

## Message from HGCAA President



March 2022

**1 March – Mardi Gras** known as Shrove Tuesday or Fat Tuesday falls annually on the day before Ash Wednesday (*start of Lent*). The word "Mardi Gras" means "Fat Tuesday" in the French language.

**2 March – Ash Wednesday** is celebrated on Wednesday seven weeks before Easter and the day after Mardi Gras also referred to as Fat Tuesday. This is a Christian observance which represents the first day of Lent and the starting of approximately 6 weeks of fasting and penance.

**4 March – Employee Appreciation Day** is held on the first Friday in March allowing management to show thanks and reward their workers for their hard work throughout the year.

**13 March – Daylight Saving Time** starts on the second Sunday of March for the United States. Clocks are turned forward one hour from 2 am to 3 am.

**17 March – St. Patrick's Day** also called Feast of St. Patrick, and St. Patty's Day marks the death date of Saint Patrick who is the patron saint of Ireland.

**20 March – First Day of Spring** also known as the March equinox or vernal equinox is when the sun shines directly on the celestial equator passing from south to north and the length of day and night are almost the same.

March is shaping up to be just as busy as February. The 3G/4G Sunset is pressing full steam ahead. Most of us were expecting all the 3G and 4G M2M cellular devices to go dark at midnight on 2/22/2022 and when they didn't, we thought we might have dodged a bullet. No such luck. The Telguard and Napco radios do have roaming capabilities and they struck a last-minute deal with T-Mobile to take that traffic. That said it sounds like most of the other manufacturers may not have that same roaming capability.

For those that haven't failed yet the Sprint's 3G CDMA network is next to drop out by March 31, 2022. Sprint's 4G LTE network will be next to drop by June 30, 2022. T-Mobile will shut down their 3G network by July 1, 2022. Last but not least Verizon is shutting down what's left of their 3G CDMA network by December 31, 2022. The bottom line is we need to remain steadfast in getting all those radios upgraded.

Our February HGCAA meeting was hosted by the great folks at **Lone Star Systems Supply**.

We had a great RoundTable discussion on **Job Costing and Service Costs BIG Picture**. We broke down what it costs to put a technician in a customer's driveway for a service call. Overall, it was a great meeting with lots of input and feedback. **We are** Security and Life Safety professionals meeting monthly to improve ourselves and our industry through training and sharing information.

Please join us for our March HGCAA Meeting on Thursday, March 10<sup>th</sup> at **Security Data Supply** @ 9777 W. GULF BANK RD SUITE #15 (SECTION C) Houston, TX 77040

Our featured guest speaker will be:

**Dan Cranford**  
with PAR Products

**“Powerful Tools for Building Your Business”**  
With  
**Digital Watchdog & E-Access Control**

Thank you for everything you do to support our industry in helping protect people and property in Texas. Please continue to pray for our First Responders, Healthcare Workers, Military, Teachers and Government Officials. **Please pray for Ukraine and for an end to this war.** May GOD continue to bless you and yours and God Bless Texas.

Yours in Safety & Security

*Brian K. Turner*  
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