

# **BOARD OF EXAMINERS OF ELECTRICAL CONTRACTORS**

## **Fire Alarm, Burglar Alarm and Locksmith Advisory Committee**

**MINUTES OF APRIL 20, 2010**

### **PUBLIC SESSION**

All requirements of the "Open Public Meetings Act" have been complied with in accordance with N.J.S.A. 10:4-6. The notice of the meeting has been mailed to the Newark Star Ledger, Camden Courier Post, and the Trenton Times. The notice has also been sent to the Secretary of State, Trenton, New Jersey.

#### **CALL TO ORDER**

The meeting of the Fire Alarm, Burglar Alarm and Locksmith Advisory Committee was called to order by Deputy Attorney General Joseph Donofrio at 9:35 a.m. in the Hudson Room, Sixth Floor, 124 Halsey Street, Newark, New Jersey. All parties were duly notified of the date, time and location of this meeting and pertinent material was provided to meeting participants.

Attendees recited the Pledge of Allegiance prior to the roll call of members.

#### **ROLL CALL**

##### **Committee Members Present:**

Charles Okun  
Keith Eaves  
William Hartung  
Robert Shoremount  
Walter Wargacki, Jr.  
Jon Sprague  
Arthur Fucetola

##### **Others Present:**

George De Luca, Administrative Analyst  
Joseph Donofrio, Deputy Attorney General, Division of Law  
Joseph Cantalupo, Member, Board of Examiners of Electrical Contractors  
Lisa Marshall, Customer Service Representative  
Angelica Guerrero, Clerk Typist

Committee member Richard Rible was unable to attend the meeting.

**Members of the Public:**

There were no members of the public present at this meeting.

**APPROVAL OF MINUTES**

Minutes for the October 20, 2009 meeting with amended changes were approved upon motion by Keith Eaves, seconded by Art Fucetola with an abstention by Walter Wargacki.

Minutes for the November 17, 2009 meeting with amended changes were approved upon motion by Keith Eaves, seconded by Art Fucetola with an abstention by Walter Wargacki.

Minutes for the December 15, 2009 meeting with amended changes were approved upon motion by William Hartung, seconded by Jon Sprague with an abstention by Walter Wargacki.

Minutes for the January 19, 2010 meeting with amended changes were approved upon motion by William Hartung, seconded by Keith Eaves with an abstention by Walter Wargacki.

**ANNOUNCEMENTS**

Maryann Sheehan, Regulation Analyst will be attending the April meeting to discuss Common Sense Rules. Additionally, it has been noted that all applications have been updated.

Robert Shoremount resigned as Chairman of the Advisory Committee. Vice Chairman Charles Okun chaired the remainder of the meeting as a result of Mr. Shoremount's resignation as Chairman.

**MEETING WITH REGULATORY ANALYST**

- Review of Advisory Committee Rules, Executive Order #2

Maryann Sheehan, Regulatory Analyst, meet with the Committee to discuss Governor Christie's Executive Order #2, which requires all boards and committees to review their regulations to identify rules that impede responsible economic development, place the State at a competitive disadvantage in attracting investments and jobs, provide insufficient or contradictory guidance, or exceed legislative intent or federal standards. The Committee agreed that the following rules should be

considered for amendment under the Executive Order: N.J.A.C. 13:31A-1.12 (to decrease the number of continuing education credits required for license renewal and to increase the number of carry-over credits permitted); N.J.A.C. 13:31-1.12 (to allow licensees to take on-line continuing education courses); N.J.A.C. 13:31-1.7 (to allow licensees suspended for failure to renew for more than five years to return to practice without retaking the licensing examination if they were licensed in another state during the suspension period); and N.J.A.C. 13:31A-2.6(c)/13:31A-3.5(c) (to limit the type of employees required to undergo the criminal background check and to carry an identification card).

## **REPORT FROM THE CONTINUING EDUCATION SUBCOMMITTEE**

### **- Continuing Education Program Submitted For Approval**

The Advisory Committee reviewed the subcommittee's report of continuing education programs that were submitted for approval:

#### **Elite CEU FBLSP #008**

Interchangeable Core Service and Repair 3 Hours TECLD  
Kaleb Brashear (Previously Approved As An Instructor)

The following program was not approved:

Fire Extinguishing Systems-Fixed Water Spray **NOT WITHIN SCOPE**

#### **Honeywell Security and Communications FBLSP #021**

- Compass 2.0 Program Used to Program and Control Alarm Systems 2 Hours TECBF
- 6272 Advanced User Interface for Alarm Control Panels 2 Hours TECES

Marrero, Koriniskie, Theriault, McGinnis, Woodham, Ryder (Previously Approved As Instructors)

#### **NBFAA(ESA) FBLSP #004**

- Troubleshooting, Service and Maintenance 12 Hours TECES
- NOTE - CEU Credit does not require that the final 2-hour test be taken*

Approved Instructors:

Ken Nelson, Joseph Hayes, Ed Swanson, Steve Spodnick, Bruce Knies, Joel Kent, Paul Baran, John Lynes, Dale Eller

#### **National Fire Protection Association**

- National Fire Alarm Code 21 Hours TECFA
  - Fire Alarm Inspection 7 Hours TECFA
- Warren E. Olsen, Robert Schifiliti PE, Richard J. Roux PE, Art Black, Raymond Grill PE (Approved As Instructors)

### **Strandberg Consulting Group FBLSP #039**

- Residential Smoke Detection 3 TECBF
- Residential Security Systems 5 TECES
- Battery & Power Supply Calculations Made Easy 4 TECES
- Troubleshooting Security Systems 4 TECES

Robert Shoremount (Previously Approved As an Instructor)

### **NJBFAA FBLSP #002**

- Building a Powerful Network Team 2 BUS
- Technical Sales Development 2 BUS

Ken Krisby (Approved As An Instructor)

### **ELK Products, Inc.**

- IP Guide for ELK Control Systems 2 TECES

Kirk Phillips, Jonathan Jennings, Ted Leventhal, Fred Sciallo, Trudy Phillips (All Approved)

### **Honeywell Fire Systems FBLSP #043**

- Intelligent Fire Alarm Panels 6 Hours TECFA
- Firrelite Systems-Advanced 6.5 Hours TECFA
- Fundamentals of Power Supplies 3.5 Hours TECFA
- Internet Communicators & Fire Alarm System Monitoring 3.5 Hours TECFA
- Troubleshooting Fire Alarm Control Panels 3.5 Hours TECFA

Jeff Behuniak, Daniel LaJoie, Robert Orozco, Tom Rosa, Lynn Dudley, Mike Brealt, Matthew Moore ( Approved As Instructors)

### **Jeffrey Zwirn FBLSP #007**

- Designing Fire Alarm Systems 5 Hours TECFA
- Industrial Safety: NFPA 70E: Electrical Safety In the Workplace 2 Hours L/C
- Fire Alarm Signaling Systems 4 Hours TECFA

Jeffery Zwirn (Previously Approved As An Instructor)

### **Napco FBLSP #009**

- New Technology 2 Hours TECES
- Napco Nax Access Control 8 Hours TECES
- Gem-Bioprint 2 Hours TECBA
- Starlink Full Data Radio 2 Hours TECBA
- Smoke Detection Systems 3 Hours TECBF

Tom Rathjen, Will St. Clair, Dave Sheffey (Previously Approved As An Instructor)

**Association Event Ventures FBLSP #029**  
**Electronic Security Expo**

- Barbarians at the Gate - Preparing for Alternate Carrier Technologies 1.5 Hours TECES  
Sasha Kylau
- Creating an Outrageously Successful Company 1.25 Hours BUS  
Scott Hunter
- Team Managed Installation 1.25 Hours BUS  
Joel Kent
- Pricing and Selling Service R.R./TBA 1.25 Hours BUS  
*Instructor T.B.D.*
- Hiring and Recruiting Sales Talent: Latest Tips and Successes 1.25 Hours BUS  
Carl Haggard
- 10 Facts to Know to be Successful in the CO Market 1.25 Hours TECBF  
Richard Roberts
- Generation Quirks Inverted 1.25 Hours BUS  
*Instructor T.B.D.*
- Taking Control Of Your Receivables 1 Hour BUS  
Brittany Pales
- The Substance , Impact & Future of NFPA 731 1 Hour TECBF  
Shane Clary
- Reserving R.R. -Tracking Attrition & Managing by Reasons for Attrition 1 Hour BUS  
John Brady
- Door to Door Summer Sales : Myths, Reality, Opportunities? 1 Hour BUS  
Martha Entwistle
- Migrating to IP Technology 1 Hour TECES  
Deborah O'Mara
- Financing and Acquisition In a Changed Market 1.25 Hours BUS  
Jennifer Holloway
- Service Calls-Pricing Payment & Metrics 1.25 Hours BUS  
David Hood
- High Impact Sales Management 1.25 Hours BUS  
Jay Stuck
- Code Central: The Best 75-minute Overview of Critical Fire Code Changes Ever 1.25 Hours  
TECFA  
Jay Stuck
- Good to Great Employees 1.25 Hours BUS  
Cathy Rampel
- Installation Quality More Than Just a Neat Job 1.25 Hours BUS  
Bob Shoremount
- Building Your Referral Network: Peer-to-Peer, Real World Tips 1.25 Hours BUS  
Gerry Deehan
- Managed Access-the new R.R. for Integrators and Central Stations 1.25 Hours BUS  
George DeMarco
- Fundamental Accounting for Security Companies 1 Hour BUS  
Michael Marks
- Installation Estimating for Profit 1 Hour BUS  
Larry Folsom
- Contract Monitoring-Services & the Decision to Outsource 1 Hour BUS  
*Instructor T.B.D.*
- Today's Targeted Sales and Marketing 1 Hour BUS  
Cathy Rempel
- Using Technology for Residential Lifestyle Enhancements 1 Hour BUS  
*Instructor T.B.D.*

- The Next Gen Security Integration Company 1 Hour BUS  
*Instructor T.B.D.*
- Ways to Help Minimize Your Liability when Providing Central Station Monitoring Services  
1 Hour BUS  
Jeff Zwirn
- Video Verification Challenges 1 Hour TECES  
Jim Loyd
- Installation Tricks of the Trade 1 Hour TECES  
*Instructor T.B.D.*
- Turning IP Video, Access & Integrated Systems into R.R. 1 Hour TECES  
Casey Guagenti
- Leveraging New Control Interfaces to Increase Sales 1 Hour BUS  
Carol Enman
- Integrating Video, Access and Alarm Info Into a Single User Interface 1 Hour TECES  
*Instructor T.D.*
- YSP Bull Session 1 Hour BUS  
*Instructor T.B.D.*
- Trends in Valuation 1 Hour BUS  
Michael McManus
- Training Your Technicians-Home Grown Methods 1 Hour BUS  
*Instructor T.D.*
- R.R. on Fire! 1 Hour BUS  
John Lombardi
- Social Media and Security System Sales 1 Hour BUS  
Lauren Cook
- How to Work with IT Departments to Manage a Successful IP Installation 1 Hour TECES  
*Instructor T.B.D.*

The following programs were not approved:

- Next Generation Monitoring Executive Workshop **NOT WITHIN SCOPE**
- Telehealth Executive Workshop **NOT WITHIN SCOPE**
- PERs as a Profitable Solution **NOT WITHIN SCOPE**
- Hiring and Training & Motivation of Today's Central Station Operators **NOT WITHIN SCOPE**
- Fundamentals of Residential Lighting and Control **NOT WITHIN SCOPE**
- Central Station Supervision and the Law **NOT WITHIN SCOPE**
- Update on State Legislative Changes Affecting R.R. **NOT WITHIN SCOPE** (Pennsylvania Jurisdiction)
- Fundamentals of Multi-room Audio Systems **NOT WITHIN SCOPE**
- Central Station Performance Metrics **NOT WITHIN SCOPE**
- Fundamentals of Home Theater Design **NOT WITHIN SCOPE**
- Fundamentals of Home Theater Design **NOT WITHIN SCOPE**
- Receiver Technology & Carrier Changes **NOT WITHIN SCOPE**
- Central Station Leaders Forum **NOT WITHIN SCOPE**

Motion made by Keith Eaves, seconded by Jon Sprague and passed unanimously to accept the subcommittee's recommendation report.

The subcommittee also suggested that future sponsors be asked to submit all CE program requests to George De Luca via email to speed up processing time.

## **- Report on Proposed Continuing Education Rule Changes**

The subcommittee will review and discuss the proposed continuing education rule changes at the May 2010 meeting.

## **CORRESPONDENCE**

### **Scope of Practice Inquiry**

The Advisory Committee reviewed and discussed correspondence received from C&R Enterprises with regard to clarification of requirement for business licensure. Motion was made by Jon Sprague, seconded by Keith Eaves and unanimously passed requesting correspondence be sent to C&R Enterprise informing the company that they must obtain a business license.

### **Security Surveillance Systems, Inc. (Unlicensed Practice)**

The Advisory Committee reviewed the signed agreement to cease and desist from engaging in the alarm business in Executive Session. Pursuant to Board determination at the January 19, 2010 Executive Session meeting, the penalty was waived. This was submitted for informational purposes.

## **PUBLIC COMMENTS**

None

## **REVIEW OF APPLICATIONS FOR ALARM AND LOCKSMITH LICENSES REVIEW OF APPLICATIONS FOR ALARM AND LOCKSMITH BUSINESS LICENSES**

The Advisory Committee reviewed twenty applications for individual alarm and locksmith applicants as well as applications for alarm and locksmith business licenses at this meeting. The following four applications were denied licensure.

- Protection Technologies, LLC
- 888-USA, LLC
- LockInterstate Locksmith, Inc.
- Sage Business Enterprises,

It was noted that as of April 20, 2010, 588 businesses have been licensed in New Jersey to practice as locksmiths and fire and burglar alarm installers.

## **ADJOURNMENT**

Having no further business, motion was made by Jon Sprague, seconded by William Hartung and unanimously passed to adjourn the Public Session at 11:30 a.m. and proceed into Executive Session.

The minutes reflect actions and decisions taken by the Advisory Committee at this meeting.

