

THE MIRROR

PUBLISHED BY THE CAA FOR THE WESTERN STATES SECURITY ALLIANCE

VOLUME XXII, NUMBER 1— JANUARY 2013

www.CAAonline.org



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CAA President honoring Patty Hartman were Tony Smith, Frank Burke, Rod Uffindell, George Weinstock, Roger Westphal, George Gunning, John Hopper, Matt Westphal and Jon Sargent.



CAA President John Hopper accepted donations of \$13,000 for programs and \$1,000 for the CAA PAC Fund from the GLASAA Gold Tournament from GLASAA President Dave Michel, Tournament Chair Charles Schwager and Bob Michel.



Tim and Roger Westphal of Bay Alarm presented a matching gift donation totaling \$30,000 to SIAC Executive Director Stan Martin with CAA President John Hopper.



Diamond Sponsors Honeywell Security and the CAA made a contention of \$5,000 to the Sheriff's Youth Assistance Foundation. Pictured are Honeywell's Marek Robinson, Tim Tracy, Keith Baird and Bob Budnieski with Sheriff Arpaio and CAA President John Hopper.

With the generous support of CAA Diamond Sponsor Honeywell, the California Alarm Association made a \$5,000 contribution to the Maricopa County Arizona Sheriff's Youth Assistance Foundation, a non profit organization that recognizes the social value of supporting programs focused on preventing youth violence and promoting social development, role models and interaction with law enforcement personnel. The promotion of youth health and wellness programs that strengthen the family unit in our community is the cornerstone of our future. The Sheriff's Office, in partnership with community leaders, sponsor fund raising activities to provide funds for the following youth activities. Buy pink merchandise at www.pinkunderwear.com and support the Foundation.

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Editorial: Copy is due the 10th of the month preceding publication. **Advertising:** Space reservations due the 10th and copy due the 15th of the month preceding publication.

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Industry Gathers at CAA Winter Convention

The 2012 CAA Winter Convention and Western States Security Conference attracted more than 400 industry leaders from throughout California and the western states. Sheriff Joe Arpaio addressed a standing-room only audience, and four leading executives discussed the challenges and opportunities facing the industry. The event was capped off with the presentation of the CAA George A. Weinstock Award for nearly 30 years of volunteer service to the associations.

Special guests were the winter gathering of the ESA Young Security Professionals who held special workshops and joined the CAA Board of Directors and attendees for the Product Showcase Luncheon. More than 70 vendors welcomed dealers to the opening reception before hitting the streets of San Francisco for dinner.

Sponsors enjoyed a private coffee with Sheriff Joe Arpaio prior to his keynote address and received iconic pink boxers and a signed copy of his book. The Sheriff addressed the current state of law enforcement and his innovative programs to address the challenges they face.

The CAA Executive Symposium moderated by George De Marco featured Tim Whall of Protection 1, Bruce Mungiguerra of Monitronics, Todd Pedersen of Vivint and Todd Santiago of 2GIG. Their broad perspective held the overflow audience captive and included an active question and answer period.

The CAA General Session included the election of officers and presentations on legislative, training and national programs. ESA President John Knox provided a national overview along with ESA President Bart Didden who addressed the SARRG program and AIREF Golf Tournament. Stan Martin spoke about the outreach programs of SIAC with public safety agencies, and the CAA, with a matching donation from Bay Alarm, presented a \$30,000 check to support the ongoing work.

The OCAA presented a check for \$1,500 to the CAA Youth Scholarship fund, and GLASAA presented a check to the CAA PAC for \$1,000 and \$13,000 to support CAA programs. The donations were made possible by the sponsors of their annual golf tournament.

ESA announced that VIVINT had donated \$10,000 to the national youth scholarship program bringing the national award to \$20,000. Steve Dixon of VIVINT announced that they would match the CAA scholarship grants of \$10,000, bringing the state total to \$20,000 and overall total of \$40,000 in 2013.

Ron Spiller gave a stellar performance as emcee for the CAA Tribute dinner honoring Patty Hartman. He was joined by all past recipients for the presentation made by CAA President John Hopper and George Weinstock. ESA Past Presidents Bart Didden, Mike Miller, George Weinstock and George Gunning were in attendance to congratulate Patty.

The convention concluded with a final Industry Incorrect breakfast panel moderated by the retiring Alan Pepper. Nearly 30 attendees then traveled by ferry boat past the Golden Gate Bridge for lunch and shopping in Sausalito and then began their travels home.

The CAA Palm Springs Convention at the newly renovated Hilton Palm Springs will be held May 1-4 with an opening golf tournament at Escena Golf Club. For information, visit www.caaonline.org.

*Outgoing CAA President
John Hopper received
an engraved gavel in
appreciation for his service
from CAA Vice President
Bob Michel.*





ASSOCIATES CORNER

Sales Is A People Business

By Harvey Eisenstadt

We live in an age that is overwhelmed with technology. We can accomplish communication activities today that were unheard of or beyond our imagination a decade or two ago. All too often this technology becomes the excuse for not speaking directly or in person to a prospect or customer. Voice mails, e-mails, texting and Skype are our justification to compensate for how busy we are and cannot make the time available to meet in person with our prospect or customer. The temptation to sit down by a computer or an I-pad and create the illusion of building a relationship clearly is a mistake and one that is repeated over and over in today's business world.

Now, let me qualify that statement. These technologies are absolutely essential and play a valuable communications role in today's business world, however not when you are trying to build a relationship with a new prospect or strengthen one with an existing customer. Sales is a people to people business and success will only be achieved when your prospect really gets to know you, and your existing customer strengthens their feeling about you personally. No matter what you are selling, you are in the people business and the power of face to face communications is the catalyst to success. There are critical characteristics that play an important role to sales success, and trying to build a relationship with technology inhibits the ability to exercise those characteristics.

Body language is one of the most critical attributes of the salesperson. Your facial expressions along with the movement of your hands and the focus of your eyes communicate a powerful message not visible via technology. Empathy, sincerity, caring and friendliness are just some of the feelings that are communicated in face to face meetings. These characteristics must be recognized

by the person you are talking to, and are critical for developing and strengthening relationships which are the cornerstones for success. Body language is as equally important in building that relationship as the words that are being said. The ability for your prospect or your customer to read you beyond your words is a monumental competitive advantage with face to face communication. This is an absolute requisite for sales success.

Learning as much as possible about the person you are talking to enables you to focus on a solution to address their true needs. Successful business relationships are built when people take the time to share and learn more about each other. This is a more natural outcome in person rather than via technology. In face to face meetings your comments and the pauses between comments, coupled with your body language, provides the person you are talking to the opportunity to offer valuable information regarding their needs. The more you learn and the more they feel you are learning will pave the path to develop the solution to their need and lead to sales success. Your relationship is enhanced when the person you are talking to not only can hear your words of acknowledgement but also can see and feel your understanding of what they are saying.

Critical to sales success is the recognition of the salesperson's enthusiasm, sincerity and confidence. When the person you are talking to can recognize this enthusiasm, identify with your sincerity and feel your confidence you create a more positive image and sales success is imminent. These are contagious characteristics but only in face to face meetings. You cannot communicate these characteristics via technology. Your new prospect or existing customer can only relate to these characteristics in a person to person or face to face meeting.

In many of my classes I meet young people striving to be successful in sales who have a fear of face to face communication.

Associates Corner, continued next page

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They rely heavily on technology, in most cases not as a tool but more so as a crutch. To help them identify with the importance of face to face communication I use a simple analogy. Their competition is selling the same products or services that they are selling. The prospect will make their decision based on the strength of their relationship with the salesperson, not only their product price or service. That strength, and consequently the relationship, cannot be communicated and built to success by relying merely on the technologies available today. That success can only be achieved by face to face communication employing the characteristics as described in the previous paragraphs.

Today's technologies allow you to communicate more freely and quickly. However, it is critical to remember that sales success is achieved when the prospect wants to purchase from someone with whom they can identify and feel comfortable. Selling is a people to people business, so identify your personal selling characteristics, employ the tools and knowledge to strengthen them, and practice your face to face communication. Success will follow.

Harvey Eisenstadt is a Sales Consultant, Trainer, Speaker, Mentor and Author. Harvey possesses over 45 years of successful sales and sales management experience and is a nationally recognized authority on relationship building. Harvey can be reached at 818-701-7799 or harvey@hjesales.com

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LEGISLATIVE WATCH

PAC ALERT **\$20,000 GOAL FOR 2013**

By Don Gilbert, Mike Robson, and Trent Smith

The Political Action Committee (PAC) is an important part of the CAA governmental relations program. In past years, CAA has raised over \$30,000 in its PAC to contribute to business-minded legislators. We want to establish this funding level as a goal for 2012 and encourage CAA members to contribute what they can to reach this goal.

As a reminder, PACs allow citizens with a common interest to join together to participate in the political process. Members of an industry association or employees of a company have an interest in supporting candidates whose philosophy is conducive to creating an environment in which their business can succeed. By donating to the company or association's PAC fund, employees or members help ensure that legislators will be elected who are interested in and responsive to the concerns of the company or industry.

CAA PAC FUND CONTRIBUTIONS

The California Alarm Association has a very strong government relations program that works on the local, state and national level. In addition to the hundreds of hours of volunteer service from our members, we have a CAA PAC Fund which supports our interests in Sacramento.

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DIGITAL MONITORING PRODUCTS (DMP) announced its newest keypad offering, the 7800 Graphic Touchscreen Keypad. It brings the familiar feel of a graphical interface to security-system operation, with all of the popular features provided by traditional DMP keypads. The 7800 provides end users with an easy to use, intuitive keypad that blends with any décor. And, dealers can offer this incredibly cost-effective keypad to customers with their dealer logo displayed on the main screen. "Touchscreens are everywhere," said Vice President of Sales, Mark NeSmith. "Customers will appreciate the functionality of an interactive keypad screen that offers simple one touch arming/disarming, along with added benefits such as the weather. For more information, visit www.dmp.com or call 800-641-4282.

CONTINENTALACCESS has released new CA3000 version 2.9 software that offers a host of many new sought-after features including the ability to run the CardAccess 3000 and associated applications as Windows services and the ability to control access to the CardAccess GUI using Lightweight Directory Access Protocol (LDAP). Support for the Continental's new and robust Super-Speed 16 door Accela-term Controller is also available. It is the complete seamless interoperable solution for Gemini Intrusion & Fire Systems, Access Control, Video and Wireless Locks. The CardAccess 3000 version 2.9 software also provides additional support for sister division, Alarm Lock's Trilogy Network locks, now in both cylindrical and mortise models, with the utilization of a Door position contact and Request To Exit (RTE) button feature. For more information take a recent video tour online at www.cicaccess.com/solutions or call 631-842-9400.

SECURE GLOBAL SOLUTIONS (SGS) has launched a new website with information on how to utilize their latest generation of products. In addition to the reliable stages products SGS has grown and expanded to offer solutions that facilitate user-driven integra-

tion and solve real-time business problems. dataLoc Services utilize geographical data to validate address information and match PSAP phone numbers. stages™ Mobile Apps provide graphical statistics and allow dealers to remotely access and manage their account base. backStage™ services customize monitoring and testing to ensure your network is functioning smoothly and securely. For more information, visit www.secglobe.net.

AES-INTELLINET put in an effort to help people and businesses impacted by the severity of the superstorm Sandy by putting a same day shipping policy in place for all customers ordering equipment from the zone of the hurricane. An anticipated emergency run of antennas, cable, and connectors wasn't needed after all because installed AES equipment stood the test of time and held up against the elements. Eliot Barry, President at B&H Security, indicated, "We were able to sustain our connection during and after Hurricane Sandy with 99% of our customer base and our system never went down. We only lost one radio due to an excessive amount of days without AC power at the location from the storm." AES-IntelliNet networks are utilized for a number of diverse alarm, control, and critical event monitoring applications. To learn more about how mesh radio technology works, or for more information, visit www.aes-intellinet.com or 800-237-6387 or sales@aes-intellinet.com.

SILENT KNIGHT by Honeywell has expanded the free fire alarm training and technical support it offers by developing a series of "How-To" videos, covering the most common topics addressed by its Technical Support Team. Each video runs less than three minutes in length and is free to view on www.silentknight.com and YouTube. Given the How-To videos' quick rise in popularity, Silent Knight's VP of Sales, Mike Fischer, affirms more are in the works. "People like being able to go right to our Website and see a quick demo of how something should work, along with steps for getting there," states Fischer. Silent Knight has created online training courses and tutorials. Certificates of completion are mailed to participants for each of the seven online courses, providing they pass the quiz at the conclusion of each training course. For more information, visit www.silentknight.com or call 203-484-6202.

TRI-ED/NORTHERN VIDEO DISTRIBUTION is pleased to announce its acquisition of Security General International (SGI). Tri-Ed/Northern Video continues to expand its footprint in North America. The acquisition of SGI and its 13 branch locations establishes a presence for Tri-Ed/Northern Video in six new cities - Fort Worth and McAllen, Texas, Oklahoma City and Tulsa, Oklahoma, Albuquerque, New Mexico and Orange, California. "We are very

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excited about our expansion in the Southwest market, and serving our growing customer base there,” notes Pat Comunale, Tri-Ed/Northern Video President and CEO. “We welcome the entire SGI staff to the Tri-Ed/Northern Video team and look forward to meeting and exceeding the expectations of security professionals in our new locations.” For more information, please visit www.tri-ed.com.

KEEP YOUR IP today announced a major reseller agreement with COPS Monitoring. KYI, Inc. and COPS Monitoring have signed an agreement wherein COPS will offer the complete lineup of Keep Your IP services to their approximately 3,500 dealers. Davin Roos, president of KYI, Inc. says, “By providing alarm professionals with their own secure IPv4 numbered address, they get the peace of mind of knowing that as their business grows and merges into the new internet IP based world, they will be able to direct that growth as they desire.” For more information about COPS Monitoring please visit www.copsmonitoring.com. For more information about Keep Your IP, contact 866- 444-7007 or visit www.KeepYourIP.com

COPS MONITORING has acquired AlarmWATCH of Hunt Valley, MD. “We’re excited about welcoming the AlarmWATCH dealers and employees to the COPS Monitoring family,” said Jim McMullen, President and COO of COPS Monitoring. “AlarmWATCH has built a solid reputation for exceptional service. We’re looking forward to expanding on this by offering AlarmWATCH dealers the added reliability of multi-site monitoring and by introducing them to MPower, our advanced dealer access and alarm database management software as well as other services to help grow their business.” For more information, contact David Smith at 954-545-5708 or email dsmith@copsmonitoring.com.




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CAA Winter Convention Highlights



The Young Security Professionals were represented by Gerrit Brusse of ADS Security Systems, Jaclyn Sion of ESA, Todd Gaito of Wayne Alarms and Grant Jordan of Advanced Security Engineering.



The CAA Executive Symposium featured Tim Whall of Protection 1, Todd Santiago of 2GIG, Bruce Mungiguerra and Todd Pedersen of Vivint with moderator George De Marco.



Patty Hartman received the CAA George A. Weinstock Award at the CAA Tribute for lifetime achievement and service to the industry from George Weinstock.

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Ray and Phil of El Camino Automotive, the best mechanics in San Clemente with the MIRROR, after sending the CAA staff safely on their way to the San Diego holiday party.

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CAA Winter Convention Highlights



Patty Hartman with her husband Don and friends and family at the CAA Tribute Dinner.



Patty Hartman reacts to receiving the CAA George A. Weinstock Award with past recipients looking on.



Vanessa Matson of First Response Monitoring, Mike Matson of Matson Alarm, Keith Baird of Honeywell and NSA President Larry Folsom of American Video and Security congratulated Patty Hartman.



Patty Hartman celebrates with family and friends.



Past recipients honoring Patty Hartman were Rod Uffindell, George De Marco, Frank Burke, Shane Clary, Roger Westphal, George Weinstock, Ron Spiller, Harvey Eisenstadt and Lessing Gold. (not pictured: George Gunning and Bruce Westphal).



Emcee Ron Spiller welcomed more than 250 people to the CAA Tribute Dinner honoring Patty Hartman.



Vivint CEO Todd Pedersen addressed the CAA Executive Symposium in San Francisco.



Protection 1 CEO Tim Whall discussed the challenges and opportunities facing the industry at the CAA Executive Symposiums.



CAA Legislative Advocate Trent Smith provided an update on Sacramento politics and the affect on the industry.

CAA Winter Convention Highlights



Steve Dixon of Vivint, Joe Goodman of COPS Monitoring, Jason Grelle of Alarm Capital Alliance and Henry Laik of Telguard at the opening reception.



Maricopa County Sheriff Joe Arpaio gave the keynote address.



Alan Pepper of mask addressed the CAA General Session.



OJessie Rolston, Cindy Lewis and Glen Guldbeck of Alarm.com at the opening reception.



Michael Joseph of MACE CS, Robert Putica and Dave Rogers of DMP with Laura Mayenhofer of MACE CS.



ESA President John Knox provided updates on the national programs and initiatives for the security industry.



Robert Brundage and David White of Safe Side Security with Collette Came of Came Security.



Stephanie Mayes and John Dolan of Pelco with Tauni Wallace of PSR.



CAA Prudent John Hopper thanked outgoing CAA Associate Director Michelle Johnson for chairing the largest convention ever.



Stephen and Carla Pereira of Certified Systems with Tobi and Alan Pepper of MSK.



Team Interlogix prepared to greet attendees at the opening reception including Troy Guerrero, Dan Walker, Denise, Brian Fullhart and Christian Brandow.

CAA Winter Convention Highlights



Lupe Carlos, Don Hartman, Evelyn Schuman, CAA George Weinstock Award recipient Patty Hartman, Joey Chetta and Christine Chetta at the opening reception.



ESA Executive Director Merlin Guilbeau and his wife Robbie welcome SIAC Executive Director Stan Martin to the CAA Convention.



J.W. and Jodi McClain loaded up for the CAA Toy Drive for San Francisco Firefighters.



CAA President John Hopper delivered toys to the San Francisco Firefighters.



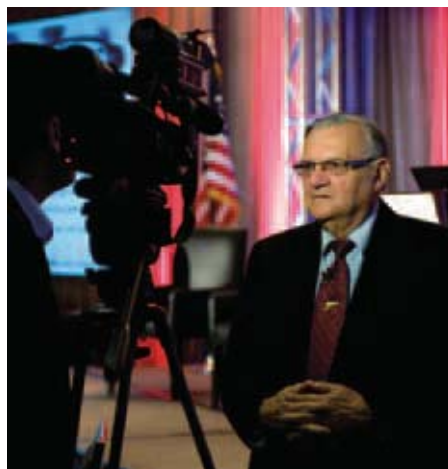
Steve Dixon of Vivint announced a \$10,000 donation to the CAA Youth Scholarship Program for children of police and fire service personnel, matching the contribution by CAA Regional Chapters.



Recently retired Larry Rudolph of ADT was presented a CAA Life Membership from Bob Michel, John Hopper, Harvey Eisenstadt and Jon Sargent.



Sheriff Arpaio delivered a personalized copy of the infamous pink boxers to Kirk MacDowell of Interlogix.



Sheriff Arpaio attracted local media coverage at the CAA Winter Convention.



Sheriff Arpaio shared jailhouse tales with CSAA Past President Bud Wulforst.



Steve and Harvey Eisenstadt addressed the CAA Gift & Gab Ladies Brunch held in memory of Judy Eisenstadt.

CAA President John Hopper recognized George and Linda Weinstock for their continued support of the association and the CAA Tribute Dinner.



CAA Winter Convention Highlights



Brian Fullhart of Interlogix was thanked for their Silver Sponsorship by CAA Vice Presidents Rich Whitlock and Bob Michel and CAA President John Hopper.



Tribute Sponsors were honored at the dinner by CAA Vice Presidents Rich Whitlock and Bob Michel including Gold Sponsors Tim Westphal of Bay Alarm, Holley Hunt of Bosch Security Systems and Mary Shaughnessy of ISC West.



CAA Vice Presidents Rich Whitlock and Bob Michel recognized the Silver Sponsorship of Jim Dragoo and ADT Security Services at the CAA Tribute Dinner.



YSP conference attendees Shannon Murphy of ESA with Gerrite Brusse of ADS Security Services and Renee Mallonee of Monitronics enjoyed the opening reception of the CAA Winter Convention.



Deanna Blair of Videoified discussed new sources of revenue at a CAA Winter Convention workshop.



Tom Kenty of LAN Power made a presentation at the CAA Winter Convention.



Troy Guerrero of Interlogix presented a workshop on IP NVR Video and Network Deployment at the CAA Winter Convention.



Phil Bloomberg of Honeywell Security presented a workshop for the YSP at the CAA Winter Convention.



More than 100 dealers attended the Product Showcase Luncheon hosted by the sponsors and Young Security Professionals (YSP).



Mitch Reitman of SIC Consulting and Tony Smith of Security Finance Associates moderated a panel of industry professionals at the CAA Business Management Forum.

2013 Training and Education Calendar

February 5-6
Fire-Lite Systems
San Diego, CA
www.firelite.com

February 12
Fire-Lite Software
Applications
San Diego, CA
www.firelite.com

February 12
Fire-Lite Software Applications
Albuquerque, NM
www.firelite.com

February 12-13
Fire-Lite Systems
Albuquerque, NM
www.firelite.com

February 26-28
CAFAA Advanced Fire Alarm
Santa Fe Springs, CA
www.cafaa.com

March 12
Fire-Lite Software
Applications
Bozeman, MT
www.firelite.com

March 19-20
Fire-Lite Systems
Bozeman, MT
www.firelite.com

March 26-28
Fire Alarm Design
Jump into Fire
Documentation and Recordkeeping
Riverside, CA
www.cafaa.com

April 2-3
Fire-Lite Systems
Denver, CO
www.firelite.com

April 12
Fire-Lite Software
Applications
Denver, CO
www.firelite.com

April 23-25
CAFAA Training
Sacramento
www.cafaa.com

April 30 - May 1
Fire-Lite Systems
Anaheim, CA
www.firelite.com

May 12
Fire-Lite Software
Applications
Anaheim, CA
www.firelite.com

May 12
Fire-Lite Software
Applications
Phoenix, AZ
www.firelite.com

May 21-22
Fire-Lite Systems
Phoenix, AZ
www.firelite.com

May 21-23
Jump into Fire
Fire Alarm Design and
Documentation
Recordkeeping
San Diego, CA
www.cafaa.com

June 4-5
Fire-Lite Systems
Portland, OR
www.firelite.com

June 12
Fire-Lite Software
Applications
Portland, OR
www.firelite.com

June 12
Fire-Lite Software
Applications
Las Vegas, NV
www.firelite.com

June 12
Fire-Lite Software
Applications
Seattle, WA
www.firelite.com

June 18-19
Fire-Lite Systems
Las Vegas, NV
www.firelite.com

June 25-26
Fire-Lite Systems
Seattle, WA
www.firelite.com

June 25-27
CAFAA Training
Huntington Beach, CA
www.cafaa.com

July 12
Fire-Lite Software
Applications
Pleasanton, CA
www.firelite.com

July 16-17
Fire-Lite Systems
Pleasanton, CA
www.firelite.com

August 12
Fire-Lite Software
Applications
Sacramento, CA
www.firelite.com

August 27-28
Fire-Lite Systems
Sacramento, CA
www.firelite.com

September 10-11
Fire-Lite Systems
Burbank, CA
www.firelite.com

September 12
Fire-Lite Software
Applications
Burbank, CA
www.firelite.com

September 24-26
NFPA 72 Jump into Fire
Fire Alarm System Design
Merced, CA
www.cafaa.com

October 1-2
Fire-Lite Systems
Portland, OR
www.firelite.com

October 12
Fire-Lite Software
Applications
Portland, OR
www.firelite.com

October 12
Fire-Lite Software
Applications
Houston, TX
www.firelite.com

October 15-16
Fire-Lite Systems
Houston, TX
www.firelite.com

October 22-24
Jump into Fire
Smoke Control
Electrical Requirements
Burbank, CA
www.cafaa.com

November 5-6
Fire-Lite Systems
Denver, CO
www.firelite.com

November 12
Fire-Lite Software
Applications
Denver, CO
www.firelite.com

November 12
Fire-Lite Software
Applications
Santa Clara, CA
www.firelite.com

November 12
Fire-Lite Software
Applications
San Antonio, TX
www.firelite.com

November 19-20
Fire-Lite Systems
Santa Clara, CA
www.firelite.com

November 19-20
Fire-Lite Systems
San Antonio, TX
www.firelite.com

November 26-28
Basic Fire Alarm
Jump into Fire
Fire Alarm Systems Design
Hayward, CA
www.cafaa.com

December 10-11
Fire-Lite Systems
Dallas, TX
www.firelite.com

December 12
Fire-Lite Software
Applications
Dallas, TX
www.firelite.com

Fire-Lite Alarms announced its schedule of fire alarm trainings to be held in more than 50 cities across the U.S. throughout 2013. The hands-on sessions comprise a free introductory products course and a more advanced software applications training. Plans to expand Fire-Lite Alarms' library of online trainings are also in the works. All courses are accredited with the Electronic Security Association for Continuing Education Unit (CEU) credits and can be certified by the WBFAA UATC for CEH requirements for renewal of the state Fire/Life Safety Certification. "Course attendance for the last year has hit an all-time high," states Tom Rosa, Fire-Lite Alarms training supervisor. "I think it has to do with the growing demand in the market for a truly non-proprietary fire system, along with personal, classroom instruction with hands-on training that makes these courses so popular."

Starting in January, the two-day Fire-Lite Systems course will include instruction on the latest fire alarm and emergency communications systems to be introduced in the New Year. Attendees of this basic, two-day course will earn 1.6 CEUs. The more advanced, one-day Fire-Lite Software Applications course, which qualifies participants for 0.7 CEUs, will be offered in cities throughout the U.S. as well. Fire-Lite Alarms' 2013 training schedule, including course descriptions, dates and locations, are available at www.firelite.com.

February 12
Fire-Lite Software Applications
San Diego, CA

February 12
Fire-Lite Software Applications
Albuquerque, NM

February 12-13
Fire-Lite Systems
Albuquerque, NM

March 12
Fire-Lite Software Applications
Bozeman, MT

March 19-20
Fire-Lite Systems
Bozeman, MT

April 2-3
Fire-Lite Systems
Denver, CO

April 12
Fire-Lite Software Applications
Denver, CO

April 30 - May 1
Fire-Lite Systems
Orange County, CA

May 12
Fire-Lite Software Applications
Orange County, CA

May 12
Fire-Lite Software Applications
Phoenix, AZ

May 21-22
Fire-Lite Systems
Phoenix, AZ

June 4-5
Fire-Lite Systems
Portland, OR

June 12
Fire-Lite Software
Applications
Portland, OR

June 12
Fire-Lite Software
Applications
Baltimore, MD

June 12
Fire-Lite Software
Applications
Las Vegas, NV

June 12
Fire-Lite Software
Applications
Seattle, WA

June 18-19
Fire-Lite Systems
Las Vegas, NV

July 12
Fire-Lite Software
Applications
Pleasanton, CA

July 16-17
Fire-Lite Systems
Pleasanton, CA

August 12
Fire-Lite Software
Applications
Sacramento, CA

August 27-28
Fire-Lite Systems
Sacramento, CA

September 10-11
Fire-Lite Systems
Burbank, CA

September 12
Fire-Lite Software Applications
Burbank, CA

October 1-2
Fire-Lite Systems
Portland, OR

November 5-6
Fire-Lite Systems
Denver, CO

November 12
Fire-Lite Software Applications
Denver, CO

November 12
Fire-Lite Software Applications
Santa Clara, CA

November 12
Fire-Lite Software Applications
San Antonio, TX

November 19-20
Fire-Lite Systems
Santa Clara, CA

November 19-20
Fire-Lite Systems
San Antonio, TX

December 12
Fire-Lite Software Applications
Dallas, TX



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EAST BAY ALARM ASSOCIATION

By Tim Westphal, President

Dear EBAA board,

First, congratulations to the 2013 EBAA board. I look forward to working with you all to ensure great relationships between our industry and law enforcement and to raise money for worthy industry related causes. The 2013 board includes:

Jon Sargent - Tyco
Mike Salk - Reed Brothers Security
Larry St. John - Eclipse Insurance Services
Ron Lenz - ADI
Bob Blunt - RCB Systems
Naser Rashid - ADT
David Ingham - Sentry Alert
Tim Westphal - Bay Alarm

EBAA MEETINGS

Our General Meetings are held at Chevy's, 3101 Garrity Way, Richmond. The meetings start at 11:30 a.m. For further information contact EBAA President Tim Westphal 925-808-4371.

RSVP to 800-437-7658, Ext. 3 or info@caaonline.org.

- ♦ March 5 General Meeting Richmond, CA
- ♦ April 16..... Board Meeting TBD
- ♦ May 14 General Meeting Richmond, CA
- ♦ August 13 General Meeting Richmond, CA
- ♦ September 10 Board Meeting TBD
- ♦ October 20..... Golf Tournament..... TBD
- ♦ November 12 General Meeting / Holiday Party / Election
Richmond, CA

Tim Westphal, EBAA President

925-808-4371, Tim.westphal@bayalarm.com



SILICON VALLEY ALARM ASSOCIATION

By Julie Anne Buller, President

SVAA MEETINGS

All meetings are held at Silicon Valley Capital Club, 50 West San Fernando, San Jose, CA 95113. Please RSVP to info@caaonline.org or call the CAA office at 800-437-7658, Ext. 3.

SVAA Information

If you are not on our e-mail list please contact Julie Buller at 408-729-6200 or julie@crimealert.com. It is so important to get involved with your local associations now more than ever and to keep up to date on all the new information.



Jarl Saal of First Alarm with Audrey Pierson of DMP at the CAA Winter Convention.

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GLASAA

Greater Los Angeles Security Alarm Association

By David Michel, President

Congratulations to our 2013 Board of Directors and officers.

President - Dave Michel
1st Vice President - Bill Collins
2nd Vice President - Jeanne Michel
Treasurer - Tom Rankin
Secretary - Mark Sepulveda
Sergeant at Arms - Bob Jennison
Director - Tony Marino
Associate Director - Brian Fullhart

GLASAA MEETINGS 2013

- ♦ February 19 General Meeting Los Angeles
- ♦ April 16 General Meeting Los Angeles
- ♦ June 18 Scholarship Awards Los Angeles
- ♦ August 20 Harbor Cruise Marina Del Rey
- ♦ October 3 Golf Tournament Moorpark
- ♦ December 10 Holiday Party/Elections Los Angeles

New members are always welcome at GLASAA. Every company in our industry should really think about coming to our meetings. We always have great people and informative topics. This is a fantastic opportunity to mingle with your peers and industry experts, to discuss what's going on in the business.

GLASAA and its members continue to support the extremely important work of the CAA and ESA.

Please visit our website at www.glasaa.com

Contact GLASAA at 888-826-9149 or through the web at www.glasaa.com if you would like to contribute by serving on a committee.

David Michel, GLASAA President
dmichel@valleyalarm.com

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Jeanne and Bob Michel of Valley Alarm with Sheriff Arpaio.



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Southwest Regional Sales Manager

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dscroggins@optexamerica.com

Richard Ramos

Northwest Regional Sales Manager

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Cyndie Powers

Territory Sales Manager

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cypowers@dsc.com

Gary Cotton

Technical Sales Trainer

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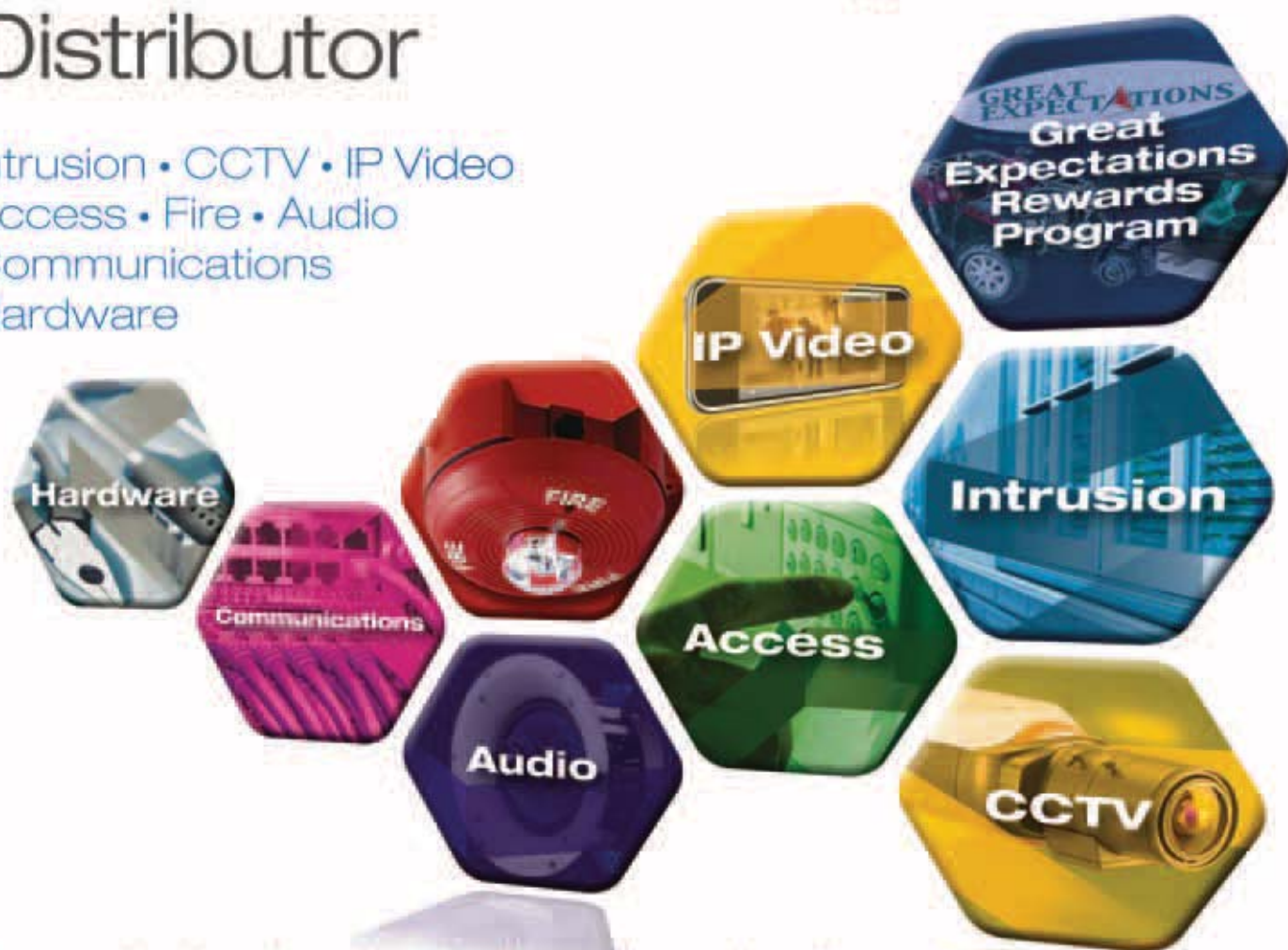
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Virginia Beach, VA
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Tel 800 768 7687 • 757 460 9718

GREATER VALLEY ALARM ASSOCIATION

By Dana Buck, President

GVAA Meetings

Our meetings are held inside the restaurant at the Clarion Inn and Suites (4219 E. Waterloo Rd ~ Stockton, Ca) @ Highway 99 & Waterloo Rd (Hwy 88) and they will start at 12:00 pm (noon). GVAA meetings are held on the second Thursday of every third month (once a quarter) at the above location. Please contact Dana Buck at 209-369-7749 or by email at danab@alamoalarm.com for more information.



Newly elected CAA Associate Director Sam Aviles of Fire-Lite with Matt Hoffman of Hoffman Electronic Services, Jim Edon of ADI and Joe Castro of Hoffman Electronic Services.



SACRAMENTO AREA ALARM ASSOCIATION

Sacramento Area Alarm Association
3491 Park Drive Suite 20-234
El Dorado Hills, CA 95762-4549
www.sacalarm.org

By Ben Martinez, President

SAAA 2013 Meeting Schedule

- ♦ February 7 Administrative Forum
- ♦ April 11 Police Forum
- ♦ June 13 Monte Carlo Night
- ♦ July 13 Event Rivercats ball game TBD
- ♦ July 25 Access control/Video/sound forum
- ♦ August 22 Vendor Expo
- ♦ October 10 Fire Forum
- ♦ December 12 Holiday party

Look for updates and reminders of these events in THE MIRROR.

SAAA events always offer something to all the attendees, whether it is something to learn or relationships to make. The SAAA hosts several great events throughout the year that cannot happen without your support. We will continue to need your backing for these events in the coming year, so your endorsement and attendance is hoped for!

"Our mission is to promote growth and professionalism within the security industry and communicate an awareness of issues that affect the needs of alarm companies, home and business owners as well as local authorities within Northern California."

Benny M. Martinez, SAAA President 2012
O: 800-230-1654 x 136, C: (510) 750-0252
bmartinez@gcsmonitoring.com

Simon & Garfield

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Others... not so much.

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- Non-Stop Networking + Events
- Hundreds of New Product Unveils



INLAND EMPIRE Alarm Association

By Holly Hunt, President

IEAA is a professional association of alarm companies and leading industry specialists, focusing on bringing together the best resources possible for the mutual benefit of all members and associates. It is our goal to bring knowledgeable people together as a resource to better protect your business and your customers' safety. We are a valuable resource to the alarm industry and it is my desire to grow our chapter and make the IEAA a real asset to its members. We are going to be more active than ever and need your support. Please make time to come out and be a part of what I believe is the future of the alarm industry in California. Professional, Beneficial, Informational.

IEAA Meetings

This year we would like to see our chapter grow and benefit from getting more alarm industry professionals finding us and enjoying all that our association has to offer. We need you to be involved. If you have thought about it and never come out for whatever reason, stop procrastinating! We need new people to make our association thrive. If you would like to attend a meeting or if you have a desire to get involved, then please join us or call 800-559-9060. Our normal format is an 11 a.m. lunch meeting on the second Tuesday of the month at a nice meeting restaurant in the Riverside area. You eat, we talk.

Our next meeting is on Tuesday January 8, 2013

We are going with an afternoon luncheon meeting format for the next few meetings.

Meeting time is 11 a.m.

Old Spaghetti Factory, 3191 Mission Inn Ave, Riverside

2013 IEAA MEETINGS

- ♦ January 8
- ♦ March 12
- ♦ September 10
- ♦ November 12

Contact Sylvia Jimenez of the IEAA for upcoming details at 951-264-5664.

IEAA Events

Thank you to all! Our Holiday toy drive was a success and we are happy that we could help to make a difference in the lives of so many needy children this year. Thank you!

IEAA Board of Directors

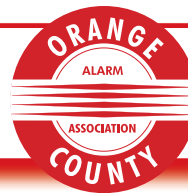
PresidentHolley Hunt, Bosch Security Systems
 Vice PresidentGreg Sipplle, Siemens
 SecretaryRay Cloutier, Southwest Alarm
 Sergeant at ArmsDale Williams, Pacific Alarms
 Treasurer.....Steve Sopkin, Mijac Alarm
 CAA Board Representative Greg Sipplle, Siemens
 Police Liaison Committee.....Jayson Keyz, Alarm Drafting.com
 and Chuck Landfried, Private Security
 Grievance Committee.....Dale Williams, Pacific Alarm and
 Mark Creighton, Holmark Security Group

If you would like to attend a meeting or if you have a desire to get involved, then please join us or call 800-559-9060.

IEAA Membership

If you would like to become a member, or have any suggestions on ways to increase our membership, please us a call at 800-559-9060.

Warmest regards,
 Holley Hunt
 Bosch Security Systems, Inc.
 IEAA President



ORANGE COUNTY Alarm Association

P.O. Box 2149, Newport Beach, CA 92659
 800-339-1420
www.alarmassociation.org

By Steve Maris, President

OCAA 2013 CALENDAR

- ♦ January 16Board Meeting – General Meeting .. Orange Hill Restaurant
- ♦ March 20Public Agency Lunch Phoenix Club
- ♦ May 15Board Meeting – General Meeting ... Orange Hill Restaurant
- ♦ June 13OCAA Golf Tournament Tijeras Creek Golf Club
- ♦ September 18Board Meeting – General Meeting .. Orange Hill Restaurant
- ♦ November 13.....Board Meeting – General Meeting .. Orange Hill Restaurant

CITY OF IRVINE PERMITS

The City of Irvine requires all alarm users to register their systems with a no fee permit. Alarm users may obtain an alarm permit application at the Irvine Police department website at www.irvinepd.org. The City also offers free, quarterly Alarm Awareness Classes to help defray the cost of false alarm fines. For more information about the City's alarm program you can contact the Alarm Coordinator at 949-724-7066.

CITY OF IRVINE ALARM CLASSES

For information contact:

Cristine Gaiennie, Regulatory Affairs Supervisor
 Irvine Police Department, 949-724-7066
cgaiennie@cityofirvine.org

For more information about OCAA activities, contact the OCAA office at 800-339-1420 or email OCAAlarmAssoc@aol.com. Visit our new website at www.alarmassociation.org for meeting information and registration forms, training opportunities, members list and a whole lot more.



The success of the OCAA Golf Tournament resulted in a \$1,500 donation to the CAA Youth Scholarship program presented to CAA President Jon Hopper and CAA Convention Chair Bob Michel by Sharon Elder of NMC and OCAA President Steve Maris.



Sheriff Arpaio signs off on boxers for Steve and Jeanene Maris of Spectrum Security at the CAA Winter Convention.

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**REDWOOD
ALARM ASSOCIATION**

By Chuck Petrusha

The next Redwood Alarm Association meeting is to be held on January 23, 2013 from 11:30 a.m. to 1 p.m. at Johnny Garlic's in Windsor, California. To RSVP to this meeting, contact Melanie Satterlee at 707-443-6366 or melanie@advancedsecurity.us.

The executive board of the Redwood Alarm Association is comprised of President Chuck Petrusha of Advanced Security Systems, Secretary Sean Cooke of All Guard Systems, and Vice President Yaqui Lara of Allied Alarms. If you have any questions or want to participate in the Redwood Alarm Association please contact Chuck at 707-443-6366.

RAA MEETINGS

For more information regarding RAA, its membership and participation, please visit www.redwoodalarmassociation.org or contact Chuck Petrusha at chuck@advancedsecurity.us or 707-443-6366.

♦ January 23..... RAA Meeting..... Windsor, CA

To RSVP for this event, contact Melanie Satterlee at melanie@advancedsecurity.us

For more information regarding RAA, its membership and participation, please visit www.redwoodalarmassociation.org or contact Chuck Petrusha at chuck@advancedsecurity.us or 707-443-6366.

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By Cathy Rempel, President

City of San Diego Permit Process

The San Diego Security Association and SIAC have been working cooperatively with the City of San Diego to assist with their fire alarm program, and now their burglar alarm program. The police are requesting alarm companies to submit their active burglar, panic and holdup alarm customer lists to the San Diego Police Department. Please see attached letter from Assistant Police Chief Cesar Solis for instructions. The preferred method is to send your excel customer list electronically by email to Hilda Gonzalez-Reed at hgonzalezreed@pd.sandiego.gov. If you have any questions please contact Hilda Gonzalez Reed at hgonzalezreed@pd.sandiego.gov, or 619-531-2247.

Visit our website: www.sandiegosecurityassociation.org

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jonathan.beech@honeywell.com

MID-CAL



MID CAL ALARM ASSOCIATION

MID-CAL Meetings

- ♦ February 5
- ♦ May 7
- ♦ August 6
- ♦ November 5

For more information, contact Mike Matson, Matson Alarm at 559-240-4002 or matgolfer@aol.com



GOLDEN GATE ALARM ASSOCIATION

By Gary Lowndes, President

GGAA Meetings

- ♦ February 7
- ♦ May 2
- ♦ August 2
- ♦ November 7

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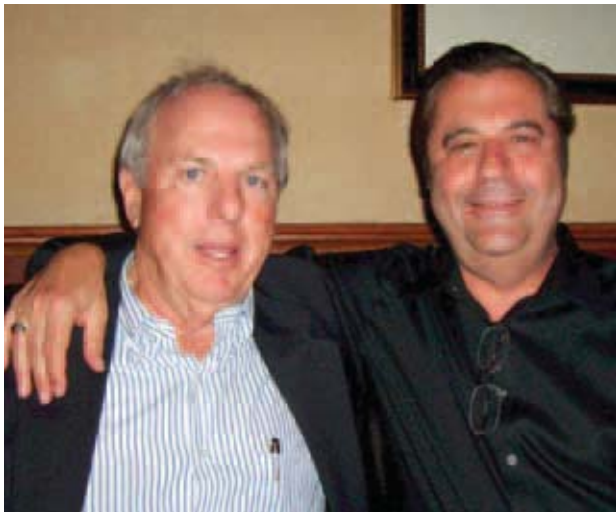


Sheriff Arpaio with Bill and Jeanette Cereske and Christine and Sean Sargent following the keynote address.

PUBLIC SAFETY LIAISON

Security Industry Alarm Coalition (SIAC)

Visit www.SIACinc.org for alarm management resources for alarm companies, law enforcement and public safety policy development officials. Resources include model ordinance, ECV information and alarm school materials.



IN MEMORIUM Bill Cooper

December 9, 1939 – December 4, 2012

Bill Cooper, and industry leader with Tyco ADT Security Services who worked with the Security Industry Alarm Association, died Peacefully at Home December 4, 2012. He was a man of courage, great heart, humor and a wicked short game. He was the eldest of six sons born to William J. Cooper III and Massie Roberts Cooper into a family of athletes which was named Kentucky Tennis Family of the Year in 1965. Bill won the state high school title for his beloved St. Xavier High School and is a member of the St. X Hall of Honors, president of the St. X Alumnae Assoc. Board of Directors, and served many years as the "creative" class agent for his class of 1957.

He played tennis at the University of Miami where he was proud to say he never lost a match, and received bachelor and Master of Science degree from the University of Louisville. The time he served in the United States Marines inspired him and became part of his identity. He was once and always a Marine.

Bill was president of the Kentucky Electronic Security Assoc. and served as Secretary of the national ESA Board of Directors.

Bill was a story teller and a talented writer, and friend to many who will miss him. He is survived by his wife and "Chemosabe" Jill Haden Cooper; his sons, Bill, Ashley and Jason Cooper; his stepchildren, Brendan Behlke and Dara Quinlan; and his cherished grandchildren, William DiAngelis Cooper and Cameron Quinlan; by his brothers, Bob, Jackie, Tommy, Chuck and Tim Cooper, many nieces and nephews and, it must be said, his dogs Cappy and Tyler.

A service celebrating Bill's life was held on December 14, 2012. In lieu of flowers, memorial gifts may be made to cancer research at the Brown Cancer Center, 529 S. Jackson St., Louisville KY 40202, or to the Student Aid Fund at St. Xavier High School, 1609 Poplar Level Road, Louisville, KY 40217.

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By Howard Wulforst, President

NSA MEETINGS

Meetings at The Cellar, 3601 W. Sahara, Las Vegas, NV 89102

♦ January 16..... Membership Meeting

Guest speaker for our January meeting will be from the Nevada Contractors Board. Bring your questions and get answers!

For more information visit our website www.nevadasecurityassociation.org. For questions or to be added to the NSA email list please contact Jeanne Palmer at admin@nevadasecurityassociation.org.

If you are not a member of your state's alarm association, join now. The more members, the greater impact we can make. Your involvement is vital to our association and our industry. Take advantage of the momentum and join the NSA today!

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APPRENTICESHIP PROGRAM

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By Margaret Spitznas, President

Please visit www.waesa.org for a calendar of events.

Please visit the WAESA website: www.waesa.org. If you are a member and would like to link your website, please contact Reta Waldrop at retawaldrop@waesa.org.

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Beginning May 1, 2013, the state Board of Technical Registration will issue certificates (licenses) to alarm businesses and agents who satisfactorily pass a criminal background check. As of October 1, 2013, a person shall not operate an alarm business unless they receive a certificate from the Board. Cities will no longer be able to require city licensure of companies and agents. For a copy of the bill, go to azleg.gov under "Bills" go to "Bill Info" then the bill number. AzAA will be sending out more information on this bill soon.

ARIZONA MEETINGS

For information on meetings, please contact the Arizona Alarm Association at 480-831-1318 or suebrenton@aol.com.

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- Tigard Police Dept. Alarm Unit
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Any inquires regarding the Nevada Association of Security Professionals can be directed to Scott Wulforst from Stanley Convergent Security Solutions 775-287-8110.

Please contact me if you have any questions.

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WBFAA UATC Apprentice Class Begins in January

The WBFAA UATC first semester apprentice course begins in January, 2013. Visit www.WBFAA.net for information or call the WBFAA UATC at 800-809-0280. Class is open to employees of member companies who have an apprentice registered with the State of California.

CERTIFICATION – FIRE/LIFE SAFETY TECHNICIAN - RENEWAL

For Fire/Life Safety Technicians with 4,000 hours of work experience, the state law requires them to be certified by passing the state exam. The renewal application is posted at www.dir.ca.gov/das and the state does not send out reminders. For information on the Electrician Certification Program visit www.dir.ca.gov/das and follow the links.

The WBFAA UATC has certification prep material available to member companies of the WBFAA UATC. If you are a member and would like the material, please contact the WBFAA UATC at 800-809-0280 or email info@wbfaa.net.



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CSLB Enforces Zero Tolerance

The Contractors State License Board (CSLB) established a zero-tolerance enforcement policy and now issues legal action against any C-10 Electrical contractor who willfully employs an uncertified electrician to perform work as an electrician. CSLB is legally required to open an investigation and initiate disciplinary action against the contractor (which may include license suspension or revocation) within 60 days of receipt of a referral or complaint from the Department of Industrial Relations' Division of Apprenticeship Standards (DAS). Labor Code Section 3099.2 stipulates that anyone who performs work as an electrician for C-10 Electrical contractors shall hold an electrical certification card issued by DAS; DAS is required by Labor Code Section 3099.2 to report violations to CSLB. Learn more about electrician certification by visiting the Division of Apprenticeship Standards website. <http://www.dir.ca.gov/DAS/ElectricalTrade.htm>

WBFAA UATC Offers Online Continuing Education

The WBFAA UATC is offering an online continuing education program for electronic security systems technicians with nearly 100 hours of course offerings. Registered technicians with member companies will have access to 18 hours of online courses annually at no fee. In addition, registered technicians will have access to courses offered in physical classrooms and can submit third-party training for certification for renewal of the state Fire/Life Safety Certification card. For more information, visit www.wbfaa.net or www.wbfaa-training.net.

WBFAA UATC Invites Membership

Assented member companies register all fire alarm technicians in the program and pay a monthly fee of \$25 per technician. The apprentice program and course, prep material for certification and continuing education courses are provided at no additional fee. In addition, member companies who contribute to public works training trust funds to the WBFAA receive a \$.15 per hour credit for registered technicians. For complete information, visit www.wbfaa.net or call the WBFAA UATC at 800-809-0280.

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CAFAA 2013 ANNUAL CONFERENCE

January 31 – February 2, 2013
Hilton Palm Springs, Palm Springs

CAFAA TRAINING

February 26-28	Santa Fe Springs, CA
March 26-28	Riverside, CA
April 23-25	Engineered Monitoring Systems
May 21-23	San Diego, CA
June 25-27	Huntington Beach, CA
September 24-26	Merced, CA
October 22-24	Burbank, CA
November 26-28	Hayward, CA



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Electronic Security Association Launches Website for SECURE+ Initiative

The Electronic Security Association (ESA) new web presence helps consumers find the most qualified and trustworthy professionals for their home safety and automation needs. The website, www.SecurePlusweb.org, showcases ESA member companies who have joined the SECURE+ Initiative. These companies install security systems, along with lifestyle-enhancing features, such as remote control of lighting, air conditioning and heating, making their customers' lives not only safer, but simpler, more energy-efficient and more convenient. For more information about the SECURE+ Initiative, go to ESAweb.org or contact the ESA Member Service Center at 972-807-6801.

Security America Risk Retention Group

Security America Risk Retention Group (RRG) is an insurance company developed by the ESA and administered through Marsh Insurance. Security America RRG was formed in 2003 to provide affordable and stable insurance coverage exclusively to ESA member companies. Security America RRG offers general liability including errors & omissions insurance specifically tailored to meet the needs of electronic life safety, security, and systems professionals throughout the country. Domiciled in Vermont, Security America RRG is registered in all 50 U.S. states. For information visit www.securityamericarrg.com, call 866-315-3838 or e-mail info@security-america.com.



Four past national presidents joined the celebration for Patty Hartman at the CAA Tribute Dinner including George Weinstock, Mike Miller, Bart Didden and George Gunning.



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WESTERN STATES SECURITY ALLIANCE CALENDAR 2013

Send your events to CAA Mirror: info@caaonline.org

JANUARY

- 8..... IEAA General Meeting.....Riverside
- 16..... OCAA Meeting.....Orange
- 23..... RAA Meeting.....Windsor, CA
- 31-Feb 2..... CAFAA Annual Meeting.....Palm Springs

FEBRUARY

- 5..... MidCal General Meeting.....Fresno
- 7..... GGAA General Meeting.....S. San Francisco
- 7..... SAAA Administrative Forum.....Sacramento
- 18-20..... ESA Leadership Summit.....Orlando
- 19..... GLASAA General Meeting.....Los Angeles
- 22..... Mace Xpo 2013.....Anaheim

MARCH

- 5..... EBAA General Meeting.....Richmond, CA
- 12..... IEAA General Meeting.....Riverside
- 20..... OCAA Meeting.....Orange

APRIL

- 9..... 10th Annual Airef Golf Classic.....Las Vegas, NV
- 11..... SAAA Police Forum.....Sacramento, CA
- 16..... GLASAA General Meeting.....Los Angeles, CA
- 17-18..... SentryCom.....Mobile, AL

MAY

- 2..... GGAA General Meeting.....S. San Francisco
- 6-10..... PSA-TEC 2013.....Westminster, CO
- 7..... MidCal General Meeting.....Fresno
- 14..... EBAA General Meeting.....Richmond, CA
- 15..... OCAA Meeting.....Orange, CA

JUNE

- 13..... OCAA Golf Tournament.....Mission Viejo, CA
- 13..... SAAA Monte Carlo Night.....Sacramento, CA
- 18..... GLASAA Scholarship Awards.....Los Angeles, CA

JULY

- 13..... SAAA Rivercats Game.....Sacramento, CA
- 25..... SAAA Forum.....Sacramento, CA

AUGUST

- 2..... GGAAGeneral Meeting.....S. San Francisco
- 6..... MidCal General Meeting.....Fresno
- 13..... EBAA General Meeting.....Richmond, CA
- 20..... GLASAA Harbor Cruise.....Marina Del Rey, CA
- 22..... SAAA Vendor Expo.....Sacramento, CA

SEPTEMBER

- 10..... IEAA General Meeting.....Riverside, CA
- 18..... OCAA Meeting.....Orange, CA

OCTOBER

- 3..... GLASAA Golf Tournament.....Moorpark, CA
- 10..... SAAA Fire Forum.....Sacramento, CA
- 20..... EBAA Golf Tournament.....Oakland

NOVEMBER

- 5..... MidCal General Meeting.....Fresno
- 7..... GGAA General Meeting.....S. San Francisco
- 12..... IEAA General Meeting.....Riverside, CA
- 12..... EBAA General Meeting.....Richmond, CA
- 13..... OCAA Meeting.....Orange, CA

DECEMBER

- 10..... GLASAA Holiday Party/Elections.....Los Angeles, CA
- 12..... SAAA Holiday Party.....Sacramento, CA

CAA CONVENTIONS

- 2013..... May 2-4.....Palm Springs Hilton
- 2013..... December 5-7.....San Francisco
- 2014..... May 8-10.....Palm Springs Hilton
- 2014..... December 4-6.....San Francisco
- 2015..... May 14-16.....Palm Springs Hilton
- 2015..... December 3-5.....San Francisco

Industry Events 2013

January 31- February 1

CAFAA ANNUAL CONFERENCE, Hilton Palm Springs

February 18 - 20

ESA Leadership Summit, Orlando, FL

April 9

10th Annual AIREF Golf Classic
Las Vegas, NV, www.airef.com

April 9-11

ISC West 2013, Las Vegas, NV

April 17-18

SentryCom, Mobile, AL

May 6-10

PSA-TEC, Westminster, CO

June 17-21

ESA Summer Conference, Nashville, TN

June 17-21

Electronic Security Expo, Nashville, TN

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