordance with these Bylaws.

**Change Number 2:**

Impact - Changes the election process to require voting by mail to be completed before the annual meeting.

Sec. 3.3 Board Member Qualification, Election; Term.
B. ELECTION
The four (4) most immediate past Presidents of the Corporation, and any Member appointed by the current President shall constitute a nominating committee for the purpose of nominating officers of the Association. Such committee shall meet during the first week in July of each year, and shall announce their nominations in the annual conference meeting notice to all Members.

1. Officers shall be elected by a simple majority or by proxy vote of the Regular and Associate Members present and in good standing at the annual meeting.
2. Regional Directors shall be elected by a simple majority or by proxy vote of the Regular Members present and in good standing from within that region, at the annual meeting.
3. The Associate Director shall be elected by a simple majority or by proxy vote of the Associate Members present and in good standing at the annual meeting.
4. The Membership Director and Training Director shall be elected by a simple majority or by proxy vote of the Regular and Associate Members present and in good standing at the annual meeting.
5. The associations referenced in Sec. 3:1.B5 shall appoint the Local Association Directors.

Each member shall be entitled to nominate a candidate by mail and vote by mail (or other means acceptable to the board that verifies the identity of the voter) for any person that is qualified to hold a position on the board of directors. The procedures for the election will be developed by the board of directors. The election of officers and directors must be completed prior to the 20th day before the general membership meeting.

---

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Email: adi-austin@adi-dist.com

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**ADI - San Antonio**
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Email: adi-san_antonio@adi-dist.com

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TBFAA Convention - Galveston October 2005

What: TBFAA Annual Convention and Trade Show

When: Thursday October 27
Friday, October 28
Saturday October 29

Where: The Tremont House -
A Wyndham Historic Hotel
2300 Ship’s Mechanic Row
Galveston, Texas 77550
Phone: 409-763-0300

Reserve your room before September 27th to get the Special TBFAA rate of $119 per night

Tentative Schedule

Thursday October 27
6:30-8:30 pm Presidents Reception

Friday October 28
9-Noon Sales & Marketing Class
By Henry Homrighaus
9-Noon New Markets with Video Surveillance and Monitoring By Jim Burkey, UCC
Noon – 1pm Lunch for Class & Exhibitors
1-2 pm TBFAA Update
2-3 pm Fire License Update
3-4 pm TBPS Update
4-8pm Exhibits Open
8-11pm Casino Night

Saturday October 29
9:30-10:30am Ethics Class
By Bill Parsley, Dispatch Center
10:45-11:45am State Law Update Class
By Rodney Hooker, Dispatch Center
9am to Noon Central Station Communications
By Jim Burkey, UCC
11:45am-Noon Board Meeting
Noon-2pm Annual Meeting & Lunch
2-4pm Understanding the CP-01 Standard
By Stan Martin- SIAC
2:15-5:15pm Board Meeting

Visit www.tbfaa.org
TO REGISTER
or for more information
Convention Sessions

Friday October 28- 9am to 10am
New Markets with Video Surveillance and Monitoring
By Jim Burkey, UCC- Topics covered include: History of video surveillance, Applications for video, Local recording technology, Video transmission technology, Internet connectivity and Central Station video monitoring

Friday October 28- 9am to 10am
What is my market?
By Henry Homrighaus, CEUS Online- Why is my market special? Owning my Marketplace. What is my specialization within my marketplace? What are my marketplace demographics? Population, number of corporate entities, manufacturing, service industries, waste water treatment, petro-chemical processing, port authority, colleges, school districts, etc. What advertising opportunities are available to me and what is the best way to utilize them?

Friday October 28-10am to 11am
How to get free publicity and recognition.
By Henry Homrighaus, CEUS Online- Communicating with the news media in my marketplace. Vendor relationships and how to use and control them. Purchasing departments and communicating with them effectively. Proof of concept and sole source justification marketing.

Friday October 28-11am to Noon
Sales training is it worth the investment?
By Henry Homrighaus, CEUS Online- What is sales and how is it different than marketing? How to effectively select and train a sales department. How to run your sales and marketing operations. The hardest part of your operation is your sales department so how do I control training, turnover, volume, margin, and customer relationships. Just whose customers are they anyway?

Saturday October 29- 9am to Noon
Central Station Communications
By Jim Burkey, UCC- Will cover; History of Alarm Monitoring, Pertinent Definitions, Receivers and telecommunications Formats, Modern technology and Cellular Back Up

Saturday October 29- 9:30-10:30am
Ethics Class
Bill Parsley, Dispatch Center, Ltd- Get your requirement for the ethics class completed.

Saturday October 29- 10:45-11:45am
State Law Update Class
Rodney Hooker, Dispatch Center, Ltd.- Learn the most common mistakes made and about the new requirements for 2006 & 2007

Saturday October 29- 2-4pm
Understanding the CP-01 Standard
By Stan Martin- SIAC- Learn about the standard for control panels that will apply to all installed and replaced alarm systems in 2007.

Note: New Markets with Video Surveillance and Monitoring, Central Station Communications, Ethics, State Law Update and Understanding the CP-01 Standard are approved for continuing education by the Texas Private Security Bureau
Responsible Action Can Be Profitable

By Chris Russell, NTAA President

The recent changes in our state law will have a noticeable impact on our industry and many of our business practices. There is a challenge, duty, and opportunity before us all to review our current business model and implement changes that are responsible, effective, and beneficial. These changes should cause us all to closely examine how we do business.

Texas law allows city ordinance adoption of escalating fines to alarm users after 3 dispatched alarms in a 12 month period. It may be of worthy consideration for your alarm company to provide a third-party private response service option. Using private response for those customers could result be fewer police dispatches and could save your customer money. Careful thought and planning may give you the opportunity to develop another service solution for your business.

Effective in 2007, all installed and replaced alarm systems must comply with the CP-01 standard. As an alarm installing company you may consider early implementation and boast of the advantages. It was introduced into law because it will reduce alarms and false dispatches. Non-compliant CP-01 panels require customer acclimation and higher replacement cost if the alarm control is replaced after 2006.

Enhanced Call Verification is the law and no longer a choice or preferred method. If you are an alarm monitoring company this should be an integral part of your monitoring procedures, legal instruments, sales process, and new customer orientation. Presented correctly, your customer should feel appreciation for your company's dedication to reducing unnecessary dispatches for safety reasons, prevention of unnecessary expenses, and efficient utilization of resources.

Expect and plan that your new customer will know very little about false alarms or your procedures. Educate and prepare them with the facts of how your business addresses them and their role. Demonstrate that you have an effective plan. The new or potential customer should easily recognize your higher degree of professionalism and knowledge. In the coming months and years to come, your customers should have the confidence in your business and will be better prepared for your solution.

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Protection One, Inc.
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Texas is the nation’s leading producer of oil, natural gas, beef, sheep, goats, wool, cotton, rice...and, oh yes, watermelons.
Texas Puts Landmark Alarm Legislation into Law

Gov. Perry signs SB 568, managing how municipalities will manage alarm ordinances

Austin, Texas – Texas Governor Rick Perry recently signed landmark legislation that establishes a framework for managing security alarms within the state, the Texas Burglar and Fire Alarm Association (TBFAA) announced. The bill, SB 568, outlines provisions for municipalities to follow when they develop alarm ordinances or policies.

The bill contains significant provisions designed to drive down the number of calls to police to dispatch a vehicle when an alarm proves to be inadvertent. Cutting down the number of these calls saves police resources.

Three key features are included in the bill to help reduce the number of these calls to dispatch police: An industry equipment standard, called CP-01; an escalating fine structure when an alarm proves to be inadvertent; and Enhanced Call Verification (ECV), where the monitoring center places two calls to a customer to determine whether an alarm is valid before contacting law enforcement to dispatch an officer.

"We worked cooperatively with law enforcement and legislators to ensure these standards were put in place to reduce unnecessary dispatches. This a landmark piece of legislation for the industry because it creates statewide standards in Texas," said Malcolm Reed, Chairman of TBFAA's Legislative Committee.

"We appreciate the hard work and involvement of the law enforcement community, and the efforts of several key legislators who believe in the benefits the legislation provides Texans. Everyone committed to the common goal of improving alarm management," said Rodney Hooker, former President of TBFAA and a member of the Legislative Committee.

The CP-01 equipment standard gives alarm users additional time to set the alarm and leave their home or business, and additional time to enter the residence when entering. ECV -- placing two calls to customer to confirm a break-in -- has been demonstrated in several communities across the United States to reduce false dispatches.

Combined with an alarm permit system, which is also included in the legislation, escalating fines also help serve to reduce false dispatches by creating a monetary incentive for the alarm owner to detect and fix errors. "We're pleased to see all these components included in the legislation. They are part of a coordinated, successful plan to address the core problems associated with false dispatches," said Stan Martin, Executive Director or the Security Industry Alarm Coalition (SIAC), an industry group focusing on alarm management issues.

A statement clarifying legislative intent was also included in the conference committee report dealing with a requirement mandating public input. It stated that the intent of the language in SB 568 is "to prohibit cities and municipal police departments from eliminating first response to consumer alarm systems without first holding public hearings where citizen alarm users will have the opportunity to voice concerns or support with such a municipal ordinance or policy."

"We feel it is imperative as part of our country's democratic principles to include this public comment provision, and are grateful to Senator Bob Deuell for inserting the statement of legislative intent," Reed said.

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Note - Exhibitors in bold returned from last year

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Now is the time to ensure that all of your employees performing private security duties are properly registered! Effective August 1, 2005 through October 31, 2005, late individual registration and commission applications received by the Private Security Bureau will not result in an administrative fine. You will still be required to pay the normal application and fingerprint fee on originals and the normal application fee plus the late fee on renewals.

You must submit the late original or renewal individual registration or commission application, including the Request for Amnesty form, by October 31, 2005 in order to avoid the administrative fine. After October 31, 2005, any late individual registration or commission registration received by the Private Security Bureau will result in an administrative fine.

You must use the most current version of the application forms. These forms are available on our webpage at www.txdps.state.tx.us. (Forms PSB-3a or PSB-38a or PSB-17) If you have any questions concerning forms or fees, please contact the Private Security Bureau License Section at 512-424-7710.

Please be advised that this does not affect late company license applications; nor does it affect criminal violations committed by companies or individual employees. When calculating fees, please remember that effective September 1, 2005, registration fees will increase as set out in House Bill 2303 and subscription fees will be required on original applications as well as renewals.

More Texas Trivia

- Texas has more counties (254) than any other state.
- Forty-one counties in Texas are each larger than the state of Rhode Island.
- Rockwall County (147 square miles) is the smallest, and Brewster County (6,204 square miles) is the largest.
- Only one, Angelina County, is named for a woman.
How do you say you have had lots of fun, a few heart tremors, a close call or two, but still enjoyed the ride? This will be the last South Texas Alarm Association update from yours truly. At our meeting in September, we the STAA will elect a new set of officers to replace the current crew. I, as President, have enjoyed the experience and wish the new set of STAA officers our best and will do all I can to work with them to take the STAA to new heights in all areas. I’m sure I speak for all our officers.

The August 9 meeting found Rodney Hooker doing a power point presentation about the various changes in the our state law that the covers the security industry. As usual, Rodney did a great job. There are several very important changes that everyone needs to be aware of starting on Sept. 1, 2005. Thanks Rodney. We also had as a presenter at the August 9 meeting, Mr. Stan Martin, Executive Director of SIAC, who gave an excellent presentation of the upcoming CP-01 control panel standards that go into effect Jan 1, 2007 here in Texas. If you are an installing dealer, you need to make yourself aware of this change in the law. We thank Stan for his unbeatable stamina in working for the alarm industry and helping the various alarm associations deal with some very hard problems. Thanks Stan.

I wish to take a moment and thank Sandra Barton, our Secretary / Treasure for the past several years. She has done an outstanding job at a very thankless task of keeping the minutes, bank account, and membership role up to date, and straight. When you see her, give her a big “Thank You”. She has earned it and more. Thanks Sandra.

I want to thank Danny Little for being Vice President for us this year. Even through Danny was not asked to conduct a meeting, he was ready and willing to help in any way he was asked. I really appreciate his willingness to serve the STAA. Thanks Danny.

And last but not least, I want to thank you the security dealers of South Texas. I don’t think we will ever find a better group of people to work with. These past few years as your President have been an eye-opener as to how well people can work and get along when they may hold different views on a subject. I encourage you to continue to support the STAA, and take an active role in what is happening to the alarm industry in South Texas. I thank you for the opportunity to serve as your President, and wish you all the best in the months and years to come.

Bill Parsley
President
South Texas Alarm Assoc.

FARA Publications Help You Comply

Several false alarm reduction brochures are available free from the False Alarm Reduction Association for your use in educating users to comply with the new Texas law including:

* Residential False Alarm Prevention
* False Alarm Prevention for Banks
* False Alarm Prevention for Businesses
* False Alarm Prevention for Schools
* False Alarm Prevention for Churches and Other Worship Facilities

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For more information, contact SIA’s Education Department at education@siaonline.org or 1-866-817-8888.
The NTAA holds CEU training classes on the third Wednesday of the month at ADI in Dallas. When you register for these courses, you can receive the required 8-hours of CEU's in one day! For further information, please contact Eva Cruz at 214-277-7000.

The Houston Gulf Coast Alarm Association holds membership meetings at Luisioto’s Cocina & Cantina 2510 N. Loop West (near the alarm hotel 610 & 290 area) Houston, TX 77092 713-683-8880 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 $17.00 per person. We welcome any new attendee with a free lunch.

The North Texas Alarm Association meets on the third Thursday of each month at Old San Francisco Steakhouse located at 10965 Composite in Dallas 75220 at 11:30am. Lunch is $15 per person.

The South Texas Alarm Association holds general membership meetings on the second Tuesday of each month from 11:30 a.m. to 12:30 p.m., at Bambino Hueys Restaurant, 606 Embassy Oaks Ste 500, San Antonio, TX 78216 (just off West Ave and Bitters Rd); (210) 404-0505.

Support your Local Alarm Associations
## TBFAA Calendar

### September
- **07-11**  CEDIA Conference Indianapolis
- **09**  HGCAA Membership Meeting, Crappitos Restaurant, Houston
- **10-12**  CEDIA Expo, Indianapolis
- **12-15**  ASIS Exhibits, Orlando
- **13**  STAA Membership Mtg., Martha’s Mexican Rest. San Antonio
- **21**  NTAA Membership Mtg, Old San Francisco Steak & Seafood
- **22**  NTAA CEU Training, ADI- Farmers Branch
- **12**  Fire Prep Class, San Antonio
- **29 -30**  Level 1, ADI- Farmers Branch - Dallas

### October
- **6-7**  Level 1, Houston
- **11**  STAA Membership Mtg, Martha’s Mexican Rest. San Antonio
- **14**  HGCAA Membership Meeting, Crappitos Restaurant, Houston
- **19**  NTAA Membership Mtg, Old San Francisco Steak & Seafood
- **20**  NTAA CEU Training, ADI- Farmers Branch
- **21 -26**  CSAA Annual Meeting, Oahu, HI
- **25**  Fire Prep Class, ADI- Houston
- **27-29**  TX Annual Conference, Galveston
- **29**  TXBFAA Board Meeting, Galveston

### November
- **10 -11**  Level 1, SGI- El Paso
- **11**  STAA Membership Mtg, Martha’s Mexican Rest. San Antonio
- **12**  HGCAA Membership Meeting, Crappitos Restaurant, Houston
- **16**  NTAA Membership Mtg, Old San Francisco Steak & Seafood
- **17**  NTAA CEU Training, ADI- Farmers Branch
- **18**  Fire Prep Class, ADI- Houston

### December
- **?**  TXBFAA Board Meeting, Austin w TCPS Meeting
- **08 -09**  Level 1, San Antonio
- **09**  HGCAA Membership Meeting, Crappitos Restaurant, Houston
- **13**  STAA Membership Mtg, Martha’s Mexican Rest., San Antonio
- **16**  Fire Prep Class ADI- Houston
- **21**  NTAA Membership Mtg, Old San Francisco Steak & Seafood
- **22**  NTAA CEU Training, ADI- Farmers Branch

## NFPA Gives 731 Final Approval

### NFPA Gives Final Approval to 731, Rejects NBFAA Appeal

Aug 12, 2005, QUINCY, Mass. -- The NFPA Standards Committee has given its final approval to NFPA 731 — Standard for Electronic Premises Security Systems — and rejected an appeal by the NBFAA to return the standard to committee. The ruling clears the issuing of NFPA 731 but also opens up the process for last revisions to the standard that will roll back standby power standards and remove entirely a requirement for short-to-ground supervision.

NFPA 731 sets standards for the application, location, installation and performance of non-residential electronic security systems. Among other items, 731 contains cabling specifications, mandates training and urges verification of alarms.

In its Aug. 11 statement containing the ruling, the Standards Council was critical of NBFAA, saying it raised grievances late in the process.

Also in its ruling, the Standards Committee put the revision cycle for 731 on a fast track. Instead of the usual five-year cycle before a revision, a new edition of NFPA 731 will be issued in early 2008.

Story compiled with information from the e-Control Panel-Security Sales & Integration Magazine. To subscribe: E-mail <mailto:subscribe-controlpanel@list.securitysales.com> using the E-mail address from which you wish to receive e-Control Panel.

## TPSB Information

Texas Private Security Board

Main Number: 512-424-7710
Email: privatesecurityboard@txdps.state.tx.us
http://www.tcps.state.tx.us

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General correspondence NOT containing checks or money orders should be sent to: P.O. Box 4087 Austin, TX 78773-0001
Physical address: 5805 N. Lamar Blvd. Austin, TX 78752-4422

## State Fire Marshal

Agency Telephone Number (512) 463-6169 or 1-800-578-4677
http://www.tdi.state.tx.us/fire/index.html

Mailing Address
P. O. Box 149104
Austin, TX 78714-9104

Delivery Address
333 Guadalupe
Austin, TX 78701

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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NFPA Gives 731 Final Approval
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