

The HANDSHAKE

Volume 71 / April 2008 / Issue 4



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A Word From Your President

By Mary Galloway

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By Bob Neely

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Honoring Glen Mowrey

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Pierre Bellemare: 2007 AAF MVP



important person in the association: the Most Valuable Person. And each year, the announcement of the esteemed colleague is one of the most exciting moments of the convention.

The MVP award is the highest honor the association's voting members can bestow upon their peers. The award goes out to a member who is an outstanding industry contributor. The MVP has supported the programs and missions of the Alarm Association, and the alarm industry in general without regard for personal gain.

This past March, in the Wyndham Resort Hotel in Orlando, members came together to present an award that surely was past-due. Honoring decades of service, dedication and professionalism, Alarm Association members voted last month to elect Pierre Bellemare as the AAF 2007 MVP.

Every year at the annual Alarm Association Convention and Trade Show, the association's voting members file secret paper ballots and honor one of their own as the most

Continued on Pg. 18

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A Word From Your President

by Mary Galloway



Merriam Webster defines "Unity" as - continuity without deviation or change (as in purpose or action)

I started my presidency with one word: "Journey". I talked about how my journey into this industry started, the people who helped me along the way and my plans for the future. That journey has continued over the past year and turned into one heck of a roller coaster ride. Instead of long and winding roads there have been ups and downs that have made me laugh, cry and scream, but looking back I wouldn't have changed my decision to accept that ticket to ride. It has been above all else a learning experience.

I am starting out this second term as your president with a new word: Unity. One of the things that I have learned over this last year is that this association is based on one thing and that is unity. It is not always evident, but it is always there. Recently, we had quite a lively convention and general assembly where some members brought concerns and deficiencies of the association to light. It took many of us by surprise, but when the dust had settled we realized one thing: the unity of this association will see us through.

the appropriate people usually ends in rumor, innuendo, assumptions, dissention, not positive change. This is a disservice to your elected representatives that serve as your board, Executive Director and the office staff who are all working hard for you. They all deserve better than that. To improve communications the AAF will be rolling out a new program this year. We will be utilizing a new service that will involve email notifications, surveys and alerts for our members. I am excited about the potential of this service and I am looking forward to more rounded input from the full membership.

Why? Because the current board members are unified by the desire to keep the best interest of the association, our members and our chosen profession as our main goal. We have not been standing still. We are already taking steps to rectify the deficiencies and address the concerns. We will unite to make the association better.

The experience also reinforced my belief about the importance of communication. If a member has a concern they must step up and express the concern to the Board or Executive Director. To speak about your concerns to others and not go to

This association is made up of a group of determined and committed individuals. From the board to the Executive Director to the office staff to active members, they give their all. For some it is their career and for the others it is a passion, a desire to give back and participate in this multifaceted low voltage profession. The realist in me realizes that some are involved for more personal reasons, but the optimist in me hopes that the intent is not personal gain, but if there is personal gain it is just a by-product of their efforts. Each and everyone who steps up to the plate, I commend you. The unity of the association will insure that we persevere and that the hopes and plans of the current board are realized.

Mary Galloway - President
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From The Director's Chair

by Bob Neely, Executive Director



"Patriotism is supporting your country all the time, and your government when it deserves it." Mark Twain - American Author, Humorist 1835-1910

The reason that I begin this column with Mark Twain's governmental quote is that in January I wrote to you about a city that decided to go into the alarm business. I also mentioned at that time that I would keep you posted as to the result. Well so far that city has only begun the process of registering alarms. To date no signals have been generated that we know of. It looks like this will be a long process for them (which by the way we mentioned to them at our initial meetings with them).

I happen to know from experience that you can successfully grow another set of teeth before you actually complete an alarm hookup through municipal government. Of course the other reason that I use this quote is that someone in Tallahassee has decided to devalue our industry by wrecking havoc on your service contracts with your alarm subscribers. They basically want the original term of the contract to expire and then have the contract default to a 'month-to-month' renewal with you advising the customer within each time cycle that they need to renew. Sounds like fun doesn't it?

Now besides telling you how many gallons you use to flush, how much military toilet seats and hammers must cost and how many snail darters are required for each wetland area, they are going to tell you your company has no value any more for resale. Too bad you worked to build the company's value for the last thirty years and now your retirement has just gone south through no fault of your own.

Look, I am as patriotic as the next guy and I always believe in what my country stands for. However I am just not comfortable with another politician passing 'another set of laws' that is supposed to protect me from my customers or my customers from me. Every time government inserts themselves into the free market relationship between you and your customer through the legislative process they change the equation and end up passing a series of 'laws of unintended consequences'.

What happens when the customer doesn't pay and you stop monitoring at 11:59:59? And at 12:01 you don't dispatch when the fire breaks out?

And your customer says "But I meant to send you the check!" or "It's in the mail!" Or better still, your customer was in Europe and the payment did not arrive so you dispatch and the house is seriously damaged anyway and YOUR liability carrier asks "Do you have a current contract with this subscriber?" Are YOU covered? What happens to the subscriber insurance discount?

I love government when they do what they do best. This is NOT what they do best. Right now they are keeping your lobbyist in new shoes each week because he wears the soles out chasing these nutty ideas. We'll keep you posted. Please send your contributions to the 'Florida AlarmPac' today.

Bob Neely - Executive Director
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What Is It?



**Think you are an
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**Think you could beat a
6th grader?**

**Try your hand at this and
let's have some fun!**

**NEW CONTEST FOR
MEMBERS ONLY**

What Is It?

Each month we will publish a picture of an item relating to the alarm industry in some way. The first person to email the correct answer to Mr. Neely at breelv@fla-alarms.org will win a Tane5 LED Bulb.

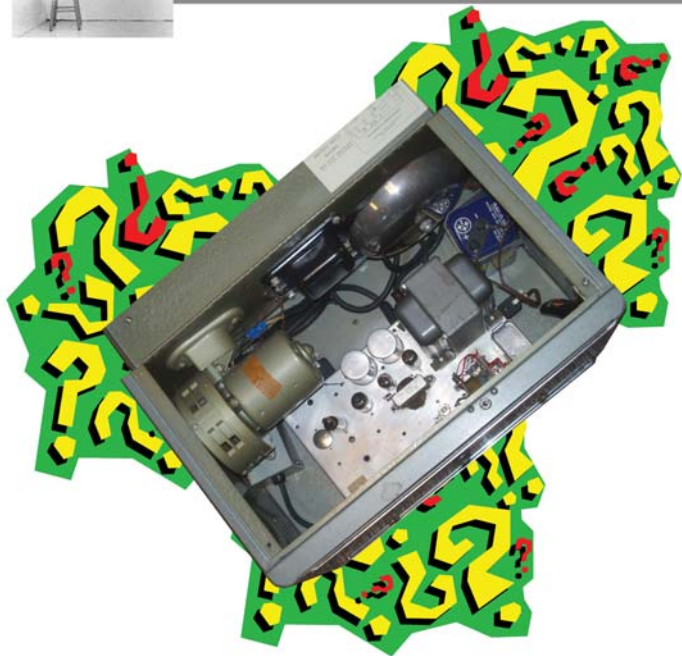
RULES, RULES AND MORE RULES, Here they are:

1. Guess what the picture is of.
2. Provide a detailed description of the item, product, or service, depicted in the picture
3. Provide a description of what the item did, does, or is supposed to do.
4. Email the answer to Bob Neely. First correct answer wins. Due to latency in email services, emails within 5 minutes of the time stamp shall be considered to be concurrent. The most complete email description will be judged the winner
5. Any email containing derogatory comments about the photo or anything related to the photo will be automatically disqualified regardless of accuracy.
6. One win per member company per calendar year.
7. Only member companies may participate, although any member of that company may attempt an answer.
8. The picture will be published each month in The Handshake. Due to delivery delays, the photo will also be published on the website the day of, the day before, or the day after the mailing of The Handshake. you will not be notified. Check the website regularly or wait to receive The Handshake in the mail.

?? ??



What is it?



Complete contest rules are available at www.fla-alarms.org
or you can call the AAF office at 954-748-7779 for further details.

Convention



(L to R): Michael Green, DBPR Unlicensed Activity Administrator, Anthony B. Spivey, electrical contractors' licensing board executive director, and Bill Zeller of Melton Security and Sound.



(L to R): Robert Ireland, AAF Vice President, and AAF President Mary Galloway.



Above (L to R): Robert Worthy, Roy Pollack, Mary Galloway, Nanaette Villanueva, Amelia Carey, Ron Toole, Andrew Nelson, and Norm Mugford smile for the camera as the AAF presents its annual scholarship awards.

Right: Convention goes mingle in Orlando's Wyndham Hotel.



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Above (L to R): Charles Masher and Mike Mahoney at the hospitality suite sponsored by Security Networks and Marlin Central Station.



Above: Robert Worthy announces that Sharon Legare is the winner of the AAF 2008 Convention raffle prize: a 42-inch, high definition, plasma screen television and home theater system (pictured below). The raffle was sponsored by Southeast Security Products, Proficient Audio Systems, TOTE Vision, Elk Products, and OMNImount.



Above (L to R): Mary Kenna, Erin Cavanaugh, Marissa Chuckaree, Linda Neely and Bob Neely gather together for a shot of the AAF staff.



The AAF sends a special thanks to all who attended this year's convention. The weekend event was a smashing success thanks to your participation. We hope to see you next year.

License Renewal

The deadline for license renewal is coming soon. All licensed contractors must complete a full 14-hours of continued education by August 31, 2008, or the state will consider your license status deficient. Contractors who ignore the continued education requirements and do not come into compliance will be considered unlicensed by the state. Don't let that happen to you.

The AAF is holding the continuing education classes for Electrical License qualifiers in 15 major cities. The classes are in two-day segments. The first day is the technical day, with a three-hour class in the morning and a four-hour class in the afternoon. On Day two, the Business, Work Comp and Safety class is in the morning, and the Advanced Module and two-hour False Alarm reduction class is in the afternoon.

Attending both days will give the license qualifier the full required 14 hours. Or the qualifier may take any segments

that they need to complete their requirements.

All the AAF courses are approved by the Electrical Contractors and Licensing Board and will be uploaded to the state, as per the law. Don't let your license go into deficient status, or even worse, into a status of non-renewal. Be sure you complete the full required 14 hours of continuing education from an ECLB-approved provider.

The ECLB requirements are: 7 Technical hours; 1 Business hour; 1 hour of Workers Comp; 1 Safety hour; 1 Advanced Module Fla Build Code hour; 2 False Alarm Reduction hours; and one of any of the above for a total of 14 hours. If you have had your license less than two years you need to take seven hours of training.

Go to our web site to view the complete schedule and dates: www.flc-alarms.org or call 800-899-2099.

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IP Connectivity Solutions

ADI, a leading global wholesale distributor of security and low voltage products, in March announced an agreement with D-Link Systems to offer dealers IP connectivity solutions for residential and small business applications. These products will help dealers provide completely networked environments, and offer remote maintenance, monitoring and control of security systems.

With D-Link® IP connectivity solutions, dealers can build a robust network infrastructure to connect multiple devices including DVRs, cameras and intercoms to the Internet. These products easily connect and supply power to devices located throughout the home or office, eliminating the need to be placed near a power outlet or for additional wiring. IP convergence technology allows the security devices to be connected over a LAN or WAN, offering customers remote access to their security systems over the Internet. Business and homeowners will

experience improved reliability by being able to monitor and control their security systems from anywhere in the world.

"We are pleased to offer our IP networking solutions through ADI, adding value and our expertise to ADI's large and established dealer base," said Tom Paterniti, VP of distribution and business development for D-Link Systems, Inc. "As video surveillance, access control and intrusion systems migrate to IP over Ethernet, we are positioned to help dealers embrace this new technology and build strong, networked security environments."

The full line of D-Link security network hardware available through ADI includes Power over Ethernet (POE) enabled switches, commercial grade indoor and outdoor Wi-Fi networking, digital media and broadband routers, as well as Internet cameras. These D-Link products are all IEEE Compliant and interoperable to work with other platforms.

Networking at ADI. "D-Link's products are a perfect addition to ADI's comprehensive security IP product offering."

D-Link is a global leader in connectivity for small, medium and large enterprise business networking. The company is an award-winning designer, developer and manufacturer of networking, broadband, digital electronics, voice, data and video communications solutions for the digital home. Small Office/Home Office (SOHO), Small to Medium Business (SMB), and Workgroup to Enterprise environments. With millions of networking and connectivity products manufactured and shipped, D-Link is a dominant market participant and price and performance leader in the networking and communications market. D-Link Systems, Inc. headquarters are located at 17595 Mt. Herrmann Street, Fountain Valley, Calif., 92708. Phone (800) 326-1688 or (714) 885-6000; FAX (866) 743-4905; Internet www.dlink.com.



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"With more and more organizations using network-based security systems, it's important for ADI to provide dealers with a strong set of connectivity solutions," said Erik Bertel, product manager for IP


ADI is a leading global wholesale distributor of security and low voltage products, with over 200 branch locations in the U.S., Canada, Puerto Rico, Europe, and India. ADI solutions include intrusion, fire, CCTV, IP networking, access, A/V, tools and hardware, home solutions, and wire and cable. For more information about ADI, visit <http://www.adilink.com>.

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Pierre Bellemare: 2008 AAF MVP

Continued from Cover

Pierre has been a member of the low-voltage profession since he started Safeguard Security Systems of America back in 1974. Most recently, Pierre has served the alarm industry as one of two alarm contractors on the state's eleven-member Electrical Contractors Licensing Board, a position he has held since 2001. He has served as chairman this year.

Considering Pierre has been in the industry since 1974 and an AAF member for three decades now – including a stint as a board member from 1980 to 1996 and as president from 1994 to 95 – some say the recognition has been a long time coming.

Pierre first jumped into the alarm industry when he and three others invested in Safeguard Security Systems. Within three months, Pierre had bought out his partners and was in it by himself. He designed a small alarm system for mobile homes that worked off two 9-volt batteries and simple electronics store equipment, which helped his new business flourish. Soon after, Bill Pressley of Suncoast showed him a

Napco Tape Diater and he was in the monitoring business.

Then, in 1978, Pierre joined the Alarm Association of Florida. Since, he has seen the inception of state licensing and has dealt with issues from FASA/BASA to the Journeyman issue. Pierre said he has stayed in the association all these years because

recognition he deserves. After the AAF Board of Directors and staff were presented their formal certificates, Alan Higgins of ADI, the MVP sponsor for years, walked to the podium and made the auspicious announcement that had been so eagerly anticipated. Pierre was the 2008 MVP.

For the man who came from Canada to the United States back in 1960 not knowing a word of English, the award is a great honor.

"I was very, very surprised and I consider it quite an honor," Pierre said. "It really made me feel good."

Congratulations and best wishes to Pierre Bellemare for the outstanding service he has donated to our members, the state of Florida and to his



Pictured left to right: Alan Higgins, Pierre Bellemare, his wife Linda, daughter-in-law Kim Stober and son David Stober.

of its importance.

"The Association is the number one source for knowledge in what's going on in this business," he said.

Finally, at last month's Alarm Association of Florida Annual Convention, Pierre received the

community. Thank you Pierre!


Also, a special thanks to ADI, which sponsored this year's MVP Award.

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Glen Mowrey: 2008 Outstanding Service Award

The North Carolina Association of Chiefs of Police (NCACP) has awarded Glen Mowrey the 2008 Outstanding Service Award, the Security Industry Alarm Association (SIAC) announced last month. To be considered for the NCACP Outstanding Service Award, candidates must have made significant contributions to the association and to law enforcement as a whole. The award was presented at the North Carolina Association of Chiefs of Police Annual Conference in Asheville, North Carolina.

"It is my sincere pleasure to accept this award from the NCACP. It was a wonderful surprise" said Mowrey, SIAC National Law Enforcement Liaison. "Through my work with law enforcement agencies in North Carolina and across the United States, I am continually impressed with the leadership in our police departments."

"The dedication and problem-solving efforts of the officers and staffs is exemplary in dealing with quality of life issues and providing for safer communities."

Mowrey has been a willing helper to numerous law enforcement agencies, said Don Fisher, NCACP President.

"Glen Mowrey is the first non-active chief of police to receive this award in our 32-year history," Fisher said. "Glen gives willingly of his time to help any law enforcement agency and is known nationwide for his many valuable efforts. This award could not have gone to a more deserving person."

Conference site selection committee, assisted the conference planning committee, and was the point-of-contact for the entire conference. Mowrey has also been active with the NCACP, offering logistical support during nearly every conference over the last 20 years.



Pictured left to right: Chief Don Fisher, President, NCACP; Chief John Hodges, President-Elect, NCACP; Glen Mowrey, SIAC National Law Enforcement Liaison; Ken Gill, CEO, CPI Security Systems; John Shockness, Customer Service Manager, CPI Security Systems.

A retired Charlotte-Mecklenburg, NC, Deputy Police Chief, Mowrey was presented with the award primarily due to his collaboration between the International Association of Chiefs of Police (IACP) and the NCACP. Mowrey headed the 2008 NCACP Annual

Additionally, Mowrey was cited for his family Christmas drive, which he created over 30 years ago in Charlotte, NC. While an active police officer, he started the program to help underprivileged families during the holiday season. Last year, the program helped over 700 families. The event is now supported by the Charlotte-Mecklenburg Police Department, the Charlotte Fire Dept. and community groups.

"It is not just one thing that set Glen apart from the other nominees, but it was a combination of things," Fisher said. "He never turns down an agency or a chief with a need or concern, and this award is well past due."

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