



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



SAVE THE DATES!

**TAKE ME OUT TO THE BALLGAME
~ AUGUST 12, 2009**

Kane County Cougars vs. Quad Cities River Bandits
Baseball Game & Deck Party

MEMBERSHIP MEETING ~ SEPTEMBER 9, 2009

Holiday Inn, Elk Grove Village

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See inserts and fax your reservation to (877) 230-5110, or visit www.iesa.net.

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Who is NBFAA? By Merlin Guildbeau, NBFAA Executive Director

The following was presented at the NBFAA Annual Membership Meeting in Baltimore on June 25, 2009.

As a regular member of the IESA your company is also a member of the NBFAA. So, who is the NBFAA?

The NBFAA was founded in 1948 as a 501(c) 6 trade association working cooperatively with an alliance of 31 chartered chapters to serve more than 2,800 mem-

ber companies which is estimated to represent more than half a million security industry professionals.

Many of you might not be aware of the overall structure of the NBFAA. Currently, it provides management and oversight of nearly \$8M in assets.

The NBFAA typical member firm has been in business for more than 20 years and employs 14 people. NBFAA member

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A Message from the IESA President — Chet Donati



Chet Donati,
IESA President

It seems like the year has just flown by, with the NFPA conference in Chicago at the beginning of June, and ESX at the end of June.

To all that came to our May meeting, “The Alarm Industry Antique Road Show”, I hope you had a very informative time. My sincere thanks to Ralph Sevinor and Charlie Darsch for putting on a phenomenal show and PowerPoint presentation showing the beginning of our industry to the present. We had almost 60 in attendance and everyone was glued to their seats.

NFPA: We were victorious on all voting issues with the exception of the residential inspection requirement going from three years to one.

I want to thank Ads and the Bonifas’s for bringing a contingent of personnel to vote down the remote station challenge on fire alarm systems. Many thanks. Having been at this meeting, I

now have a better understanding of how NFPA operates. Just a note, the next edition of NFPA will expand from 10 to 26 chapters.

The NBFPA meeting was held and the main issue voted on by the board of directors was to go forward with a name change which would be more suitable to current times and the direction of our organization. In keeping with the theme of our trade show ESX-Electronic Security Expo, the new name, if approved, would be the Electronic Security Association.

I expressed the fact that IESA made its name change 20 years ago and that Illinois would be the first CSA to conform as we already would have our state name in compliance. The board voted unanimously in favor of this name change; more information will be sent to all NBFPA members. I believe this is a move in the right direction.

The National’s insurance program SARRG has expanded its scope of coverage with umbrella limits up to five million dollars. Next time

you are renewing, give them a try. You might save some money.

SIAC is still in need of money to cover a \$150,000 short-fall on its budget. I am asking all members to consider donating whatever you can to this very worthy cause.

The IESA baseball outing will be held on August 12 at the Kane County Cougars Stadium. If it is anything like last year’s event, a good time will be had by all. The price is right and this is a great time to network with your peers.

I wish to congratulate Bob Bonifas for winning the SIAC William N. Moody 2009 award. This award was created in 2004 by the SIAC board of directors to acknowledge those special few individuals who unselfishly give of their time and talents to alarm management issues and who reflect the attributes of Bill Moody which include integrity, fairness, and perseverance in the face of adversity. Nice going, Bob!

IESA ASSOCIATE MEMBERS

ADI

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BNM Security

BOSCH

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Emergency 24

Firelite Alarms, Inc

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IESA AFFILIATE MEMBERS

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IESA REGULAR MEMBERS

A-1 Alarm Service, Inc.	F. E. Moran—Alarm Monitoring Service	Programmable Systems, Inc.
ADT Security Services	Father & Sons Home Service	Protection One
Advanced Security Group	Fire & Security Systems, Inc.	Quality Alarm Systems Inc.
Advanced Security Technologies, Inc	Goldy Locks Security	Quinlan Alarm Systems
Alarm Detection Systems	Home Tech Management	Quality Integrated Solutions
Alert Protective Services	Illini Security Systems	Red Hawk Security Systems, Inc.
All Custom Electronics	Infinity Monitoring Services, Inc.	Reliable Fire & Security Systems Inc
Arlington Security Co.	Jewell Electric, Inc	Renaissance Communication Systems
Armal Alarm Corp. — New Member	Keyth Technologies	Romeo Security, Inc.
Aurora Tri-State Fire Protection	Knight Security Alarms	Santoro Communications Group
Bancare Inc	LaMarCo Systems, Inc.	Security Networks — New Member
Barcom Inc	MDB Electric	Sentry ABC Security
Bolt Systems, Inc.	Monarch Burglar Alarms Company	Sentry Alarms One
Brinks' Home Security	Nitech Fire & Security Industries	Sonitrol Chicagoland West
Chapman's Residential Security	Norcomm Public Safety Communications & Security	Southern Electronics & Telephone
Custom Residential Systems	Norshore Alarm Co, Inc.	Stand Guard
Customized Protection Services	Oberlander Alarm Systems Inc.	Stanley Convergent
DMC Security	On Guard Security	Stanley Security Solutions
Early Warning Systems	Per Mar Investigation Service Inc	United Alarms, Inc.
Electronic Security Systems	PhoneMasters LTD	
ESSCOE LLC		

REGULAR MEMBERSHIP: Regular membership is open to any business entity which meets the following requirements: Be licensed by the State of Illinois as a Central Station Alarm Contractor, or Alarm Contractor Agency or Central Station.; Have its major activity in the electronic security business which includes one of the following; installation, service, inspection of or burglar alarms, and/or fire alarms business, closed circuit TV systems, access control systems, alarm monitoring and all other electronic security services. Be willing and agree to conduct their business in accordance with the following: The Bylaws of the Association; The Code of Ethics of the Association; The Antitrust Policy of the Association.

Regular members have the right through their designated voting representative to cast one vote and to hold office.

**FOR MORE INFORMATION ON JOINING THE IESA
VISIT www.iesa.net OR CALL (630) 305-8800**

Additional Insured Endorsements—Why You Should Be Concerned



Security America, RRG receives up to 100 requests every month to provide certificates of insurance showing somebody as additional insured on our customer's policies. We scrutinize these requests carefully, recognizing that often by the time we receive the request for the certificate of insurance our policyholder has already signed a contract with the additional insured requirement in it, and it is too late for any negotiation.

Here are some of the reasons why you should be concerned about additional insured requests:

1. Claims from additional insureds will reduce policy limits available to you for your claims;
2. You may have conflicting interests in the defense and settlement of claims involving additional insureds;
3. You may be brought into a

lawsuit or claim arising out of operations that you were only remotely connected to;

4. You could find your policy responding to the sole negligence of an additional insured – negligence that in no way involves you.

There are numerous additional insured endorsements. Some provide very broad protection even including responding to sole negligence claims. Others, typically ones that have been created recently, are more restrictive. We try to use more restrictive forms when it is to the benefit of our policyholders.

We have seen claims where our insured installs an alarm and is subsequently brought into a lawsuit or claim completely unrelated to the alarm installation. For instance, if there is a claim at that premises arising out of a broken pipe, this likely has absolutely no relationship to

the work our policyholder performed. However, because of a contract and the wording of an additional insured endorsement, Security America RRG has had to respond to the claim.

To avoid these situations, please consider carefully when you sign contracts and request some entity to be an additional insured on your policy. Security America RRG will work with you to find the most appropriate additional insured form that is acceptable to all parties yet fulfills the policyholder's requirements.

Security America RRG provides broad errors and omissions protection in conjunction with a tailored general liability insurance program to members of the NBFAA. The program is quite competitive, and we encourage you to obtain a quote.

For additional information or to request a quote, please visit our website at www.securityamericarrg.org or call 1-866-315-3838 to speak with a representative.



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

Directors and Officers Liability Coverage By Jeff Krug, J. Krug & Associates

Directors and Officers of privately held companies can be sued on most any decision they make and by almost anyone affected by it. While a private company may not have the same exposure as a publicly traded company to securities litigation, it is exposed to litigation from creditors, vendors, customers, competitors, regulators, employees and shareholders for such things as misrepresentation, conflicts of interest, and breach of fiduciary duty.

These exposures are addressed by Private Company Directors and Officers Liability Coverage which protects the personal assets of Directors and Officers from defense costs, judgments, and settlements from these and many other types of

claims (see our website at www.jkrug.com for claim examples).

In 80-90 percent of private company directors and officers liability claims, the company will be named as a defendant along with the directors and officers. When purchasing this coverage, it is important to make sure that your policy includes coverage for corporate liability (entity coverage) along with the Directors and Officers.

When reviewing your company's risk exposures, add Directors and Officers Liability to the list of items to discuss with your trusted insurance advisor.





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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


**ADI AND XANBOO DELIVER
SMARTHOME SECURITY SOLUTIONS**

SECURITY ENHANCED LINE OF
PRODUCTS OFFERS NEW RMR
OPPORTUNITIES FOR DEALERS

MELVILLE, N.Y., June 9, 2009 – ADI announced today the availability of Xanboo's Security Enhanced line of products at its branches across North America. These solutions allow dealers to upgrade existing and new security systems with smarthome technology that permits users to remotely control and monitor their home or office from anywhere in the world. As a monthly fee based service, Xanboo Security Enhanced provides dealers with additional recurring monthly revenue (RMR) opportunities.

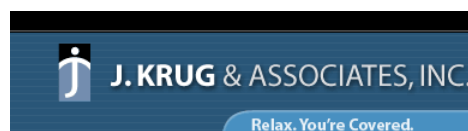
Easy to install, Xanboo's Security Enhanced allows dealers to offer a

security solution to their customers that can simplify their lives through instant alerts and alarm event viewing over the Internet, through web-enabled mobile devices or from PCs. With features that include a virtual keypad, pre/post event video clips and live video, Xanboo technology makes it possible to control and monitor homes or businesses from anywhere in the world. In addition, dealers can provide a complete end-to-end solution with a wide variety of accessory products including indoor and outdoor cameras, lighting controls, wireless thermostats and sensors that detect water leaks and temperature changes. "We are very excited to work with ADI, and have our technology available at branch locations across North America," said Bill Diamond, CEO and Co-Founder of Xanboo. "Through ADI's large distribution channel, we will be able to

make our products easily available to our growing list of security dealers. "

"Convergence in the security industry has definitely arrived. By integrating interactive services with traditional security, dealers are able to discover a new source of RMR," said Scott Sturgess, Director of Product Marketing, Intrusion & Fire products at ADI. "By expanding our product offering with Xanboo's technology, we are helping our dealers to increase their revenue stream while creating a new market segment that can help expand their business offering."

For more information about ADI, visit <http://www.adilink.com>.


**J. KRUG AND ASSOCIATES ANNOUNCES
NEW ADVISORY BOARD MEMBER
ADRIENNE VIRGILIO**

MOUNT PROSPECT, IL (May 11, 2009) –

J. Krug and Associates proudly announces their new Advisory Board Member, Adrienne Virgilio. She has over 25 years of experience in strategic human resource management, talent acquisition, and leadership development. In addition to her demonstrated expertise in these areas, Adrienne has focused a significant amount of her leadership, council and

implementation support in helping companies improve their overall talent management efforts.

Adrienne was on the launch team for Discover Card spending twenty years in support of that successful venture and then served with expanded responsibilities in the Dean Witter Morgan Stanley merger.

Adrienne currently has her own consulting practice serving a wide variety of private and public sectors.

For more information contact Business Development Manager Sharon Cuttone at 847.818.7546 or at scuttone@jkrug.com or visit us at www.jkrug.com



www.siacinc.org

“Your protection against deficient alarm ordinances nationwide”.

When a new alarm ordinance comes up for debate in your city council, who will make sure your best interests are heard? When your local police or fire department tries to implement an alarm ordinance without public discussion, who will be there to stop them? When your elected officials ask for your assistance in crafting and alarm ordinance, who can you turn to for expert advice?

THE SECURITY INDUSTRY ALARM COALITION

So, how do we do it? Comprised of an experienced and dedicated team of law enforcement, fire safety, and alarm industry professionals...

The Security Industry Alarm Coalition: You Need Us and We Need You!

- SIAC is the only source that monitors and quickly responds to onerous alarm policies and ordinances nationwide;
- SIAC team members provide rapid review of proposed legislation with turnaround time in hours if needed;
- SIAC provides city officials and alarm companies talking points and facts to support the creation and maintenance of effective alarm ordinances;
- SIAC team members have in-depth knowledge and experience in lobbying at both the local and state levels;
- SIAC team members are available for media inquiries and interviews 24 hours a day. Shielding you from any negative press;
- SIAC team members have direct involvement on all current and proposed equipment standards designed to further false alarm reduction.

As a not-for-profit, SIAC never charges local governments, officials, or alarm companies any fees for their services or assistance, and that is why they need your help. To support the efforts of the Security Industry Alarm Coalition contact: Stan Martin, Executive Director at (972) 377-9401 or stan@siacinc.org

Your support is needed NOW. Send your contributions made payable to SIAC directly to: 13541 Stanmere Dr., Frisco, TX 75035



The Electronic Security Expo (ESX) will head to the David L. Lawrence Convention Center in Pittsburgh, PA in 2010. Scheduled for June 14-18, the CSAA and NBFSA owned and sponsored event will feature programs that take advantage of the unique market strengths of Pittsburgh and its emergence as a fun, convenient and affordable convention destination.

DO YOU HAVE NEWS TO REPORT?

Send your news to the IESA by the insertion deadline to execdirector@iesa.net

Al Armstrong's Dilemma: A Dealer's PERSpective



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companies are bigger and longer established than the industry as a whole with average annual revenues of \$2.75 million. Contrary to popular belief, NBFAA members are much more than “burg and fire guys”...NBFAA member companies are heavily engaged in video, access control and other home & building systems. As you can see 90 % of our members are engaged in video surveillance, 80% in access/id and 50% in custom home electronics and building systems. Interestingly enough, the average annual expenditure on video equipment in 2008 (\$393,000) was actually higher than that of alarm equipment (\$359,000)

NBFAA member companies are engaged, at least to some extent, in all of these vertical markets...

NBFAA Electronic Life Safety, Security & Systems Professionals		Member Profile – End Markets Served	
Residential – Single-Family	88%	Industrial/Manufacturing	67%
Residential – Multi-Family	71%	Houses of Worship	72%
Office Buildings & Suites	86%	Hospitals/Nursing Homes	51%
Banks	45%	Libraries/Museums	46%
Retail Business	90%	Schools (K-12)	65%
Restaurant/Foodservice	76%	Colleges/Universities	42%
Hotels/Motels/Resorts	62%	Utilities	44%
Fortune 1000 Companies	39%	Airports	19%
Entertainment/Sporting Facilities	41%	Government (State/Local)	58%
Multinational Companies	25%	Government (Homeland Sec.)	28%
Gaming/Casinos	12%	Government (Defense)	20%

As a trade association the NBFAA represents, promotes and supports the industry through a federation of chapters, empowering members to grow their business. The NBFAA has five mission components:

- Education and training
- Government Relations
- Industry Affairs
- Public Relations
- Standards Development

The National Training School is 24 years old. It offers training in classroom and online formats. NTS has trained more than 30,000 students and has certified more than 5,000. NTS delivers the classroom training through the only network of state chapters in the industry, as well as directly in states where there is no chapter. The NBFAA also has an apprenticeship program federally approved and recog-

nized by the U.S. Department of Labor Office of Apprenticeship (OA). Several chapters will be implementing the program in their states.

The four year program includes more than 700 hours of on-line training. It will be a powerful tool in efforts of workforce development by providing a career path into, and through, the industry for new and existing technicians.

In 2007, NBFAA and the Central Station Alarm Association partnered to host the only educational conference and expo for the industry that is **owned** by the industry. Next year, the event will take place in Pittsburgh, PA June 14th – 26th.

It is extremely important to the industry that you support, and encourage your colleagues and vendors to support, this event. Because this event is owned by the industry associations, every penny of profit made from it is funneled back into programs and activities that help companies in this industry remain relevant and successful.

The Electronic Security Expo (ESX) offers business focused training for owners, managers, customer service, operations and others. Technology driven training is offered in integration, IP networking and new products to name a few. Additionally ESX offers an expo of over 150 exhibitors.

The second NBFAA mission components is Government Relations...

The NBFAA engages in government relations initiatives at both the state and federal level.

On the state level it provide a monthly report to our chapters and members covering all legislative movement with relevancy to our members.

When a state faces legislation with the potential to impact the industry, the NBFAA lobbyist and government relations team provide assistance whenever and wherever possible.

The NBFAA maintains a relationship with several associations whereby it has committed to sharing government relations activities with each other in a transparent man-

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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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ner, respecting each other's positions and avoiding legislative or regulatory efforts that will impact or divide the group. The participating associations are listed here: BICSI, CEDIA, NSCA, CEA, InfoComm, SBCA, SIA, NBFSA.

On the federal level, government relations initiatives include the recent creation of a PAC and the recent inclusion of language that the NBFSA had introduced in a bill in 2008. This language has now found its way to the American Recovery and Reinvestment Act of 2009 (aka the \$825B stimulus package).

It allows for \$20B in grants for the modernization, renovation and repair of public schools and colleges, part of which can be used to comply with fire and safety codes including the professional installation of fire/life safety alarm systems.

Several of our initiatives remain focused on legislation related to Fire/Life Safety including the Long Term Care Life Safety Act; the Residential CO Poisoning Prevention Act; and the Medicare Remote Monitoring.

Other federal initiatives include a grant program to fund the purchase of video surveillance systems by local government; a federal background check bill which directs the attorney general to establish a system of background checks for the industry; and the annual Day on Capitol Hill during which our members from around the country gather to meet with their respective congresspersons.

This is a powerful opportunity to educate legislators about our industry and all members are encouraged to join us next year on April 28 and 29 **in Washington D.C.**

The Industry Affairs committee addresses environmental changes and their impact on the industry. Subject matter experts compile information and keep chapters and members informed and advised of the best way to position themselves to embrace these changes.

One of the issues currently being considered relates to the future of alarm communications. The second largest phone company today plans to do away with traditional phone lines within seven years as it moves to carry all calls over the internet. This has the potential to create issues with existing fire codes and cause the need to retrofit legacy systems.

Another issue currently being considered is the legislative requirement for video surveillance in certain occupancy classifications and the minimum specifications the systems should meet.

There are several initiatives under the public relations mission that will gain positive exposure for the industry. The First Line of Defense Award brings national exposure to a company with a great story to share and goes a long way to exhibit the value of the systems we install and monitor by using real life people in real life situations. The Youth Scholarship program works to build goodwill between our industry and public safety.

The NBFSA has several Public Relations resource guides to help members and chapters deal effectively with the media.

Under the fifth and final mission component the NBFSA provides members with information on the status of current and evolving standards and serves as an industry expert and advisor in the creation and

"The second largest phone company today plans to do away with traditional phone lines within seven years as it moves to carry all calls over the internet."

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on-going development of standards. In addition to being an ANSI accredited standard-writing organization, the NBFAA has representatives on committees of the National Fire Protection Association (NFPA), International Code Council (ICC), Underwriters Laboratory and Security Industry Standards Council.

Besides the five mission components offered by the NBFAA there is a host of “tangible” benefits including - but definitely not limited to...

- A powerful, collective voice of more than half a million people
- Peer interaction with other individuals in the industry may be the most valuable business and career benefit of all.
- Members receive exclusive discounts from our variety of Affinity partners and Associate Members.
- Approximately 5,200 leads are given to members each year from consumers phoning our national office looking for a security solutions provider and this doesn't include the many consumers that find our members on our website instead of calling the office
- Members profess that in a competitive situation, consumers prefer to do business with a member of the National and Burglar Alarm Association

One of the most important things we can tell you about your NBFAA membership is that while you are busy keeping an eye on your company, keeping sales coming in, getting jobs completed and managing employees and operations, NBFAA has a host of staff and volunteers with their ear to the wind and their eyes on the horizon to

make sure that we let you know when something is happening in your environment. And we give advice and direction to help you best position your business to take advantage of the opportunities or to brace for the storm whatever the case may be.

And if you haven't already gotten a quote from Security America you could be leaving hundreds if not thousands of dollars on the table every year! We have more than 700 members that are currently saving money every year by taking advantage of this general liability/errors and omissions insurance program created specifically for NBFAA members – by NBFAA members.

In answer to the need of companies in the industry to connect with highly qualified individuals, NBFAA has implemented a multi-level approach to “filling the labor pool”. In addition to turning out trained employees through the National Training School and the Apprenticeship program, the NBFAA is working in conjunction with our chartered chapters, to create a network of volunteers and association staff to spread the word to students of educational institutions across the country about our industry.

Lastly, we created The Security Industry Recruiting Center in partnership with CSAA as a tool to allow those individuals looking for a career in the electronic security industry to connect with employers who are seeking new employees. I encourage all of you to take advantage of this resource by visiting alarm.org and clicking on the Security Industry Recruiting Center link.

“NBFAA has a host of staff and volunteers with their ear to the wind and their eyes on the horizon...”

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

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 & EDUCATION — THE DATES & TIMES

"Advanced Burglar Alarm Technician" This class will be scheduled when we have 20 persons interested in taking the class.
Wednesday - Friday, September 23 -- 25, 2009 8AM – 5PM "Level I Alarm Technician" ADS Training Room, 1111 Church Road, Aurora, IL (ALL SESSIONS MANDATORY...ROOM OPENS AT 7:30AM...NO ADMITTANCE AFTER 8 AM)
"Video System Technologies" This class will be scheduled when we have 20 persons interested in taking the class.
Thursday -- Friday, October 15 - 16, 2009 8AM – 5PM "FIRE ALARM INSTALLATION METHODS CERTIFICATION" ADI Training Room, 509 Busse Rd, Elk Grove Village, IL (847) 439-9350 (ALL SESSIONS MANDATORY...ROOM OPENS AT 7:30AM...NO ADMITTANCE AFTER 8 AM)
FOR FEES AND REGISTRATION VISIT http://iesa.net/training.php



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

General Liability/E&O Insurance

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

Financial Services

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

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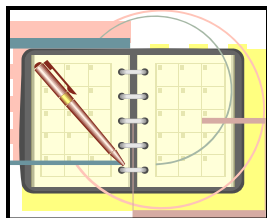
IESA EVENTS

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



DATE	EVENT	LOCATION
August 12, 2009	Take Me Out to the Ball Game!	Kane County Cougars
September 9, 2009	Membership Meeting	Holiday Inn — Elk Grove Village
November 11, 2009	Annual Membership Meeting and Election Night	



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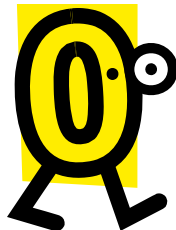
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The objectives of the IESA are:

1. To promote mutual interests of the electrical protection industry.
2. To foster cordial relations among the members.
3. To use all lawful means as a medium for exchange and dissemination to members and the public, of information applicable to the field of Burglar and Fire Alarms, closed circuit TV and all other electronic security services.
4. To be guided always by a spirit of justice and honor in all business activities and that all members observe the Association code of ethics at all times.
5. Through cooperative effort, to engage in or conduct lawful activities which benefit the interests of the Electronic Security Industry.

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