



THE PROTECTION CONNECTION

A QUARTERLY PUBLICATION OF THE
Illinois Electronic Security Association

Special points of interest:

- * Training & Education 2009
- * Events Schedule
- * Benefits
- * Members
- * Officers
- * Sponsors

IESA ANNOUNCES SUCCESS IN MUNICIPAL LICENSE ISSUE

The IESA announced late last month that a new level of success has been reached in our quest to eliminate the redundant licensing fees from municipalities.

Years ago the Attorney General of Illinois rendered a favorable opinion regarding this issue.

Recently the Village of Hillside received an opinion from the lawyer for the Department of Professional Regulation that came to a different conclusion. Other cities have used the Hillside opinion to require our

members to pay Municipal License fees and provide Bonds.

Through some good work of the association and our lobbyist, Dick Lockhart we have now received a copy of a new letter to Hillside Illinois. This opinion is very clear. Alarm Companies have a statewide License to operate their businesses and are not required to post bond city by city.

For a copy of the opinion letters visit the IESA's Members Only Area.



Home > Members Only
MEMBERS ONLY

Copy of letter to Hillside is available in the IESA Members Only Area!
Visit us at www.iesa.net

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Baltimore Convention Center, Baltimore, MD
June 22 – 26, 2009



<http://www.esxweb.com/>



Chet Donati,
IESA President

A Message from the IESA President — Chet Donati

I would like to wish all a Happy and Prosperous New Year!

2008 definitely taxed all our abilities and resources in a very challenging economic time. I would also like to thank and welcome back all our renewing members. We will need the support of every member in order to make IESA a viable voice when it comes to our industry this year.

In this issue there are many new articles that will have an impact on your company in 2009. For example, no more free rides on false alarms in the City of Chicago.

We lost a long-time member in 2008, Robert

Quinlan and on behalf of all the members, I wish to extend our deepest condolences to the Quinlan Alarm family.

Our hats off to Ed Bonifas and our lobbyist, Dick Lockhart on the new opinion letter from ILDFPR which should put to rest what is and is not required by local municipalities when it comes to bond and licensing requirements. Nice going, gentlemen!

Does anyone doubt the value of membership? For those of you who are still on the fence when it comes to membership, remember there is strength in numbers. So, if you know of anyone that is not a member—

get them to join.

Governor or no Governor, the State will be looking to tax our industry and services if we sit still and do nothing. Our lobbyist will be monitoring any and all bills proposed and your help may become necessary on short notice, so stay alert.

As I embark on the second year of my term as President, I will do my best, as will your board, to keep you informed of all issues that will impact our industry.

Feel free to call me!

Looking forward to seeing you at our after holiday party, January 21st

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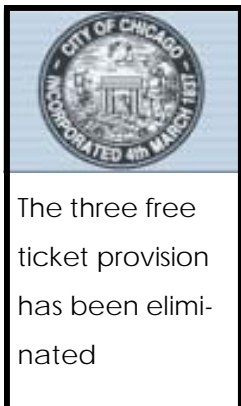
A-1 Alarm Service, Inc.	Father & Sons Home Service	Protection One
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Advanced Security Group	Home Tech Management	Quality Alarm Systems Inc.
Advanced Security Technologies, Inc	HSM	Quinlan Alarm Systems
Alarm Detection Systems	Illini Security Systems	Quality Integrated Solutions (new member)
Alert Protective Services	Illinois Alarm Service	Red Hawk Security Systems, Inc.
All Custom Electronics (new member)	Infinity Monitoring Services, Inc.	Reliable Fire & Security Systems Inc
Arlington Security Co.	Innovative Security & Technology	Renaissance Communication Systems
Aurora Tri-State Fire Protection	Jewell Electric, Inc	Romeo Security, Inc.
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Barcom Inc	Knight Security Alarms	Schaumburg Security Service
Bolt Systems, Inc.	LaCrosse Electric Co	Security Services Group
Brinks' Home Security	LaMarCo Systems, Inc.	Sentry ABC Security
Chapman's Residential Security	MDB Electric	Service Security Technologies
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COPS Inc Security Solutions	Nitech Fire & Security Industries	Sonitrol Chicagoland West
Correct Electric, Inc.	Norcomm Public Safety Communications & Security	Southern Electronics & Telephone
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DMC Security	On Guard Security	Sure Guard Security
Early Warning Systems	Per Mar Investigation Service Inc	United Alarms, Inc.
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ESSCOE LLC	Programmable Systems, Inc.	United Systems, Inc.
F. E. Moran—Alarm Monitoring Service	Protech Security Systems, Inc.	

FOR MORE INFORMATION ON JOINING THE IESA

VISIT www.iesa.net

OR CALL (630) 305-8800

City of Chicago revises false burglar alarm policy



Effective January 1, 2009, the False Burglar Alarm (FBA) program will change.

False Burglar Alarm citations will no longer be linked to your business account. Pursuant to section 8-4-056 of the Chicago Municipal Code, alarm users will not be required to display or maintain a False Burglar Alarm permit sticker. A hearing date and time will automatically be scheduled when the citation is issued. However, businesses will be allowed 7 days from issuance to pay the fine to avoid the mandatory hearing appearance. The three free ticket provision has been eliminated. Each citation will carry a fine of \$100.

As an alarm user, it is your responsibility to maintain a properly functioning burglar alarm system. Under the new FBA ordinance, a

burglar alarm user accused of a false alarm may raise as an affirmative defense that all reasonable measures were taken to eliminate false alarms. Those reasonable measures must include all of the following:

Using a burglar alarm system that is installed and maintained by a properly licensed private alarm contractor;

Having documentary evidence that the alarm system was installed, inspected or tested by a properly licensed private alarm contractor within the previous 12 months;

Making every reasonable effort to have a responsible person arrive at the protected premises within 45 minutes if requested by the Department of Police or the Office of Emergency Management and Communications, in order to:

reactivate the alarm system;

provide access to the alarm location;

provide alternative security for the alarm location.

Please keep in mind these changes do not impact False Burglar Alarm citations issued prior to January 1, 2009. You will still need to manually request a hearing, wait until receipt of the Notice of Violation before submitting payment, and be responsible for charges related to Failure to Display or Failure to Maintain the permit sticker.

If you should have any questions regarding these changes or your FBA account, please contact the False Burglar Alarm Unit at (312)747-4747

Model Ordinances Available at
<http://www.alarm.org/pubsafety/>

Are you a Fiduciary? By Jeff Krug, J. Krug & Associates

Do you have any liability related to your fiduciary responsibilities? Many small business owners are, in fact, fiduciaries and they don't even know it. So what exactly is a fiduciary and what are the exposures related to being one? A fiduciary is someone who has authority in managing or making decisions about a company's 401k or qualified employee benefits program. Under the ERISA act of 1974, fiduciary persons can be held personally responsible for losses incurred to a benefit plan because of errors in managing the plan, omissions or breach of their fiduciary responsibilities. Often, fiduciaries are not the sole targets of lawsuits. Targets can stretch to the employer and even the plan

itself.

Many people in an organization can be considered a fiduciary without even knowing it. Any individual included in the plan by name or title, or anyone who has authority to administer the plan can be named in a lawsuit. The term fiduciary is purposefully loosely defined, creating the ability to hold all the individuals who may be responsible for losses accountable. An employee who has authority or assistance in the administration of a benefit plan can also be considered a fiduciary and have exposures to fiduciary lawsuits.

If you find yourself in the position of a fiduciary, you might be thinking, "My D&O policy covers these

exposures." Actually, many Directors and Officers Liability policies exclude coverage for fiduciary liability exposures and those exposures arising out of management of the company's benefit plan. Many claims and lawsuits include allegations for improper advise or disclosure; incorrect selection of advisors or service providers; imprudent investments; lack of diversity of investments; breach of duties imposed by ERISA; negligence; or, conflict of interest.

In order to protect your organization and yourself, fiduciary liability policies are available through the competitive insurance marketplace.



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IESA Information Center

Do you need to know about events that affect the IESA and the industry? Do you need forms to register for classes or to attend an event? All of these questions can be answered 24/7 by visiting the IESA website at www.iesa.net

As a 501(c) 6, NBF AA is required each year to advise all members of the percentage of annual dues that is **not** tax deductible. In very simplified terms, this percentage is based upon our lobbying activities. For 2008, this has been calculated at 15%.

In addition the IESA is also a 501 (c) (6) and the percentage of its annual dues that is **not** tax deductible based on its lobbying activities is .6% Note that your invoice indicates the amount of dues for the IESA and the NBF AA

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ASSOCIATE MEMBER NEWS

HONEYWELL DEVELOPS FIRE ALARM CIRCUIT VOLTAGE EVALUATION TOOL

NORTHFORD, CT — Honeywell (NYSE:HON) Power Products has developed an interactive graphics tool for determining the voltage parameters of a specific fire alarm's NAC (notification appliance circuit). The new "HPP-Calc" is a free-of-charge program that evaluates NAC devices and their location on a circuit along with conductor size and maximum current draw. Now fire alarm system designers can optimize circuits easily using the interactive HPP-Calc program rather than paper and pencil.

Customized for Honeywell Power Products equipment, the HPP-Calc utilizes power supply source values measured by UL (Underwriter's Laboratories) during product testing. The program's convenient drop-down menus offer a quick means for selecting NAC devices and power supplies from a comprehensive database of products. To create a realistic system illustration, the program's interactive graphic interface allows users to simply "drag and drop" NAC device images into place along a circuit. Wire gauges and NAC distances are taken into account before a complete visual

and numerical report is generated.

Honeywell Power Product's HPP-Calc uploads quickly and is proven to operate effortlessly in virtually any current-day Windows environment. Users can easily navigate through the program to create any number of voltage-drop reports for various fire alarm system designs.

To download Honeywell Power Products' new HPP-Calc voltage-drop calculations program free-of-charge, visit www.honeywellpower.com.



TRI-ED WENT TO BAT FOR KIDS, BROUGHT IN A HOMERUN AND IS GOING INTO EXTRA INNINGS

Tri-Ed, with the support of its vendor partners and caring customers, recently went to bat for underprivileged kids, hosting a Pitch in for Baseball charity event at every one of its Northeastern branches on Thursday, October 2nd. The Pitch in for Baseball organization collects and delivers new and gently-used youth baseball and softball equipment to underserved communities around the globe. America's favorite pastime teaches young people about sportsmanship and teamwork, and getting out on the baseball field helps kids stay active and physically fit.

Each Tri-Ed branch drew a great turnout, and donations spanned everything from catchers gear to clothing to masks, gloves bats and brand new baseballs. Buzz Jackson, Branch Manager of the Pennsauken, NJ branch, for example, reports that "We received 300 baseballs from Napco, five cartons of equipment from Pelco, several dozen baseball caps from Aiphone & Samsung, and two large cartons of equipment from customers and vendors who attended."

Vendors who supported the effort included Altronix, Bogen, Cooper-Wheelock, DSC, GE, ICC, Keri Systems, M&S, Napco, SAMSUNG-GVI, and Speco Technologies. In addition to helping this important

charity, customers also had a venue to get psyched for the World Series and enjoyed complimentary beer, wine, soda, peanuts, popcorn, Cracker Jacks, hot dogs and hamburgers.

Michelle Houser, Branch Manager/Tri-Ed Virginia Beach, notes that "We are very blessed to have manufacturers and customers who believe that what we do is important. We thank them for making this Fund Drive so successful." Further South, Dan Cummings, Manager of Tri-Ed's Charlotte, NC branch, echoes the sentiment. "All of us in Charlotte had a fantastic time giving to a great cause. We thank everyone who donated equipment to 'Pitch in for Baseball' and all those who stopped in the evening of the event."

ASSOCIATE MEMBER NEWS (continued)

Because the East Coast charity events were so successful, Tri-Ed went into extra innings to help more children. On Friday, November 21st all branches in the Central and Western U.S. hosted a Pitch in for Baseball BBQ

~~~~

### DO YOU HAVE NEWS TO REPORT?

Send your news to the IESA by the insertion deadline to [excdirector@iesa.net](mailto:excdirector@iesa.net)



Mike Labrosciano -Tri-Ed, Michele Gabianelli - Tri-Ed, John Yusza Jr., -Monitor Controls, Sue Dobler-Tri-Ed, Brian Badano -Pull Stations, Kate Kobs -Kelleher & Associates, and (seated) Ashley Gabianelli. (Tri-Ed Milford, CT)

(L-R)The staff of Tri-Ed Charlotte, NC hosting the highly successful Pitch in for Baseball charity event at their branch. Chuck Mcanless warehouse, Dan Cummings manager, Lisa Nichols sales, Ed Pycz sales



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6 O'CLOCK PM**

**DINNER  
SILENT AUCTION**

**ENTERTAINMENT  
Tom Deero — Comedian**



**FOR MORE INFORMATION AND TO REGISTER VISIT  
<http://iesa.net/events2.php>**

**2009 TRAINING & EDUCATION — THE COURSES**

**Level I Alarm Technician**

This course is a basic training program developed by the National Burglar & Fire Alarm Association to teach the fundamentals of alarm installation and trouble shooting strategies. It is designed especially for security system installers, service technicians, security salespersons & central station operators who have been employed in the alarm industry for at least 3 months. (NTS 1.2 CEUs)

COURSE TOPICS INCLUDE:

|                   |                     |                        |
|-------------------|---------------------|------------------------|
| Space Detection   | Control Panels      | Standards              |
| Basic Electronics | Perimeter Detection | False Alarm Prevention |
| Job Planning      | CCTV                | Communications         |
|                   | Fire Systems        |                        |

**Advanced Burglar Alarm Technician**

The Advanced Burglar Alarm Technician Course teaches the practical application of Advanced Burglar Alarm Training. Prerequisite is NTS Level I or equivalent. (NTS 1.6 CEUs)

COURSE TOPICS INCLUDE:

- Choose the number and type of detection device(s) that are appropriate to the customer's need.
- Identify the factors that must be considered before selecting a panel.
- Troubleshoot a system.
- Describe the purpose and operation of each programmable option in the SIA Control Panel Standard.
- Describe the Application of Electronics throughout the burglar alarm system.
- Relate speaker wiring methods and impedance to speaker loudness.
- Read and interpret the manufacturer's specifications (voltage, permissible load...etc.)
- Determine the minimum size power supply needed.
- Calculate the size battery needed for a system to operate for specified number of hours (4, 24,60, ) without primary power

**BENEFITS:** Ends the need for lengthy on-the-job training; Provides essential information necessary for all industry professionals; Forms a solid groundwork to response to customers; Customers appreciate well-trained professionals; Public safety officials recognize the value of professional alarm training.



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2009 TRAINING & EDUCATION — THE COURSES (CONTINUED)

**Fire Alarm Installation Methods**

**This course is for YOU if you are a Fire & Building Inspector, Code Enforcement Official, Installer, Electrician, Alarm Company & Central Station Manager, Sales, Manufacturing & Distribution Personnel, Engineer**

The course will cover NFPA 72 Fire Codes and installation methods. It is the most comprehensive fire alarm training program available! Learn building fire alarm requirements and how to determine if a fire system is up to code. Hear expert instructors cover each topic in an interesting and easy-to-understand way. (NTS 1.6 CEUs)

TAKE HOME A FULLY ILLUSTRATED REFERENCE MANUAL BE COMPLIANT WITH NFPA 72 FIRE CODES!

COURSE TOPICS INCLUDE:

- |                              |                                 |
|------------------------------|---------------------------------|
| Detector Spacing & Placement | Plans, Specifications & Reports |
| Devices & Components         | Testing and Maintenance         |
| Fire & Smoke Dynamics        | Notification Systems            |
| Sprinkler Connections        | And More!                       |

**Video System Technology**

This course is a sixteen hour classroom workshop that teaches both theory and the practical application of Video Surveillance Systems. Exercises culminate in an actual system design based on a given customer specification and building plan.

COURSE TOPICS INCLUDE:

- |                    |                     |                 |
|--------------------|---------------------|-----------------|
| Imaging Hardware   | Recording           | Monitors        |
| Power Requirements | Commissioning       | System Design   |
| Video Processing   | Transmission Media  | Troubleshooting |
|                    | Auxiliary Equipment |                 |

**NICET II Test Preparation Class**

**This course is for everyone in the fire alarm industry! Installers, salespersons, designers and service technicians can experience two solid days of training to prepare for the NICET II Certification Test.**

**This seminar carries 1.6 NBFAA CEU's.**

This course consists of 16 hours of instruction, custom tailored to the experience level of the attendees. Emphasis will be placed on areas the class decides they need the most help with. Students may receive individual attention and questions are encouraged in a relaxed learning environment. This is NOT a boring slide show lecture. A sample test will be given.

**Fire Alarm Testing & Inspection**

This one-day seminar is geared toward the fire alarm service technician who performs Acceptance Tests for the AHJ as well as Periodic Inspections and Tests for customers in order to comply with requirements in the IBC and NFPA 72. Topics to be covered include: Acceptance Testing, Re-Acceptance Testing, Periodic Testing, and Visual Inspection procedures, as well as Sensitivity Testing. Each student will receive a class workbook containing a checklist to aid in the performance of these tests, as well as a chapter on required documentation and forms, the NFPA 72 Test & Inspection forms on CD-ROM, and a list of inspection schedules to help assist in keeping their customers compliant with the code.

## 2009 TRAINING &amp; EDUCATION — THE DATES &amp; TIMES

|                                                                                                                                                                                                                                                                            |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Wednesday - Friday, April 15 - 17 , 2009 8AM - 5PM<br/> "Level I Alarm Technician"<br/> ADI Training Room, 509 Busse Rd, Elk Grove Village, IL<br/> (ALL SESSIONS MANDATORY...ROOM OPENS AT 7:30AM...NO ADMITTANCE AFTER 8 AM)</p>                                      |
| <p>Wednesday, April 22, 2009 <u>9AM - 4:30PM</u><br/> "Fire Alarm Test and Inspection"<br/> ADI Training Room, Elk Grove Village, IL (847) 439-9250<br/> (ALL SESSIONS MANDATORY...ROOM OPENS AT 8:30AM...NO ADMITTANCE AFTER 9 AM)</p>                                    |
| <p>Thursday - Friday April 23-24, 2009 8AM - 5PM<br/> "NICET Level II Test Preparation Course"<br/> ADI Training Room, 509 Busse Rd, Elk Grove Village IL (847)439-9350<br/> (ALL SESSIONS MANDATORY...ROOM OPENS AT 7:30AM...NO ADMITTANCE AFTER 8 AM)</p>                |
| <p>"Advanced Burglar Alarm Technician"<br/> This class will be scheduled when we have 20 persons interested in taking the class.</p>                                                                                                                                       |
| <p>Wednesday - Friday, September 23 -- 25, 2009 8AM - 5PM<br/> "Level I Alarm Technician"<br/> ADS Training Room, 1111 Church Road, Aurora, IL<br/> (ALL SESSIONS MANDATORY...ROOM OPENS AT 7:30AM...NO ADMITTANCE AFTER 8 AM)</p>                                         |
| <p>"Video System Technologies"<br/> This class will be scheduled when we have 20 persons interested in taking the class.</p>                                                                                                                                               |
| <p>Thursday -- Friday, October 15 - 16, 2009 8AM - 5PM<br/> "FIRE ALARM INSTALLATION METHODS CERTIFICATION"<br/> ADI Training Room, 509 Busse Rd, Elk Grove Village, IL (847) 439-9350<br/> (ALL SESSIONS MANDATORY...ROOM OPENS AT 7:30AM...NO ADMITTANCE AFTER 8 AM)</p> |
| <p>FOR FEES AND REGISTRATION VISIT <a href="http://iesa.net/training.php">http://iesa.net/training.php</a></p>                                                                                                                                                             |



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## IESA MEMBER DISCOUNT PROGRAMS

### *Education*

National Training School  
<http://alarm.org/nts/index.html>

Online Business Skills Courses  
[http://alarm.org/nts/courses/bus\\_skills.html](http://alarm.org/nts/courses/bus_skills.html)

### *General Liability/E&O Insurance*

Security America Risk Retention Group  
<http://www.securityamericarrg.com/>

### *Financial Services*

Sage Payment Solutions  
<http://www.sagepayments.com/>

### *Paychex*

<http://www.paychex.com>  
 Alarm Debt Liquidation Group (ADLG)  
<http://www.adlg.us>

### *Car Rental*

Hertz  
<http://tinyurl.com/2kycyr>

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<http://www.wildbullet.com>

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## “Understanding Alarm Systems”

A Course Available for groups through the IESA

**IESA Members ...\$180 Non-Members ... \$345 Public Safety ...\$90**

Understanding Alarm Systems is a one-day technical training program consisting of system design and the supporting technical information necessary to maximize sales proficiency.

This course is for PUBLIC SAFETY AND ALARM COMPANIES.

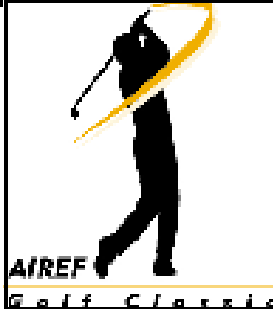
COURSE TOPICS INCLUDE: Sensors, Communication; Site Survey, Control Panels, False Alarm Prevention & More!

If your group is interested in this course, contact the IESA office at (630) 305-8800



## SAVE THE DATES

*NBFAA Upcoming Events*



### AIREF Golf Classic

Las Vegas, Nevada

March 31, 2009



### Day on Capital Hill

Washington DC

April 28—29, 2009

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Elk Grove Village, IL 60007  
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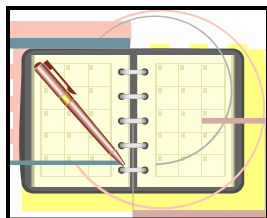
**IESA EVENTS**

All IESA Meetings are held at the Holiday Inn in Elk Grove Village unless otherwise indicated.

All IESA Training Classes are held at ADI, 509 Busse Rd, Elk Grove Village unless otherwise indicated.

Reservations are required for meetings, events and training classes. On-time arrival to training classes is required.

Visit the IESA website to register for events or classes at [www.iesa.net](http://www.iesa.net)



| DATE              | EVENT               | LOCATION                        |
|-------------------|---------------------|---------------------------------|
| January 21, 2009  | After Holiday Party | Holiday Inn — Elk Grove Village |
| March 11, 2009    | Membership Meeting  | Holiday Inn — Elk Grove Village |
| May 13, 2009      | Membership Meeting  | Holiday Inn — Elk Grove Village |
| Summer Outing TBA |                     |                                 |



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**A REMINDER FROM THE IL. DEPT OF FINANCIAL AND PROFESSIONAL REGULATION**

Under the Act, 225 ILCS 447 / 35-15, it is required that their license number, either superior or agency, be included in any advertisement, i.e. any solicitation for business to include but not limited to telephone directory display ads (NOT LISTINGS), proposals, websites, brochures, etc.

**Do you need information to send to your clients regarding VoIP issues that could affect the function of their alarm system?**

Visit SDM's website:

[www.tinyurl.com/2QJG22](http://www.tinyurl.com/2QJG22)

Have questions about the URL?

Email [information@iesa.net](mailto:information@iesa.net). Put VoIP SDM link in the subject line.



**Who's protecting *your* business while you protect your clients?**

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(630) 293-4497

**Past President**

Paul Hester  
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**Directors**

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Joe Romeo (773) 625-1300

**Associate Director**

Doug Schumacher (847) 472-2900

**Associate Committee Director**

Scott Seibert (847) 357 8309

**Legislative Committee**

Ed Bonifas (630) 844-6300

**Membership Committee**

**Training & Education Committee**

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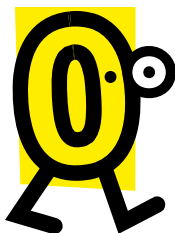
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