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**“People Helping People Make A Difference”**



**The Pride Is Back**





As most of you already know, a major University decided to come back to Grandpa Bert's Crew, after the largest fire alarm company *in the world* admitted that they couldn't get the job done. They could have gone to any other EST distributor *but they chose us again.*

Why? **It comes down to all of you!** They realized that *the level of service and cooperation* that they came to expect from Briscoe was hard or impossible to find with other companies! *We certainly exceeded their expectations!!!*

This added account was great news in a year that presented many challenges for all of us. The commuter tax, the 25% medical insurance increase and the mid year recovery that never happened!

*We were able to work through all of this year's challenges to deliver a raise bonus to all of our eligible co-workers when most companies were downsizing, laying people off, eliminating 401K matches and not giving any raises at all.*

The reason we have been so lucky has not been by chance but by the efforts of all of you! B R I S C O E is only as good as each one of you and the effort you give to make us what we are today!!!

In recognition of your efforts I am proud to announce that for 32<sup>nd</sup> year we are providing a HOLIDAY BONUS to all our eligible co-workers. While this bonus is not as much as I would like it to be, **it acknowledges the extra effort you all put into everything you do.**

I want to assure you that your efforts and dedication at Briscoe is much appreciated and is never taken for granted!!!!!!!!!!!!!!!!!!!!!!!!!!!!

**Wishing you and your family a Very Happy Thanksgiving, a Joyous Holiday Season and a Healthy, Happy and Prosperous New Year!**

*Bob*

**Bob Williams**  
Chief Co-Worker





**Lets Roll Out A Red Carpet Welcome To Our  
Newest Staff & Sales Members!**

## Margaret Eckel



**Maggie** brings 15 years of accounting and business experience to Briscoe. She is our newest member of the Accounting and Compliance department. Maggie is thrilled to be a part of the Briscoe work family.

**Jesse** has seven years sales experience with companies such as Ryobi, Ridgid, Milwaukee, Makita and Behr Paint. He has worked with contractors, project managers, architects & developers. He said, "Although I am new to the fire alarm industry, the customers Briscoe is targeting are the same customers I targeted with my previous employers. I'm looking for my customer service/relationship skills to make me successful here at Briscoe".

## Jesse Fudrini



**Briscoe At Work Building Relationships**

**The Educational Team Recently Presented Classes To Our Customers**

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## Ongoing Sales Contest

### Phase One

Monster Madness has this contest off to a great start.

Fourth Quarter Sales Contest October 18, 2010  
thru December 31, 2010

**The Winner Was John Jurena**



### Phase Two -

#### 4<sup>th</sup> Quarter Come-Back

October 18 - 31, November & December 2010 – ANY E/S Job or Contract sold during these months will count. Sales from the October **MON\$TER MADNE\$\$** will count.

**Special Thanks to MaryAnn for always creating Great Contests!!!!!!**

## Congratulations New S-96 Certification Recipients

**Alberto, Alex, Lex, Ray, Steve H., Steve V., Troy, Val**

**Great Job!!**

**Special Thanks to J.R. for his great training program! Your efforts have been vital to the success of our customers and staff successfully passing various FDNY tests.**



# Congratulations To Briscoe's Shinning Stars

**Thank you for your Hard Work  
and Dedication!!**

**Happy Anniversary**

- John Jurena 15 Years of Service
- Alexis Chanis 5 Years of Service
- Robin Caputo 5 Years of Service
- Rolando Flores 5 Years of Service
- Steve Vargas 5 Years of Service

## Recent Trade Shows

**Rhonda & J.R. at the NYARM EXPO  
showing off our new Edwards Products  
Poster. Nice Job Rhonda!**

**&**

**Denise, Bill & Rhonda at the  
BOMA NY Exhibition**



# Word Search Contest



To be eligible for the contest email your completed answers to [deniser@briscoeprotective.com](mailto:deniser@briscoeprotective.com) or fax to 631-619-9397. All submissions must be 100% correct to be eligible for the drawing. One technician and one office winner will be drawn. The prize is a Dunkin Donuts Gift Card. **GOOD LUCK !**

## Word Search

E T T R F P K S B E Z Z N I E A G R R I W M X F  
 L C A E E D K J T I L O V M X J O O X O D G A G  
 B C I M C T N C Q A G G M B T T T T Y I H F K R  
 U O T V P H T K F E T Y A E I C O C Y T S G L O  
 O S S X R E N I U W Y I V N N N L E Y A T O L T  
 R C U X E E R I M U G I O B G O P T H Q P G H A  
 T Y A L E R S S C S T M E N U Y P E F T I H O I  
 W K S K Z G W P W I N I Q H I R C D B J O Y D C  
 L A W V F F A T S I A A Z P S U F E O E N H L N  
 W U I U M S Y N V R T N R F H D P D M K I F O U  
 K E J B Y A E M J I M C D T E G M I B R Z I E N  
 O V W S A S P O X G R V H Z R A Q X C S A E T N  
 D Q T L O B S C U R A T I O N R W O L N T L S A  
 P E A T W A R D E N S T A T I O N N W Z I D E G  
 M R O O V B F K D U A U I N W T D O E V O D K F  
 M H N Z M P S L P Y S P G V M M D M W E N A G R  
 P T E F R K V E W G E Z F C O T K N B W N V C B  
 L C R O T A R B I V D E B N U N J O U K A Y D M  
 Q R M W E V E O C S I R B H F W H B V X W G E G  
 W G E K I C E N T R A L S G V Q A R W Y U I V U  
 I L M S W J B U V Y B N T H R U F A J N H T Q B  
 X G O I W D A W Z R A V M D R X E C M N C Z I K

## Word List

- ALARM
- ANNUNCIATOR
- BEDVIBRATOR
- BRISCOE
- CENTRAL
- EST
- EXTINGUISHER
- FAN SHUTDOWN
- FIELD
- IONIZATION
- MONITOR
- NFPA
- OBSCURATION
- PA SYSTEM
- PHOTOSENSITIVE
- RELAY
- SERVICE
- STATION
- SUPERVISORY
- TAMPER SWITCH
- TECHNICIAN
- TRANSMITTER
- TROUBLE
- WARDENSTATION
- CARBONMONOXIDE DETECTOR

# Field Update

Briscoe Techs- “ Making it work, and keeping it working !”

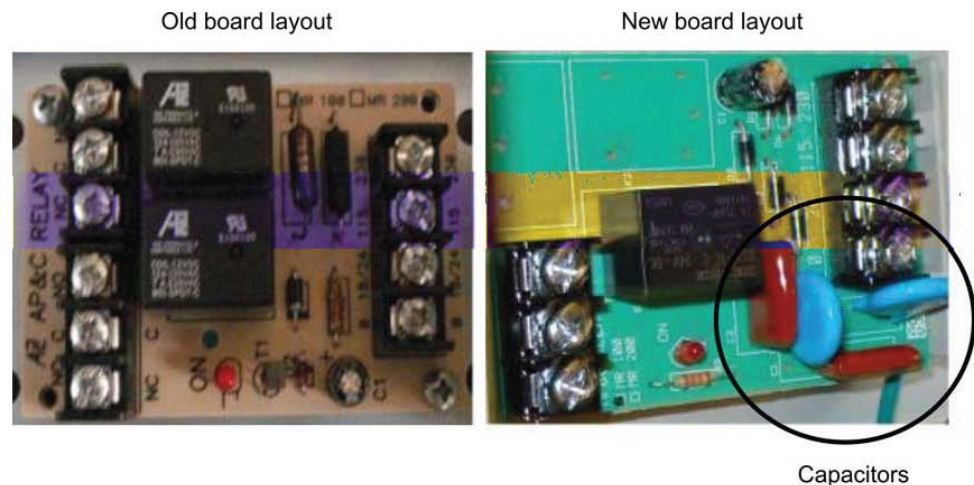
Field Notes Bulletin From EST

## SIGA-CR Modules Connected to MR Series Multivoltage Control Relays

### Issue

Due to a change by Air Products, the 120VAC input circuits on MR-100, -200, and -800 Series Multivoltage Control Relays present a capacitive load to the SIGA-CR, instead of a resistive load. As a result, the SIGA-CR contacts do not reliably change state when activated, even though the red “Active” LED turns on and it activates a relay confirmation event. SIGA-CR activation is not affected when using the 24V input control voltages on the control relay. Figure 1 Below shows the difference between new board layouts (with capacitors) and old board layouts (without capacitors).

Figure 1: Old and new MR Series Multivoltage Control Relays



Solution next pg



## Solution

If you are using SIGA-CR modules to transfer 120V in order to energize MR Series Multivoltage Control Relays, determine if the MR Series Multivoltage Control Relays have capacitors as shown in Figure 1. If they do, we recommend that you do one of the following:

- Eliminate the MR Series Multivoltage Control Relay by controlling the 120V directly with the SIGA-CR (provided the load meets the contact ratings for the SIGA-CR).
- Use 24VDC from the nearest existing power supply to energize the MR Series Multivoltage Control Relay.
- Use 24VAC to energize the MR Series Multivoltage Control Relay. This requires the addition of a 24VAC power source that is UL/ULC Listed for fire protective signaling services. Note: If you use this option, the relay will not be energized in the event of a power failure.

At installations where it isn't practical to install a 24VDC power supply or run new wiring from an existing power source, we recommended using a Model 592 Low Voltage Class 2 Signaling Transformer from Edwards Signaling to step the 120VAC down to 24VAC.

**Please Contact J.R. McCotter Immediately at Ext. 217  
If You Find This Issue In The Field. All Future System  
Designs Will Be Engineered Using 24V Control Voltage  
When Possible.**

**Make Sure You Are Running The Most Current Versions Of Our Programming Software!**

**iO64 & iO500 – iO-CU Version 3.2  
EST2 – 2-SDU Version 3.2  
EST3 – 3-SDU Version 3.74**

If you have any questions or concerns regarding which Version of Software you have on your laptop, please call J.R. McCotter at Ext. 217.

**Saving and Sending The Latest Site Programs**

Please remember to save the latest version of each program in the YY.MM.DD format with a brief description of the work performed at the site, your initials, and the date. Then take the time to connect to the internet using your Wireless Air Card and email the program to [jamesm@briscoeprotective.com](mailto:jamesm@briscoeprotective.com) before you leave the site.

This process, and the few extra minutes it requires, will ensure that each of our Technicians will have the most current program when they are sent to a site.

Should you have any questions regarding saving SDU files or how to use your AirCard, please do not hesitate to contact J.R. McCotter @ X-217

**Don't Forget**

**Briscoe's Holiday Bowling Party !**

**December 7th, 2010,  
4pm-7pm**

**Plainview Lanes  
500 Old Bethpage Road  
Plainview, NY 11803**

