

THE MIRROR

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California State Budget Update

By Don Gilbert, Mike Robson, and Trent Smith

The Legislature has returned from its holiday recess to begin the new session in earnest. As is customary, the year is beginning with the release of the Governor's proposed 2013-2014 State Budget.

With the passage of Proposition 30—which raised both the state sales tax and income taxes on the wealthy—the state is facing the most manageable budget it has seen in years. In presenting his proposed budget, Governor Brown has claimed that for the first time in over a decade, the state is not facing an operating deficit, though California is still facing an outstanding “wall of debt” of nearly \$30 billion. Furthermore, both the Department of Finance (DOF) and the Legislative Analyst's Office (LAO) have projected budget surpluses in future years.

Despite the optimistic forecast, Governor Brown has urged fiscal discipline and living within our means in his proposed budget. He is proposing to uphold the pledge he made while campaigning for Proposition 30 -- that additional revenues would be directed to education. At the same time, he is arguing that the state's welfare programs are already generous and progressive and has expressed his belief that the state cannot begin to restore funding to social welfare and healthcare programs cut in previous budgets. However, after years of cuts, it is likely that Democrats in the Legislature will want to do just that. We expect the Legislature to challenge the Governor on restoring cuts to health and welfare during the annual process to adopt a State Budget.

One item of particular interest to the California Alarm Association is the Governor's desire to move state agencies to a Performance Based Budgeting model in order to create efficiencies. The Governor's budget proposes that all of the regulatory boards and bureaus in the Department of Consumer Affairs (DCA) undergo licensing and enforcement review. The Bureau of Security and Investigative Services (BSIS) is one of two entities under the DCA already undergoing this review.

Of more general business interest to CAA members, the Governor is proposing to address the long-neglected insolvency of the state Unemployment Insurance (UI) Fund.

Currently, the state UI fund has a deficit of approximately \$10 billion and is borrowing from the Federal Unemployment Account with interest owed. The interest payments amount to just over \$300 million per year and have been coming from the state Disability Fund with additional funds coming from employers through a reduction in the Federal Unemployment Tax

Credit that is triggered anytime there is an outstanding federal loan balance.

In his proposed budget, the Governor indicates his plan to convene a workgroup of business and labor to identify alternatives to repay the federal loan, address the interest payments, and make changes to the law to address the structural insolvency of the fund. This is likely to include changes in the taxable wage ceiling.

The Governor's budget also proposes to continue a surcharge on businesses to pay for enhanced labor standards and occupational safety enforcement. The existing surcharge was due to expire in July 2013 and the Governor is proposing to extend the surcharge permanently.

Edelstein, Gilbert, Robson & Smith are the legislative advocates for the California Alarm Association in Sacramento.

29th Annual Baker to Vegas Challenge Cup Relay

The Baker to Vegas Challenge Cup Relay is a Los Angeles County Sheriff's Department sanctioned event. The 120 mile race travels across the California desert beginning in Baker and finishing in Las Vegas. The Los Angeles County Sheriff's Department Medical Services Bureau is seeking financial support for the 2013 Baker to Vegas Challenge Cup Relay running team. Four possible sponsorship packages are available to help with the team's transportation, lighting, communication equipment, and running attire. For more information visit the race website at www.BakerVegas.com.



Sara Santana welcomed members and guests to the SDSA Holiday Bash. See page 24 for details.

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PRESIDENT'S MESSAGE



Robert Michel

First, I want to thank our members for the trust they have placed in me. I take this responsibility seriously. I will do my best to make our association more effective than ever.

I have always been a big believer in the value of the CAA and the ESA. That is where our real power lies, and where our most important work happens. These associations promote professional conduct and fair competition for the entire industry. They give small companies a voice that they would not otherwise have, and they give large companies perspective, networking opportunities and greater influence. They provide an interface and coordination with SIA, CSAA, ISC, and other associations. CAA and ESA leverage resources and coordinate efforts to promote industry interests and advance industry causes - SIAC, AIREF, federal and state lobbyists. They provide a forum to develop consensus industry positions, and to employ task forces. They give us the ability to sponsor events and participate in the activities of major law enforcement and fire service groups. CAA and ESA give us positions on governmental regulations boards. They provide for input and influence in rating and regulations bureaus. None of this would be possible without the state and national associations.

I am so excited to be working with this CAA executive board. They are accomplished business persons, and proven leaders. They have all accepted their responsibility with a commitment to serve. Congratulations to each of them.

It is not our intention for this to be a caretaker board – rubber stamping the status quo. Our objective is to move this association forward. We've got a great legacy and a great foundation to build on. I believe it's time to take this to the next level.

The electronic security industry is changing. Technology is changing generally. Our association must evolve or it will become irrelevant. Our new board is committed to upgrading systems, methods and infrastructure. We must provide greater benefits and a higher level of service to the members. And it must be done in a high-tech, user-friendly environment.

Ultimately the association must protect and benefit the dealer members, because without their success, none of the rest really matters. But we will also work to ensure that associate members receive an exceptional return on their investments of time and money. Their contributions are critical to our success.

Previous boards, members and management have done incredible work. Now it is our duty to carry it forward.

We will begin our work by focusing on the basics: revenues, communications, member services, and our operating system.

We will be forming new committees and workgroups. Every member is strongly encouraged to participate. If there is any area you are particularly interested in please contact me directly. If you're invited to join a committee or a workgroup I hope you will consider contributing. The CAA belongs to the members, and only the members can make it strong.

We look forward to an amazing year working with all of you.

Bob Michel

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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.

Security Industry Alarm Coalition



ASSOCIATES CORNER

Build A Strong Sales Team

By Harvey Eisenstadt

The success of a sales team is weighted significantly by the cohesiveness of the team. How well the salespeople perform as a team has a direct and profound influence on the sales success of the company. The challenge for building and strengthening this unification lies with the individual responsible for management of the sales team. Depending on the structure of your company it could be the owner, the president or the sales manager. Regardless of their title, this individual must identify, enhance and employ the skills necessary to motivate the team. Always trying to improve company morale is the overall commitment to achieving sales success. So, what does a manager have to do to strengthen morale and build a successful team? Here are some ideas to take into consideration.

Salespeople, like any other individual, revel in praise when their accomplishments warrant that type of recognition. Don't hesitate to let a salesperson know when they have done a good job. Praise goes a long way and whenever the opportunity is presented do not hesitate to dispense this recognition. Praising a salesperson one on one or in front of the team will pay valuable dividends in motivation and results. Praise is one of the most effective and easiest forms of acknowledgement that a manager can grant.

Now, the other side of the coin to praise is criticism. If you are looking for a morale killer or a de-motivator criticism is your tool. However, there are times when criticism is necessary and should be deployed as an effective education tool. So, use criticism as an education tool. Keep in mind no one enjoys hearing what they have done wrong. As soon as they believe they will be told they are wrong a barrier goes up and trying to correct a mistake becomes a monumental task. The most effective method to dispense criticism is to use an indirect approach where the salesperson truly believes they are preparing to learn from their mistake. Ask a question like, "Was that the only or best approach for the situation?" "Could you think of any other ideas

or methods that would have produced a different outcome?" Instead of criticizing the salesperson bring them into the conversation and talk solutions. This should always be one on one unless the salesperson agrees to a team discussion for the benefit of all.

Create leaders out of your top performers. Highlight their strengths and give them the opportunity to present their success stories to the others. Because of their excellence they will help you set the bar high and motivate the rest of the team to move in that upward direction. These individuals can be an excellent tool for increasing morale and productivity. Clearly, you must be very careful to present them as a positive example and not make the rest of the team feel inferior. Since they are surely recognized as being successful have them make presentations to the team highlighting some of the steps they have taken and the methods they have used to achieve success. Always maintain the educational philosophy.

Empower your sales team to make critical decisions. Most people do not like to be constantly told what to do so rephrase your instructions to appear as a discussion topic. When the salesperson responds they will feel like they are generating an idea rather than just following an order or reacting to a question. Here's an example. "I want you to start presenting this way." That's an order. "Do you think presenting this way will work?" That's beginning a discussion and inviting them to participate in the decision. A simple play on words can change a demand to empowerment bringing increased morale and new ideas to the team.

Motivating a sales team is a skill a manager must possess or strive to acquire. Building a strong sales team begins with raising their morale. Success in this endeavor will result in increased sales and corporate growth.

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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ASSOCIATES NEWS

NOTIFIER by Honeywell has launched a new Website to offer easier accessibility to its fire alarm and emergency communications product information for system designers and inspectors, as well as the specific, solutions-based information regularly sought by facility managers and first responders. In addition to a more dynamic look, NOTIFIER.com includes a streamlined interface that allows all site content to be easily searched and sorted, equaling fast access to pertinent data with fewer page views. "Simplicity is the key here. Using a sharepoint platform, we've opened ownership of this site's content to allow the right people to update the documentation and information they regularly manage, almost instantaneously," says Jack Riffelmacher of Notifier. The ability to connect with a local NOTIFIER Distributor through a one-step form is another function of the new site. Illustrating product capabilities and real-life examples of systems in-use through different mediums are a large portion of this new site's continuous evolution toward providing more innovative and consumable forms of information. For more news and information, please visit www.honeywellnow.com.



Honeywell Notifier

Just days after its acquisition of Security General International (SGI), a leading wholesale distributor of Security and Low Voltage products in the Southwest U.S., **TRI-ED DISTRIBUTION** hosted its annual Sales Meeting in Fort Lauderdale, Florida. Held at the Harbor Beach Marriott Resort, the meeting was a tremendous success, and testament to Tri-Ed's continued growth and expansion. "Our 2012 Annual Sales Meeting was our biggest and best yet," President and CEO Pat Comunale reports. "It provided an ideal opportunity for everyone to come together. I am exceedingly proud of our entire team. And together, we remain committed to our promise to continue to exceed expectations, one customer at a time." For more information, please visit www.tri-ed.com.

TELULAR CORPORATION announced that the Telguard TG-7FS cellular communicator for 3G/4G networks is compliant with the National Fire Protection Association (NFPA) 2013 edition for sole path communications. In conjunction with code compliance, Telguard has reduced sole-path service pricing to a more economical price. "We are proud to once again deliver a cellular solution that keeps pace with NFPA guidelines," said Shawn Welsh, Vice President of Marketing and Business Development, Telular. "Adding NFPA 72 2013 compliance to the TG-7FS, a true drop-in replace-

ment for the landlines installed with existing fire systems, is another example of our commitment to product innovation. To reflect the lower cellular supervision rate, we've lowered our price for sole-path supervision by nearly 30%. This should make the adoption of sole-path cellular systems an even more attractive option for both dealers and end users." For more information on the TG-7FS for sole path, including an NFPA 2013 code walk-through, visit www.Telguard.com/TG-7FS/.

Now available for Napco's popular StarLink SLE-GSM Universal Radio, is the "My Home Starlink" App by **NAPCO SECURITY TECHNOLOGIES, INC.** The App can be downloaded for iPhone/iPad or Android smart devices, free from iTunes, Android Market or Google Play. The StarLink application enables end-users to easily control the ARMING and DISARMING of their security system via the StarLink Radio with the touch of a central button on any iPhone/iPad or Droid. An innovative universal full-data GSM alarm system communicator, Napco StarLink GSM, works on any brand alarm panel (communicating on Point ID or 4/2) and is an economical replacement or backup to traditional hardwire land lines, communicating by wirelessly transmitting alarm signals to any central station. SLE-GSM gives dealers the ability to change designated CS reporting phone numbers without re-downloading the panels. Starlink also optionally offers Napco Gemini dealers fast full remote up/downloading to GEM Panels in minutes. Additionally, alarm central stations do not have to install any special equipment to receive the StarLink signals. In addition to the new StarLink App for smart devices, some other advanced options are also selectable online during setup, including Email or Text/SMS messages alerts. For more information, visit www.napcosecurity.com/starlinkgsm

CONTINENTAL ACCESS, a division of Napco Security Technologies, Inc., has recently released new CA3000 version 2.9 software, that not only provides robust access control functionality and seamless integration with alarms, locking and a growing list of video systems, but 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 Accelaterm Controller is also available. Plus, more video integration partners have been added to their growing list, now including Pelco, HiTron, Milestone, Dedicated Micros, as well as Salient & Integral. New CA3000 v2.9 also includes many enhancements to the existing features, providing the front-end of Napco Fusion. The CardAccess 3000 version 2.9 software also provides

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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 about the new Continental Access, visit www.cicaccess.com/solutions.

NAPCO SECURITY TECHNOLOGIES introduced the new Napco Fusion™ total security solution, built on a heritage in professional security, developing innovative, reliable security technology, including some of the industry's best-known brands: Napco Gemini, Continental CardAccess®, Alarm Lock Trilogy® and Marks USA. Together in one flexible customizable platform called Napco Fusion™, all Napco's technologies are combined in one sophisticated, simplified "total integrated security solution", providing seamless, integration of intrusion and fire protection, video, access control & locking. Continental's CardAccess® 2.8 enterprise class platform provides a Napco Fusion™ Integrated Solution integrating with Napco Gemini Intrusion & Fire Systems & Alarm Lock's Trilogy Network™ Locks and Wireless Keypads. It provides real time event reporting of the locks amidst the reports of campus' door and alarm activity, while incorporating access privileges for lock users within the singular robust Continental database. Continental's scalable 1 to over



NAPCO 6100

16,000 door systems team their own software and hardware and support all reader technologies from Prox to Biometrics and full reader support including biometrics, FIPS201, TWIC, FRAC, CAC-NG 26 to 256 bit cards. A new CI Retrofit Rebate Program is also available benefitting facility directors and integrators with cost offsets and savings. For more information, visit www.cicaccess.com.

The **SECURITY INDUSTRY ASSOCIATION (SIA)** has created a monthly online TV series entitled "SIA Today." This powerful and informative series will be featured on the newly created Global Security Technology TV Channel (GST TV). The series will focus on the state of the ever-changing security industry, including new industry and technology trends. It serves as a significant B2B environment for the SIA membership, as well as for all leaders in the global security and technology space. Dr. Tom Cellucci, former Chief Commercialization Officer for the U.S. Department of Homeland Security (DHS), and Dr. Ann-Christine Langselius, former marketing and sales vice president for the Swedish Defense & Security Government Agency, are the co-founders of GST TV Channel. "The SIA Today online TV series on GST TV will achieve three major goals and objectives for SIA," said SIA's CEO Don Erickson. "First, it offers our members the benefit of a global forum to inform others of their physical security solutions used to protect critical infrastructure. Second, it fulfills our strategic objective of furthering the SIA brand within the industry. Lastly, it will help to provide our members with timely information from key government decision makers." GST TV Channel will produce their themed programs through an exclusive arrangement with Henninger Media Services (HMS). As a proud sponsor of ISC Expos and Conferences, and owner of the Securing New Ground Conference, SIA ensures its members have access to top-level buyers and influencers, as well as unparalleled learning and network opportunities. For more information, visit www.siaonline.org.

BOSCH SECURITY SYSTEMS has launched the B Series intrusion control panels designed to simplify installation and increase profits for dealers and integrators. A flexible family of control panels, the B Series includes two models that meet the needs of a wide



BOSCH B-Series

variety of facility configurations. The B5512 supports 48 points of protection and four areas, while the B4512 monitors 28 points of protection and two areas. The series is ideal for retail stores, banks, office buildings, government locations, schools, and many other commercial and residential applications. Built to be future-proof, the B Series are the first intrusion control panels to support both IPv4 and IPv6.

The panel supports a wide range of Bosch peripherals, including the soon-to-be-released RADION series of wireless devices. For more information, visit www.boschsecurity.us/bseries.

AES launched a new website at www.aes-intellinet.com with added features for easier navigation and quicker access to the information. This includes the integrated single Customer Log-In to access Portal and Technical Support Knowledgebase and access to marketing resources for re-branding literature customized for your marketing efforts.

AES-INTELLINET announced the launch of the first phase of its new Interactive Security Services. The new services, branded as SiteLink24®, combine AES-IntelliNet timeless mesh radio technology for delivery of alarm and other critical signals with Interactive Services delivered via high-speed internet. With an AES subscription to SiteLink24, customers can enjoy interactive services and sunset-free communications combined. SiteLink24 offers the power to manage and remotely control your home or office security system from anywhere at any time through an Apple iOS or Google Android OS Smartphone or any personal computer with a web browser. SiteLink24 is available as an option with the all-new 7650 Freedom Series subscribers product, as well as an upgrade module for existing installed AES subscribers. AES SiteLink24 Interactive Security Services are designed to work across multiple alarm panel brands beginning with select Honeywell Vista, First Alert, DSC Power Series, and UTC (GE) NetworX NX Series at the time of initial release. According to Tom Kenty, General Manager of AES-IntelliNet for Alarm Monitoring, "The market has been seeking a timeless alarm communications solution that also offers a well-rounded customer in-

Associates News, continued next page

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continued from previous page

teractive solution that will serve the market for many years to come.” For more information, visit www.aes-intellinet.com.

ALARM LOCK's Trilogy Network Access Locks are ideal in case of emergencies, because, besides eliminating door-to-door operations, these advanced wireless locks, can provide schools, hospitals, and business campuses, global lock-down and unlock commands, activated from the PC/server or from any one of the Network Locks--in under 10 seconds. In threatening situations, lock down all classrooms in the wireless 802.11B/G or Ethernet lock network. Trilogy Network™ disables keypad access from the outside and automatically overrides any free access or other schedules, while authorized Lockdown--override code will reactivate PIN/ID card access to prevent accidental activation. Network Locks can be locked-down, programmed, updated and/or queried from a standard PC/server on demand or unmanned via a schedule, running Free Alarm Lock Windows-based Software. Plus, existing, classic Trilogys can be easily converted to Network Locks right in the field with new conversion kits. For more information, visit www.alarmlock.com.

MARKS USA Custom Lockset Division has developed the Loc-Down™ Classroom Intruder ANSI/BHMA F110 Function Leverset with Clutch Design (MARKS USA Function DB). MARKS USA has incorporated all of the standard features of their Survivor Series Locksets (Clutch System, Super Strength Retractor, Long Life Lever Support Springs and a Life Test of over 1 Million Cycles) with their new Life Safety Classroom Intruder Function. At the first sign of



Marks LocDown

trouble outside, lock down a classroom instantly with MARKS USA's Loc-Down™ Intruder Locksets. Typical Classroom function cylindrical locksets are designed to be locked or unlocked from the exterior with the interior always in an open position, but allows in emergency life safety situations the teacher to secure the classroom without stepping into the hallway to lock the outside handle. Faculty & students remain safely within the classroom. There is no need to open the door, the exterior lever is disabled by operating the interior lock cylinder. For more information, visit www.marksusa.com.

SENTRYNET announced that SentryCon 2013 will be in Mobile, AL, April 17-18. For more information on this event, visit www.sentrycon.us.

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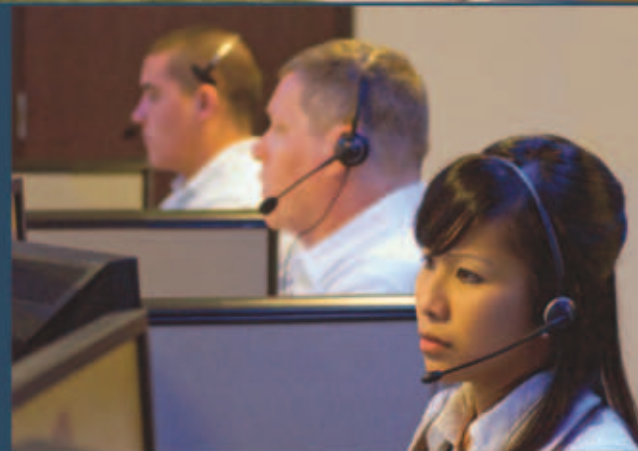
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2013 Training and Education Calendar

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
CAFAA
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
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May 21-22
Fire-Lite Systems
Phoenix, AZ
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May 21-23
CAFAA
Jump into Fire
Fire Alarm Design and
Documentation
Recordkeeping
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June 4-5
Fire-Lite Systems
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June 12
Fire-Lite Software
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June 12
Fire-Lite Software
Applications
Las Vegas, NV
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June 12
Fire-Lite Software
Applications
Seattle, WA
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June 18-19
Fire-Lite Systems
Las Vegas, NV
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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
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August 12
Fire-Lite Software
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Sacramento, CA
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August 27-28
Fire-Lite Systems
Sacramento, CA
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September 10-11
Fire-Lite Systems
Burbank, CA
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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
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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
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November 12
Fire-Lite Software
Applications
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November 12
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November 12
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November 19-20
Fire-Lite Systems
Santa Clara, CA
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November 19-20
Fire-Lite Systems
San Antonio, TX
www.firelite.com

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

December 10-11
Fire-Lite Systems
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December 12
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INDUSTRY NEWS

Alarmco announced the appointment of Ira "Gary" Greenblott as the company's president. Greenblott previously served as Vice President and General Manager. Thomas Wilson, former President of Alarmco, will stay with the company and transition to New Business Development. "I have immensely enjoyed my time leading the Alarmco family, but I wanted to transition to a role where I could spend more time doing what I am truly passionate about – developing new and unique strategies in order to create new opportunities," said Wilson. "I am confident that Alarmco is in very capable hands with Gary, who brings significant experience in managing operations in the alarm industry."

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New SVAA officers include Treasurer Yat Cheong Au, President Mark Simpson, Sgt. of Arms Larry Walker, Vice President Ben Martinez and Secretary Linda Gonzalez.



**SILICON VALLEY
ALARM ASSOCIATION**

Board Members SVAA 2013

President - Mark Simpson
Vice President - Ben Martinez
Secretary - Linda Gonzalez
Treasurer - YatCheong Au
Sgt of Arms - Larry Walker

SVAA MEETINGS

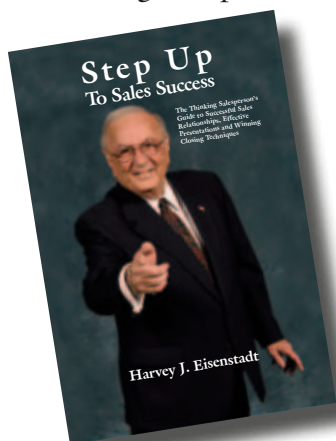
All meetings are held at Silicon Valley Capital Club, 50 West San Fernando, San Jose, CA 95113. Please RSVP to info@caaonline.org or call the CAA office at 800-437-7658, Ext. 3.



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EAST BAY ALARM ASSOCIATION

By Mike Salk President

EBAA elected the following Board of Directors:

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

Mike Salk
EBAA President



REDWOOD ALARM ASSOCIATION

By Chuck Petrusha

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

Johnny Garlic's in Windsor, California. To RSVP to this meeting, contact Melanie Satterlee at 707-443-6366 or melanie@advanced-security.us.

The next Redwood Alarm Association meeting is to be held on:

♦ May 29th, 2013 from 11:30am to 1:00pm

at Johnny Garlic's in Windsor, California. To R.S.V.P to this meeting please contact Melanie Satterlee at (707)443-6366 or 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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GLASAA

Greater Los Angeles Security Alarm Association

By David Michel, President

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.

GLASAA Meetings and Events

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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Tel 916 563 7560

San Diego
7876 Convoy Crt.
San Diego, CA 92111
Tel 858 292 9559

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.



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SACRAMENTO AREA ALARM ASSOCIATION

Sacramento Area Alarm Association
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www.sacalarm.org

By Ben Martinez, President

SAAA 2013 Meeting Schedule

- ♦ February 7Administrative Forum Old Town Sacramento
- ♦ April 18.....Police Forum Old Town Sacramento
- ♦ June 20Monte Carlo Night..... Old Town Sacramento
- ♦ July 13Rivercats Baseball Sacramento
- ♦ July 25Access /Video/Sound Forum..... Old Town Sacramento
- ♦ August 22 Vendor Expo..... Old Town Sacramento
- ♦ October 10Fire Forum Sacramento
- ♦ December 12 ...Holiday party Old Town Sacramento

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
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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 Inland Empire Alarm Association 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.

Our Meeting on January 15th was extremely informative. Henry Laik of Telguard was our Guest Speaker. His insight on the subject of wireless technologies and the sundowning of 2G over the next few years and its impact on the Security and Fire Industries were excellent. We were updated on new products and services for 2013 from DSC, Telguard, Rapid Response, CMS, Mace, Bosch, and Walters Wholesale. Thank you to everyone who participated and made the meeting fun.

IEAA Meetings

- ♦ March 20 Meeting..... Anaheim
- ♦ September 17 Meeting..... Riverside
- ♦ November 12 Meeting..... TBD

Please feel free to contact Sylvia Jimenez of the IEAA for upcoming details at 951-264-5664.

IEAA Board of Directors

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 Sergeant at ArmsDale Williams, Pacific Alarms
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 Grievance Committee..... Dale Williams, Pacific Alarm
 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.

*Holley Hunt, IEAA President
 Bosch Security Systems, Inc.*



The IEAA meeting guests included Sylvia Jimenez of IEAA, Steve Sopkin of Mijac Alarm, Ray Cloutier of Southwest Alarm, Tim Carney of Bay Alarm and Sigi Ruiz – DSC.



GOLDEN GATE ALARM ASSOCIATION

By Gary Lowndes, President

GGAA Meetings

- ♦ February 21 General Meeting South San Francisco
- ♦ May 2 General Meeting South San Francisco
- ♦ August 2 General Meeting South San Francisco
- ♦ November 7 General Meeting South San Francisco

For further information, contact Gary Lowndes at (650) 574-1077 or g.lowndes@hueandcry.com.

MID-CAL



MID CAL ALARM ASSOCIATION

MID-CAL Meetings

- ♦ February 5 General Meeting Fresno
- ♦ May 7 General Meeting Fresno
- ♦ August 6 General Meeting Fresno
- ♦ November 5 General Meeting Fresno

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

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THE MIRROR was with Henry Laik of Telguard and IEAA President Holley Hunt of Bosch at the chapter meeting.

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By Sean Hamm, 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

2012 A Year in Review

Teamwork and partnership were the driving forces behind the San Diego Security Association in 2012. On December 17 the SDSA held their year-end meeting and Holiday Bash at Tom Hams' Lighthouse and these themes were pervasive throughout the evening touching on partnership work with local law enforcement and fire, and dedicated teamwork with dealers and suppliers.

With over 150 guests, including newcomers to the local industry such as COX and Time Warner, leasing, finance, fleet management, marketing and recycling companies and honorary guests from Homeland Security, San Diego Police, Chula Vista Police and Chief Javier Mainar from San Diego Fire Rescue, the SDSA wrapped up 2012 and introduced their new 2013 board of directors to be lead by President Sean Hamm of Five Alarm Security.

The Holiday Bash sold out of Gold Sponsors and reached record levels in Silver Sponsors providing a solid fundraising event for the association and industry. The direction of the SDSA in 2012 and moving into 2013 is to continue to build membership, attendance at meetings, and a solid infrastructure through ensuring the highest levels of member and industry partner needs are met.

2012 started with a focus of gathering input from members and potential members on how the association can provide the most value. Then the SDSA board, comprised of ten dedicated industry professionals, worked to meet these needs. Meetings consisted of professional keynote speakers with a wide range of topics ranging from leadership, industry trends, updates on ordinances, industry legal updates to the latest technology announcements from our associate member companies.

We invite you to join us as we look forward to many new and exciting events in 2013 including our first quarterly meeting on February 27 with guest speaker Fernando Keller from the Department of Homeland Security. Quarterly meetings will be held from 11:30 a.m. to 1 p.m. at The University Club in downtown San Diego on February 27, May 15 and September 17. Stay tuned as there will be more announcements on additional events and our yearend holiday party planned for December 12.

On behalf of your SDSA board, we extend our appreciation to all our partners including law enforcement, fire rescue, SIAC, members and all of you that have and continue to support the growth in the San Diego Security Association.

Cathy Rempel, President 2011 – 2012

San Diego Security Association 2013 Meeting Dates

- ♦ February 27th*
- ♦ May 15th*
- ♦ September 17th*
- ♦ December 12th

*All quarterly meetings are held between 11:30a.m. - 1 p.m. at The University Club, Downtown San Diego.

San Diego Security Association 2013 Board of Directors

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Members Gather for SDSA Holiday Bash



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ORANGE COUNTY ALARM ASSOCIATION

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

January Meeting Success

Our first meeting of 2013 was dynamic! We would like to thank John Kaloper of DSC, Steve Eisenstadt of PSR representing AES, Henry Laik of Telguard, and Davin Roos of Keep Your IP. Our panel of speakers did a great job addressing the future of IP, GSM and Radio network solutions. Our panel encouraged the dealers to "embrace change," add services, and reinvest in the relationships the dealers have with their existing subscribers. We are grateful to our panel for their commitment to the Orange County Alarm Association.

PUBLIC SAFETY FORUM WITH IEAA

Our next program is the Public Safety Agency luncheon on March 20, 2013 at 11 a.m. at the Phoenix Club. This meeting is a combined Inland Empire and Orange County meeting and we will have agencies from throughout that area. Vendors, please join us in the sponsorship of this event which is complimentary to alarm companies, law enforcement, and fire services. Holley Hunt, IEAA Chapter President,

and Steve Maris, OCAA Chapter President, are working closely on this event. We all share borders and want great relationships with the various agencies.

CAA/ESA YOUTH SCHOLARSHIP PROGRAM

The scholarship applications are available. They have been mailed to all agencies in Orange County. In addition, the application is available at www.alarmassociation.org. Utilize this tool to say hello to your local agency, invite them to attend the March 20th event and our Golf tournament on 6/13. Both applications are available on www.alarmassociation.org.

Our Annual Golf Tournament is June 13th at the Tijeras Creek Golf Club in Rancho Santa Margarita. The money raised from this event has always funded our OCAA Youth Scholarship winner who receives a \$1,500.00 scholarship check in addition to money that we donate to the State CAA Youth Scholarship Program.

Sadly we lost a valued member of our OCAA Board with the passing of Michael Kallio of Mace CS. Michael leaves behind a wife and 16-year-old daughter preparing for college. The family has established a scholarship fund for Kalyn Kallio. The OCAA Board has made an initial donation of \$1,000.00.

We need your support to sponsor our Golf tournament and golf with us to make an additional donation. Sign up today!

We would like to welcome Archangel Security to the Orange County Alarm Association. Thank you for joining us.

Don't forget to sign up for ISC West! Go to www.caaonline.org for more information.

OCAA 2013 CALENDAR

- ♦ March 20.....Public Agency LunchPhoenix Club
- ♦ May 15.....Board Meeting – General MeetingOrange Hill Restaurant
- ♦ June 13OCAA Golf TournamentTijeras Creek Golf Club
- ♦ Sept. 18.....Board Meeting – General MeetingOrange Hill Restaurant
- ♦ Nov. 13.....Board Meeting – General MeetingOrange 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 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. Classes are 9 a.m. 10 a.m. and fee is \$15. The dates for 2013 are:

April 16

July 16

October 15

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.

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Michael Kallio

We regret to announce that Michael Kallio, Vice President, Business of Development lost his fight to cancer and passed away on January 10, 2013. Michael was a 26 year employee of Mace-CSSS and was a respected and loved member of the California Alarm Association.

Michael was a dedicated, loyal manager and he helped guide the company to be one of the most respected central stations in California and the West.

Mace Security International will create the Michael Kallio Spirit Award to honor Michael and will provide matching funds to the Scholarship Endowment in Michael's honor. This endowment will provide scholarship funds to deserving students for their college education.

Michael's family set up a trust fund for their daughter Kalyn Janee Kallio in lieu of flowers. The checks can be payable to Rogena Kallio FBO Kalyn J. Kallio, and mailed to: Wells Fargo Bank, N.A. 1499 North Main Street Walnut Creek, Ca 94596

Memorial Sloan Kettering Hospital: Michael V. Kallio Memorial Giving Page <http://mskcc.convio.net/goto/Michael.Kallio>. Call toll-free at 866-815-9501 • 1275 York Avenue, New York, NY 10065

Childhood Cancer Foundation of Southern California: If you wish to make a donation in Memory of Michael, please visit their donations page at: <http://www.ccsocal.org> All donations are tax deductible. Childhood Cancer Foundation Office is located at: 11155 Mt View Avenue, Suite 105 Loma Linda, California 92354 Phone: (909) 558-3419 Fax: (909) 558-3420

Condolences can be sent to the Family of Michael Kallio, c/o Mace CS, 401 W. Lincoln Ave., Anaheim, CA 92805



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Michael J. Joseph

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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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susan@azalarms.org

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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By Dimitri Begeor

OBFAA LOGOS

Decals showing the OBFAA logo are great for your company vehicle and they will be distributed as members who pay their dues. There are extra's if requested.

OBFAA MEETINGS

February 14	OBFAA Meeting	Lake Oswego, OR
May 25	OBFAA Meeting	Lake Oswego, OR
September 29	OBFAA Meeting	Lake Oswego, OR

Oregon Burglar & Fire Alarm Association will be hosting a General Meeting at the Fairfield Inn in Lake Oswego, OR. This meeting will be Thursday February 14 at 12p.m., with Speaker Larry W. Dennis, President of Turbo Leadership Systems. Larry is a best selling author of nine books, including Repeat Business – 6 Steps to Superior Customer Service. In this general meeting you will learn how to solve the two most common problems facing business today. Learn how to improve sales, teamwork and performance.

The current OBFAA meetings for all members and non-members are Feb 14th, May 25th and Sept 29th 12:00 pm to 1:30 pm at the Fairfield Inn 6100 SW Meadows Rd, Lake Oswego, OR 97035. Sandwiches can be ordered for \$10.00 each. Please contact the OBFAA for more information.

PUBLIC SAFETY AGENCY MEMBERS

We are proud to have as our affiliate members the following agencies:

- Multnomah County Sheriff's Office
- Oregon City Police
- Portland Police Alarms Administration
- Tigard Police Dept. Alarm Unit
- Washington County Sheriff's Office

OBFAA Membership

If you are not a member of your state's alarm association, join now. We can only make a greater impact, with greater numbers, and your involvement is vital to the growth of your local association and the industry as a whole.

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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.

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.

WBFAA UATC Apprentice Class Began in January

The WBFAA UATC first semester apprentice course began 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.



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CAFAA TRAINING 2013 www.cafaa.com

February 26-28	Intermediate Fire Alarm 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 SECURE+ Initiative

The Electronic Security Association (ESA) web presence helps consumers find the most qualified and trustworthy professionals for their home safety and automation needs. The website, www.Secure-Plusweb.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.

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WESTERN STATES SECURITY ALLIANCE CALENDAR 2013

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

FEBRUARY

5	MID CAL Meeting	Fresno
7	SAAA Administrative Forum	Old Town Sacramento
14	OBFAA Meeting	Lake Oswego, OR
18-20	ESA Leadership Summit	Orlando
21	GGAA Meeting	San Mateo
26	GLASAA General Meeting	Los Angeles

MARCH

5	EBAA General Meeting	Richmond
20	OCAA/IEAA Public Safety Forum	Orange

APRIL

9	10th Annual AIREF Golf Classic	Las Vegas, NV
10-12	ISC West 2013	Las Vegas, NV
11	GVAA Meeting	Stockton
16	GLASAA General Meeting	Los Angeles
17-18	SENTRYCON	Mobile, AL
18	SAAA Police Forum	Old Town Sacramento

MAY

1-4	CAA Convention	Palm Springs Hilton
6-10	PSA-TEC 2013	Westminster, CO
7	MID CAL Meeting	Fresno
14	EBAA General Meeting	Richmond
15	OCAA Meeting	Orange
16	GGAA Meeting	San Mateo
25	OBFAA Meeting	Lake Oswego, OR
29	RAA General Meeting	Windsor

JUNE

13	OCAA Golf Tournament	Mission Viejo
17-21	ESA Summer Conference	Nashville, TN
17-21	ESA Security Expo	Nashville, TN
18	GLASAA Scholarship Awards	Los Angeles
20	SAAA Monte Carlo Night	Old Town Sacramento

JULY

11	GVAA Meeting	Stockton
13	SAAA Rivercats Game	TBD
25	SAAA Sound Forum	Old Town Sacramento

AUGUST

1	GGAA	San Mateo
6	MID CAL Meeting	Fresno
13	EBAA General Meeting	Richmond
20	GLASAA Harbor Cruise	Marina Del Rey
22	SAAA Vendor Expo	Old Town Sacramento

SEPTEMBER

10	IEAA General Meeting	Riverside
18	OCAA Meeting	Orange
29	OBFAA Meeting	Lake Oswego, OR

OCTOBER

3	GLASAA Golf Tournament	Moorpark
10	GVAA Meeting	Stockton
10	SAAA Fire Forum	TBD
20	EBAA Golf Tournament	Oakland

NOVEMBER

5	MID CAL Meeting	Fresno
7	GGAA Meeting	San Mateo
12	IEAA General Meeting	Riverside
12	EBAA General Meeting	Richmond
13	OCAA Meeting	Orange

DECEMBER

4-7	CAA Winter Convention	San Francisco
10	GLASAA Holiday Party/Elections	Los Angeles
12	SAAA Holiday Party	Old Town Sacramento

CAA CONVENTIONS

2013	May 1-4	Palm Springs Hilton
2013	December 4-7	San Francisco
2014	May 7-10	Palm Springs Hilton
2014	December 3-6	San Francisco
2015	May 13-16	Palm Springs Hilton
2015	December 2-5	San Francisco

Industry Events 2013

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

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June 17-21

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