

The HANDSHAKE

Volume 69/ February 2008 / Issue 2



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AAE CONVENTION ISSUE - GET YOUR CE'S

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CEU's for Public Safety

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AAF MVP Award
AIFP Scholarship Awards
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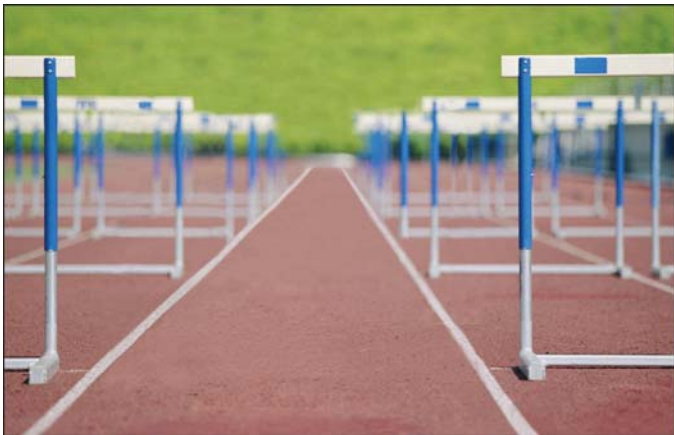
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A Word From Your President

by Mary Galloway



Indifference - n. 1: the quality, state, or fact of being indifferent, 2b: absence of compulsion to or toward one thing or another

For those of you who know me, you understand that I do things whole heartedly. Pouring my energy and soul into a project is a common occurrence. I have never thought about the role indifference plays in my life. Never thought about whether it was a positive or negative. I have never thought about the impact that it could have - that is, until now.

Recently I have noticed more than enough indifference in our chosen profession. I use the word chosen because that is exactly what you have done. Whether you like it or not you have chosen a career path that is related to the low voltage profession. What happens affects your day-to-day existence. So what can you do about it?

You have already taken the first step by joining this association. So if you haven't yet, it's time to take the next step. Register today to attend the AAF convention. Get involved! Voice your opinion at the General Assembly. Join a committee. Go to your regional meeting. Do any of the above. Just do something!

I hope to see everyone at the convention. This year we have added public safety education to the classes offered during the convention. The False Alarm Reduction Association (FARA) has developed a comprehensive, interactive two-day training course to teach you how to design, adopt, fund and implement a successful false alarm reduction program for your agency or company. You will learn the vital skills necessary to handle your false alarm problems. Whether you are new to the job or well established, you'll take home numerous ideas, imaginative solutions and best practices that you can put into use the very next day. This course is available to all AAF members. Course dates are March 12th and 13th at the Orange County Convention Center. Registration forms are available at www.faraonline.org/html/regionaltrainng.asp.

We are also offering a four-day educational event in conjunction with Florida Fire Marshal and Inspector Association (FFMIA). This event is specifically for our colleagues involved in public safety. Registration

information is available at www.ffmia.org.

If you are a license holder don't forget to sign up for the 14 CE hours being offered by the AAF during the convention. After all, 2008 is a renewal year! Be sure to check out the educational opportunities available from EHX. There will be more than 100 free manufacturer-direct training sessions. They also have one and two-day workshops available. Visit www.ehxweb.com for details.

As you can see there is a lot going on this year. Make your plans now to attend!

Mary Galloway - President
Alarm Association of Florida, Inc.
regmhg@earthlink.net

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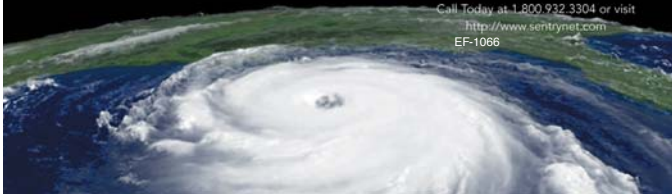


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From The Director's Chair

by Bob Neely, Executive Director



"Do what you can, with what you have, where you are."

- Theodore Roosevelt 1858-1919 American President and Author

Yes, yes I know all of you were waiting with bated breath for the outcomes of my previous stories. Last month I related to you how the Grinch stole Christmas with one municipality going into the alarm business and Tallahassee talking away our electrical board.

Well I solemnly promise to relate the results of those stories when they happen. As it turns out, so far nothing has happened in either venue other than a couple of small meetings to discuss the ideas. But rest assured the Grinch has not gone away even though the holiday season has.

So, on to other important issues. The convention! It is next month March 12-15, 2008. You will need to hustle at this point to register for the show and classes and also to secure your hotel accommodations. The reason of course is that this meeting will be jam packed with more than 350 vendors with some spectacular products.

Also, as a reminder, this is your license renewal year and you need the CE's and this is the place to

obtain them all. We have all the necessary hours for you to renew and also the classes are designed to NOT interfere with your show hours. Combine that with a magnificent 36 acre resort hotel and you have the perfect tax write off storm.

The one thing I hear frequently is that dealers somehow think they cannot be away from their businesses for more than 24 hours or the earth will suddenly go flat. Not true. Most of the folks you work with understand the importance of occasionally being away from the business. If you explain to them what is needed to prepare and cover for this type of event you will be surprised how helpful they can be.

The real mission here is to convince yourself in your own mind that you not only need to do this, you HAVE to do this. It is important for your peace of mind and your technical advancement personally and professionally. You will find the necessary forms for the show and classes in this issue. You can also pick them up on line at www.flaa-alarms.org along with a list of area hotels. The hotel issue is larger this year than others because of four major conventions being in Orlando at the same time. So make your room reservations early regardless of location.

Also FYI we have scheduled a number of classes for the professionals in public safety law enforcement and fire. If you know of anyone in those trades who can use some training time that will be well worth their while please have them register for their classes as well. We have some of the best instructors in Florida for their subjects and material.

I always appreciate the support that so many members show the AAF by participating in these major events. It is reassuring to know the members care about their business and this industry. I look forward to seeing as many of you as possible at this next show. Do yourself a favor and register. You won't regret it.

Bob Neely - Executive Director
Alarm Association of Florida, Inc.
bneely@flaa-alarms.org

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What Is It?



**Think you are an
alarm whiz?**

**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 bneely@fla-alarms.org will win a \$25 gift certificate to be used as explained below.

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. Gift certificate good only on the following years' dues or for a training class within 12 months of the date of the award.
9. The picture will be published each month in The Handshake. Due to delivery delays, the photo will also be published on the web site the day of, the day before, or the day after the mailing of The Handshake. You will not be notified. Check the web 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.**

AMPS Sunset

February 18th marks the beginning of a new era. On this day, the nationwide network that launched the U.S. wireless industry back in 1983 ends and gives way to the dominant digital age.

The Federal Communications Commission decided in 2002 to no longer require carriers to support AMPS (Advanced Mobile Phone Service) service after Feb. 18th, which means they can shut down analog networks, potentially leaving many alarm systems, cell phones and automotive guidance systems unconnected.

What does this mean for the alarm industry? According to the FCC, about 1 million of 26 million installed alarm systems use analog radio equipment. Wireless alarm systems installed before Spring 2006 generally use analog equipment, the FCC says.

On the home alarm side, somewhere in the neighborhood of 400,000 systems may still use analog service, said Lou Fiore, chairman of the Alarm Industry Communications Committee. In most of those systems, the wireless link to the alarm center is a backup to the landline. But some homes lack a landline, so the wireless link is the only connection to the outside world. And when the analogue signal dies, so will the back up lines.

A dead backup system means that if a phone line has been cut, or if a

hurricane has knocked out phone lines, the system will be inoperable.

"Some systems are going to shut down that day and some are going to shut down in a matter of days or weeks," Fiore said.

Last June, the FCC denied a petition filed by the Central Station Alarm Association, an alarm industry group and parent company of the AICC, that would have granted a two-year extension of the requirement that cellular licensees provide analog service to subscribers and roamers whose equipment conforms to the AMPS standard.

The FCC said enough time has passed and there was no reason for further delay. Also, digital networks are a much better use of the airwaves, carrying about 16 times more traffic than analog, the FCC said. However, as part of the same ruling, cellular licensees were mandated to notify analog-only subscribers of their intent to convert to digital, and also directed its Consumer and Governmental Affairs Bureau - in conjunction with the Wireless Telecommunications Bureau - to create a public information campaign so no one would be left in the dark after the change.

Fiore said most companies have notified their customers and have a plan to address the problem, but some have been unaware of the change.

"We did our best to let everybody know," Fiore said. "I think the majority have been changed out but there is no way of knowing how many radios are still going to be in service. I have heard estimates of 400,000 but my gut feeling is it will be less than that."

Many systems will beep to notify a customer that the backup has gone down or send a call in to a central station, Fiore said. However, he added, there is no way to know how many will send a false alarm signal.

According to the FCC, most alarm companies are contacting their affected customers by letter, bill insert, or telephone to arrange for replacement installation of a digital alarm radio. If you believe your alarm system relies on an analog wireless radio and you haven't heard from your alarm company, or if you're unsure about what type of alarm system you have, contact the company to determine your options for maintaining service.

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Chuck Akers
Executive Director

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Convention Welcome

This is a License renewal year. All Electrical License qualifiers **MUST** renew their license by August 31, 2008.

The continuing education requirements **MUST** be met before the license can be renewed. And only classes taken from an ECLB approved training provider will count towards license renewal.

ECLB ce requirements:

- 7-hours Technical
- 1-hour Business
- 1-hour Safety
- 1-hour Workers Comp
- 1-hour advanced module for Florida Building Code 2hours False alarm reduction [if the license qualifier is doing alarms,]
- 1-hour of any of the above for a total of 14 hours.

Reminder: the ECLB has specific requirements, not just 14hours. The last renewal year the AAF received several calls from license qualifiers that took ce classes from other providers, only to find out the courses were not approved by the ECLB but another state board. The License qualifier then had to take classes again.

All training providers must upload to the State the Ce credits within 30 days. You as the license holder should check your license page. After you have taken a ce course; Go to www.myfloridalicense.com Go to: View Continuing Ed: put in your pin, and you can see what ce credits you have obtained.

The AAF will have the full 14hour Ce credits at the EHX Expo, in Orlando March 12, 13, 14 and 15, 2008. The cost includes the full 14 hours, the entrance to the EHX Expo [national low voltage trade show] and the AAF convention awards dinner. See attached registration form for courses and times.

The AAF will also teach the CE classes for license holders in each major city. [15 cities] so check the training schedule on our web site www.flc-alarms.org All classes are taught in segments so you can attend all 14 hours or the classes you are still missing.

The AAF looks forward to seeing the license holders at our classes.

Dear AAF Member:

The Alarm Association of Florida will once again co-locate its annual convention with the upcoming Electronic House Expo (EHX), March 13-15, 2008 at the Orange County Convention Center. This will mark our 38th annual convention and will be an extraordinary event. The AAF Convention Committee has once again been hard at work planning many educational, social and networking opportunities for our members. Event registration for the convention will include an automatic EHX registration and access to all AAF events, including the Hospitality Suite and the signature President's Reception and AAF Awards Banquet at the Wyndham Orlando Resort. Don't miss the chance to join in the fellowship of the convention and the educational opportunities.

2008 is a renewal year for license holders and the convention is your one stop shop! Make sure you register for the CE License Holder Classes at the Orlando Convention Center.

The EHX Spring 2008 show will draw 11,000 attendees, 350-plus exhibitors and will provide hundreds of hours of training for custom electronics professionals. Thousands of innovative products from the nation's leading manufacturers will be on display. The AAF will once again host the Security Pavilion and have a booth to welcome our convention attendees and highlight the raffle prize for the AIFF scholarship fund.

The AAF will be headquartered at the Wyndham Resort, 8001 International Drive, Orlando, FL 32819. Reservations can be made by contacting the Wyndham Resort directly at 407-351-2420 and mention the EHX rate of \$132 plus tax. There are several other area hotels that are also available at special EHX rates. For more information on these hotels visit www.ehxweb.com.

If you didn't make last year's convention you missed a great time and a great business opportunity. Don't miss out this year! Make your plans now to attend.

Sincerely,

Mary Hardy Galloway - President
Alarm Association of Florida, Inc.
1802 N University Drive #329
Plantation, FL 33322-4115
PH 954-748-7779

Registration



Convention Registration Form

March 12, 13, 14 & 15th, 2008

Name: _____ Company: _____
Guest: _____ Guest: _____
Address: _____ City, State Zip: _____
Phone: _____ Fax: _____ Email: _____

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	Prior to Jan 10th	Late	Prior to Jan 10th	Late
AAF 2008 Event Registration	<input type="checkbox"/> \$99.00	<input type="checkbox"/> \$159.00	<input type="checkbox"/> \$279.00	<input type="checkbox"/> \$349.00
AAF 2008 Class Registration	<input type="checkbox"/> \$150.00	<input type="checkbox"/> \$179.00	<input type="checkbox"/> \$299.00	<input type="checkbox"/> \$369.00
Combo	<input type="checkbox"/> \$249.00	<input type="checkbox"/> \$338.00	<input type="checkbox"/> \$578.00	<input type="checkbox"/> \$718.00

Event registration includes access to all AAF events and registration to the EHX. Class Registration includes access to all AAF classes and registration to the EHX. You must indicate which events you are registering to attend. If you do not register for a specific AAF event, access to that event will not be granted. Please indicate which events you want to attend.

Wednesday March 12, 2008

CE Classes for Electrical/Alarm License Holders

- 9am to Noon – Orange County Convention Center – Florida Fire Alarm Requirements, course #ECLB 1512 3HR CE
- 1pm to 5pm – Orange County Convention Center – New Fire Prevention Codes, course #ECLB 0006978 4HR CE

Thursday March 13, 2008

CE Classes for Electrical/Alarm License Holders

- 8am to 10am – Orange County Convention Center - False Alarm Reduction and Advanced Code, course #ECLB7583/7279

Friday March 14, 2008

CE Classes for Electrical/Alarm License Holders

- 8am to 10am – Orange County Convention Center - Safety and Workers Comp (Part 1 of 2)*, course #ECLB0001515

Presidents Reception

- 7pm to 8pm – Wyndham Orlando Resort

MVP & Awards Banquet

- 8pm to 10pm – Wyndham Orlando Resort

Saturday March 15, 2008

CE Classes for Electrical/Alarm License Holders

- 10am to 12 Noon – Orange County Convention Center - Business Practices @ the General Assembly (Parts 2 of 2)*, course #ECLB0001515

* Both courses on Friday and Saturday must be attended to receive credit for course #ECLB0001515

Payment Method: American Express Visa MasterCard Discover Check Enclosed
Credit Card Number: _____ Exp Date: _____
Name as it appears on the card: _____
Signature: _____ Total: \$ _____

Please complete this form and return it to: AAF Convention Registration, Alarm Association of Florida, 1802 North University Drive #328, Plantation, FL 33322 or Fax 954-748-4749 or email info@fla-alarm.org. For more information about the AAF convention, please call the AAF office at 800-899-2099 or check out our website at www.fla-alarm.org. **Cancellations** received on or 30 days prior to February 6, 2008 are subject to a \$50 service charge. Cancellations must be received in writing before a refund can be processed. Cancellations after February 7, 2008 (30 days prior to the start of the AAF Convention) and "no shows" are subject to full registration fee. No refunds will be made until after the event. Classes and events are subject to change without notice.

Electronic House Expo
EHX
Spring 2008

Conference
March 11-15, 2008

Expo
March 13-15, 2008

Orange County Convention Center
Orlando, Florida



Attend THE event for the custom electronics industry!



EHX Spring 2008 will be better than ever!

- ▶ See and learn about **NEW PRODUCTS** - 14 demo rooms, dedicated New Product Showcase on the expo floor, and 300+ exhibitors
- ▶ Unique expo floor pavilions and special events that **define the hottest trends** - including Fiber Optics, Media Centers, Home Healthcare, Custom Gaming, and more
- ▶ Learn from unbiased, veteran instructors giving your team the product, technical and business training specific to CE integration
- ▶ Benefit from a wide selection of **networking opportunities** that connect you with other CE professionals
- ▶ An all-new line up of **100+ FREE Manufacturer-Direct Training Sessions**
- ▶ Completely updated Conference Program - delivered by a team of seasoned industry veterans with our **"No Sales Pitch Policy"**
- ▶ EHX Mixer party and After Hours Concert



Show Floor Highlights

- ▶ Alarm Association of Florida Electronic Security Pavilion
- ▶ Residential Electrical Expo (REX), sponsored by IEC
- ▶ Immersive Gaming Demo Room
- ▶ New Product Showcase
- ▶ Emerging Opportunities Pavilion



Expo Hall & Demo Alley HOURS

Thursday, March 13 • 10:00am - 6:00pm*

Friday, March 14 • 10:00am - 6:00pm*

Saturday, March 15 • 10:00am - 3:00pm*

*Demo Alley opens at 9:00am

Register by February 15 for your **FREE EXPO PLUS PASS** and Best Savings!
www.ehxweb.com • 800-315-1581 • Use Priority Code: ADTRA

Officer Ballots



Please cast your 2008 ballot:

Mary Galloway remains President
Bob Ireland remains Vice-President/President Elect

The nominating committee has placed the following names on the ballot for the calendar year 2008. Other nominations will be accepted from voting members on the floor of the General Assembly. Any persons nominated from the floor should be written in on the spaces provided.

Secretary

Dale Burger Scott Crawley _____

Treasurer

Mike Mahoney Ron Toole _____

Directors at Large (Vote for 3)

E. J. Fleischman Greg Gracer Heather Johnston

Bill Zeller _____ _____

For Absentee Ballots Only: Name: _____

Date: _____ Signature: _____

Notary: _____

FOR ANY ABSENTEE BALLOT TO BE COUNTED MUST BE RETURNED TO THE AAF OFFICE BY 5:00p.m. EASTERN TIME FEBRUARY 29, 2008. – SEND TO:
ATTN: AAF ABSENTEE BALLOT – 1802 N. UNIVERSITY DR. #329, PLANTATION, FL 33322-4115

MVP Award



"MOST VALUABLE PERSON AWARD"
ALARM ASSOCIATION OF FLORIDA - 2008
SPONSORED BY ADI



The highlight of the AAF Convention every year is the "Most Valuable Person" award. This highest honor is bestowed on an individual by AAF voting members and is recognized by their peers as an outstanding industry contributor. The past recipients of the "Most Valuable Person" award are worthy individuals who have supported the programs and mission of the Alarm Association, and the alarm industry in general, without regard for personal gain.

The Alarm Association of Florida legal counsel will tabulate the ballots and these ballots must be forwarded to their office address below. Only one vote per regular company member, alumni member, life member or other member category is permitted. ADI will present the award to the winner at the Awards Banquet during the AAF Annual Convention.

Alarm Association of Florida - 2008
"Most Valuable Person" Nomination Ballot
(Please type or print clearly)

I (Your name) _____ as the designated voting
Representative for _____
(Company name)

would like to nominate _____
(Nominee's name)

(Nominee's company/organization/affiliation)

as the AAF 2008 "Most Valuable Person". My reasons for nominating this person are: *(Please list your reasons.)*

Nominator's
Signature _____

Return by February 22, 2008 to: AAF-MVP C/O Eric Prutsman, Esq., Prutsman & Associates, P.A.,
P.O. Box 10448, Tallahassee, FL 32302-2448 (FAX 850-894-6604) email:
eric@prutsmanlaw.com

(PLEASE NOTE THAT AAF STAFF ARE NOT ELIGIBLE FOR THIS AWARD)

PEOPLE



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Fax: 561-547-1400
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ADI - Clearwater
13150 56th Court
Suite 403
Clearwater, FL 33760
727-573-6900
Fax: 727-573-6902
Email: ad-clearwater@adi-dst.com

ADI - Ft. Myers
12340 Metro Parkway
Ft. Myers, FL 33912
239-561-0200
Fax: 239-561-6506
Email: ad-ft_myers@adi-dst.com

ADI - Jacksonville
3726 Philips Highway #100
Jacksonville, FL 32207
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Fax: 904-998-8954
Email: ad-jacksonville@adi-dst.com

ADI - MacArthur
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305-477-5504
Fax: 305-477-7120
Email: ad-miami_south@adi-dst.com

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Fax: 407-740-5642
Email: ad-orlando@adi-dst.com

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954-377-9819
Fax: 954-379-0370
Email: ad-pompano@adi-dst.com

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Convention Raffle



Win a Hi-Def System

Raffle Tickets on Sale Now!

Available now from any AAF Board Member for \$5.00 each. Tickets can also be purchased on March 13th & 14th at the Electronic House Expo at the AAF Booth # 222D and at the AAF banquet. Drawing to be held Friday, March 14, 2008 at the AAF Banquet at the Wyndham Orlando Resort (8001 International Drive).

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AIFF



For more information on the AIFF scholarship or the AAF Convention, which is held in conjunction with the Electronic House Exposition, visit www.fl-alarms.org or call 954.748.7779



Sponsored by:



All proceeds go to the AIFF scholarship fund.
Winner need not be present to win.

Bulletin Board

The Gilbertson Group joins with SafeyCare's Authorized Partner Program

The Gilbertson Group (TGG), a family-owned systems integration company of Coatesville, PA, has announced its joining with SafeyCare's national Authorized Partner Program. TGG will now offer SafeyCare's security monitoring and emergency response communication services to its customers.

SafeyCare is a new generation in security, demonstrating how traditional alarm monitoring, by itself, is obsolete. Unlike traditional security monitoring, SafeyCare provides clients with immediate access to certified Emergency Medical Technicians (EMT).

SafeyCare customers access a 24-hour-a-day safety and security system by simply pressing a button or calling from anywhere in the world. They gain voice contact with a certified Life & Safety EMT at the SafeyCare Response Center, based in Reading, PA. The highly trained response team – all-certified EMTs – has years of experience working with people needing immediate assistance.

TGG is a systems integration company specializing in physical and electronic security for Mid-Atlantic region customers. The 16-year-old company is family owned and operated along with the help of 45 professionally-trained employees.

To learn how to become a SafeyCare Authorized Partner, call 800-483-0888 or visit www.safeycare.net. For further information on The Gilbertson Group, please visit their website at www.gilbertsongroup.com or call (610) 466-9600.

FIRE-LITE HOSTS FREE FIRE SYSTEMS TRAININGS

Fire-Lite Alarms, part of Honeywell's (NYSE:HON) Life Safety Group, plans to host free local fire alarm systems training courses throughout your area. Dates, locations and descriptions for Fire-Lite classes planned now through June are as follows:

Location	Class Name
2008 Dates	
Birmingham, AL	MiniScan
March 4-6	
Tampa, FL	MiniScan
April 15-17	
Orlando, FL	MiniScan
June 10-12	

MiniScan Academy (3 Days)

A three-day training on Fire-Lite's conventional and addressable fire alarm control panels and voice evacuation systems. Power supply fundamentals, product features, installation methods, programming and troubleshooting are taught through practical hands-on exercises. Installation and configuration of Fire-Lite's IPDACT, a module that enables the transmission of alarms from a fire alarm control panel via any IP network line (i.e. ADSL, cable, Internet), is also covered.

All Fire-Lite courses qualify attendees for various NBFAA (National Burglar and Fire Alarm Association) continuing education credits. Visit www.firelite.com for complete course descriptions, prerequisite information and online registration. Fire-Lite Alarms manufactures fire alarm control panels, annunciators, voice evacuation products and power supplies for commercial applications world-wide.



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Department of **Business
Professional Regulation**

Bulletin Board

Proposed Changes to the AAF By-Laws

It has been many years since anyone has reviewed and proposed changes to by-laws of the Alarm Association of Florida. This laborious task fell to the by-laws committee this year chaired by Carl Davino. After a long and serious study the committee recommended changes to the full Board of Directors, which they felt were necessary to keep our by-laws correct and timely. On November 3, 2007 the full Board voted to endorse those changes as recommended. After another review on January 19, 2008 the Board charged the by-laws committee with sending these changes to the members for review and vote.

These changes must now be voted on by the membership **IN ATTENDANCE** at our annual general assembly, March 15, 2008, in accordance with by-laws provision Article XIII 'General Matters'. You may not vote via email or absentee ballot.

Copies of the proposed changes have been e-mailed to members and posted on the AAF website www.fl-a-alarms.org for review. Please print out and bring a copy of these changes to the general assembly on that date so you may participate in the process and vote.

Proposed provisions are noted in bold and italics. Proposed deletions are shaded and ~~struck through~~.

Please disregard all page and paragraph numbers as these will not be corrected until after the full vote is taken on each item whether to accept or reject. After the vote is completed only then will we be able to assign the proper page and paragraph numbers.

If you need any further information please contact Carl Davino at bcdavino@aol.com.

Rep. Stearns Now Ranking Member of Critical Commerce Subcommittee

Rep. Cliff Stearns (R-Fla.) has become the ranking member on the Telecommunications and Internet Subcommittee of the U. S. House of Representatives' Commerce Committee. Stearns has been a strong supporter of the alarm industry.

The resignation of Rep. Dennis Hastert (R-Ill.) led to a new makeup of subcommittee ranking members. Other changes include the appointment of Rep. Edward Whitfield (R-Ky.) to the Commerce, Trade and Consumer Protection Subcommittee.

Replacing Old Alarm Batteries

The alarm battery is sometimes referred to as the "Heart" of the alarm system. This item is overlooked by many technicians when servicing an alarm system. After many years of experience servicing and testing alarm system batteries, Century Alarms uses the "Three Year" replacement rule.

Knowing that bad batteries are a major cause of false alarms, and the life of a battery is usually about the same for most systems, we have set our service software to report a three-year reminder when our customers batteries need to be replaced. We then send a letter reminding the customer of the battery change. Generating this service call also lets us inspect and service other protective devices connected to the alarm system when we are on the premises. Keeping customers "False Alarm Free" should be one of the main goals of good alarm company.

Robert K Rosen
Century Alarms
305-596-4444
Miami, FL



Centennial
Signal



ROBERT PITTS
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Bulletin Board

How to Pick up Extra CE's

Perhaps some of you already have most of your CE's. Perhaps you only need some 'belt and suspenders' insurance for your license renewal and not all 14 hours. Here's an opportunity that may help. If you attend the disciplinary portion of any ECLB meeting you can obtain UP TO 3 CE'S for the effort. However you must observe some protocol for this as explained below. You must register with the department at least seven days in advance AND attend the full disciplinary section. Since the ECLB will be meeting in Orlando at the same time as our convention and show here are the details:

Statute and Rule: Florida Statutes Chapter 489 Part II

489.517 Renewal of certificate or registration; continuing education.—

(b) Of the 14 classroom hours of continuing education required, at least 7 hours must be on technical subjects, 1 hour on workers' compensation, 1 hour on workplace safety, and 1 hour on business practices, and for alarm system contractors and electrical contractors engaged in alarm system contracting, 2 hours on false alarm prevention.

Florida Administrative Code Chapter 61G6

61G6-9.006 Approval of Continuing Education Courses.—

(11) Of the required 14 continuing education hours, up to three hours credit may be earned by attending a meeting of the board wherein disciplinary cases are considered. Licensee must attend the complete agenda of disciplinary cases to receive the continuing education hours. At least 7 days advance notice of the intent to attend the disciplinary case session must be given to the board, and the licensee must check in with the Clerk of the Board prior to the beginning of disciplinary proceedings. A maximum of 3 hours will be allowed during a renewal cycle. Credit hours may not be earned when the licensee attends a disciplinary case session as a party to a disciplinary action.

ECLB meeting to be held March 12, 13, 14, 2008 at

The Orlando Metropolitan Resort

8444 International Dr. Orlando, Florida 32819

Contact Ruthanne Christie to register with the department:
850-487-1395 or ruthanne.christie@dbpr.state.fl.us

Remember this is only for those who need minimal CE's and does NOT satisfy your full 14 hour requirement.

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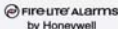
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GOOD NEWS

DBPR's Customer Contact Center hours have been extended from 8 a.m. to 6 p.m., Monday-Friday, and 10 a.m. to 2 p.m. on Saturdays.

Call us at 850.487.1395.

Department of **Business &**
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Good News About **BAD ACCOUNTS**

Alarm Association of Florida, Inc.
and NCS team up to Help You Collect Your Money

From Bad to Good

Tired of losing one third or more of your money to collection agencies? AAF has the solution for you. For \$25 (or less!) per account, National Credit Systems, Inc (NCS) will get the job done for you.



Flat Fee

For a one time flat fee per delinquent account, NCS will contact your debtor up to five times, including a letter from an attorney. All payments are sent directly to you. If they fail to pay, NCS will report them to Experian (TRW), TransUnion, and Equifax at no additional charge to you. Bad credit information will remain on your delinquent's file for up to 7 years!

Exclusive to AAF

NCS' collection and credit reporting services are available to all AAF members who have accounts to place for collection. Large or small, many or few, NCS will take action on your delinquent accounts.

Low Cost

NCS will provide NCS Claim Forms for you to place your delinquent and bad checks for collection. Collection costs are based on the number of NCS Claim Forms ordered and not a percentage of the money collected. NCS Claim Forms can be used up to three years from the date of purchase.



To take advantage of this special offer, please complete this order form and return it with payment to: National Credit Systems, Inc., 117 East 24th Street, New York, NY 10010 RE: NCS Claim Forms (credit card orders may be faxed to NCS at 212-213-3320) or call Association Service Desk 212-213-3000, or 800-363-7215, ext. 6400. Our web site: <http://www.nationalcredit.com/AAF.html> or e-mail us at: winston@nationalcredit.com.

Quantity of Claim Forms (minimum 10)	Price Per Claim Form	Total Number Ordered	Quantity of Claim Forms	Price Per Claim	Total Number
<input type="checkbox"/> 10-29	\$25.00		<input type="checkbox"/> 100-249	12.50	
<input type="checkbox"/> 30-49	20.00		<input type="checkbox"/> 250-499	10.00	
<input type="checkbox"/> 50-99	16.50		<input type="checkbox"/> 500+	9.00	

Enclosed is my check/money order payable to NCS for \$ [price per claim (x) number ordered]

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2008 Insertion Order • THE HANDSHAKE
The Alarm Association of Florida

1802 N. University Dr #329

Plantation, FL 33322-4115

800-899-2099

954-748-7779

Fax 954-748-4749

handshake@fla-alarms.org

The Insertion Order and camera-ready artwork must be received by the 10th of the month prior to publication to ensure that an ad will run in the subsequent Handshake. Advertising containing prices for products or services will not be accepted. All space is reserved on a first-come first-served basis. Placement requests will be taken into consideration but not guaranteed.

The Handshake is the official publication of the Alarm Association of Florida with a monthly circulation of over 1,000 copies nationwide, distribution based from Florida. The AAF reserves the right to edit and/or refuse any advertisement at its discretion and assumes no responsibility for incorrect information contained in any advertisement.

Please Note: Ads should be sent via email or on CD's or Disks and **must** be "Press Ready," in the form of a jpeg, TIFF or EPS file at 300 DPI or more resolutions. If you send a PDF, the file will be converted. It is very important that the ad be created at the dimensions for the ad size you wish to run. For example: a 1/8-page advertisement needs to be sent to us at 3.5 x 2 inches, no more, no less. Color ads must be at 300 resolutions. For more specific information please call the AAF Office and we can refer you to our printing company.

I would like to advertise in the following months:

Jan 2009 _____ February 2009 _____ March 2008 _____

April 2008 _____ May 2008 _____ June 2008 _____

July 2008 _____ August 2008 _____ Sept 2008 _____

Oct 2008 _____ Nov 2008 _____ Dec 2008 _____

Billing Information:

Date of Order: _____ Ad Size: _____ Amount of Ad: _____

Company Name: _____ AAF Member? Yes No

Billing Address: _____

City: _____ State: _____ Zip: _____

Telephone # (____) _____ Fax # (____) _____

E-Mail: _____

State License Number (required of all installation/service/monitoring companies): _____

*Number **must** be visible on ad if you fall under the above listed categories.

Advertising Authorized by (please print name): _____

Billing Contact (if different from above): _____ Telephone: (____) _____

Advertising Rates for 2006	AAF Member Rate	Non-Member Rate
1/8 page (3-1/2 x 2)	\$ 52.50	\$ 70.00
1/4 page (3-1/2 x 5)	\$ 85.00	\$ 110.00
1/2 page (3-1/2 x 10 or 7 x 5)	\$ 135.00	\$ 185.00
Full page (7 x 10)	\$ 235.00	\$ 325.00
Inside Front Cover, Inside Back & Back Page*	\$ 315.00	\$ 405.00

* PREFERRED AD SPACE

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- ★ **Caring Professionals** who are supported by leading-edge technology.
- ★ **New Services** including GPS vehicle & asset recovery services, direct billing options, and complimentary marketing materials.

COMING SOON

- ★ **Load Balancing** for activity spikes due to storms or hurricanes will be automatically redirected to C.O.P.S. dispatchers in New Jersey, Arizona, & Texas.
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