



In my opinion...

DEAN SAYS:

PASONA, a friend to the AHJ

Frankly, I'm excited. The opportunity finally exists for private Authorities Having Jurisdiction like me to build a relationship of trust and mutual cooperation with other AHJs, as well as with alarm companies and manufacturers. This opportunity has a name: Professional Alarm Services Organizations of North America—PASONA (pronounce it to rhyme with "madonna").

No organization has ever been formed that has such a potential for bringing dynamic change. That is the message the Board of Directors PASONA proclaimed in the letters of invitation they recently sent to a broad cross section of companies in the alarm industry, and to various Authorities Having Jurisdiction.

For the first time an organization exists that will blend fire and burglar alarm operating companies, manufacturers of fire and burglar alarm equipment, and both public and private Authorities Having Jurisdiction. Using a teamwork approach, PASONA will be able to draw on talents from these different interest groups in order to construct

solutions to common problems. By having a partnership based on the common goal of promoting codes- and standards-complying fire and burglar alarm systems, PASONA will consciously apply modern problem-solving techniques to bring about positive change in the installation, maintenance, and use of such systems.

Included in the PASONA arsenal are a number of carefully-crafted seminars. Some are aimed at member alarm companies and manufacturers. Others will focus on Authorities Having Jurisdiction. In either case, the educational value will be apparent.

Using high technology in concert with the best concepts of adult educational theory and practice, the PASONA seminars will capture the audience and promote changes in attitudes and behavior.

The main seminar offering, "When Quality Isn't..." offers AHJs the opportunity to learn how quality alarm providers can improve the effectiveness and reliability of fire and burglar alarm systems. I am proud to have had a part in formulating the lesson plan for this seminar. Along with Richard Kleinman of AFA Protective Systems, Isaac Papier of Underwriters Laboratories, and Art Black, Fire Marshal of the Carmel-By-The-Sea (CA) Fire Department, I have assisted in delivering this seminar on three occasions. Each time participants responded with, "It's about time!"

Other seminar offerings, specifi-

cally planned for PASONA members, will include: "Gaining Approval and Passing Acceptance Tests," "Effective Writing," "Please Understand Me," "Presentation Skills," and a "Train the Trainer" program to teach members how to deliver the "When Quality Isn't..." seminar in their local area.

Full voting members of PASONA will be alarm operating companies that are UL Listed for Fire Protective Signaling, UL Listed for Central Station Burglar Alarms, and FMRC Approved for Central Station Fire Signaling. Manufacturers whose product line of fire or burglar alarm equipment and systems are UL Listed and FMRC Approved may also be full voting members.

Associate Members may be either public or private Authorities Having Jurisdiction. Dues for this category of membership has been specifically chosen to allow a large number of AHJs to join at a very reasonable cost.

Affiliate Members will be organizations or individuals who support the promotion of codes- and standards-complying signaling systems.

The PASONA Board of Directors has set **charter dues** for full members—qualifying alarm companies and manufacturers—at \$2500; for private AHJs—such as insurance companies—at \$50; and for public AHJs—fire department, building department, electrical inspectors—at \$25. Charter members must commit to join by September 30th. The Treasurer must receive charter dues by October 21st.

The Board has also set **annual dues**, for full members at \$4000; for private AHJs at \$100; for public AHJs at \$50; and for Affiliate members at \$150. Affiliates may not be charter members.

Anyone interested in attending the September 21st charter membership meeting should contact PASONA's Vice President/Treasurer, Richard Kleinman, at (516) 496-2322 for detailed information.

I plan to be there, and I hope many of you will be there, too. Working in partnership, this could truly be the beginning of a new era in alarm system quality and reliability. As a private AHJ, I would certainly welcome that. □

**The Moore-Wilson
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