

THE MIRROR

PUBLISHED BY THE CAA FOR THE WESTERN STATES SECURITY ALLIANCE

VOLUME XXII, NUMBER 5 — MAY 2013

www.CAAonline.org



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Industry Rocks at ISC West



ESA Youth Scholarship founder Donna Soloway of NAPCO (center) NSA scholarship winners Mekell Peterson and Michael Kelso were honored at the Western States Luncheon at ISC West surrounded by their family and members of the NSA Board of Directors.



At the ISC West Leadership Breakfast, CAA George A. Weinstock Award recipients Lessing Gold, Ron Spiller, Tony Smith, Harvey Eisenstadt and CAA President Bob Michel congratulate Charles Schwager on being selected as the 2013 recipient of the lifetime achievement and service award. The award will be presented at the CAA Tribute Dinner in San Francisco on December 3, 2013.



Keith Baird of Honeywell congratulated Security Sales Hall of Fame inductee Mike Duffy along with John Sullivan of ADI at the SIA/ISC Loves Security reception at the Rockhouse during ISC West.



CAA and ESA Past President George Gunning, Mary Beth Shaughnessy of ISC and CAA Legal Counsel Lessing Gold were showcased at the ISC's Got Talent event at the Rockhouse during ISC West.

The SIA/ISC Love Security reception raised \$10,000 to support the programs and scholarship funds of the CAA, NSA and AzAA. The presentation was made at the CAA



Leadership Breakfast with ESA President John Knox, SIA Chairman Jay Hahn, ISC liaison Mary Beth Shaughnessy, NSA President Larry Folsom, NSA Directors John Perdichizzi and Greg Simmons, CAA President Bob Michel and NSA Executive Director Jeanne Palmer

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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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PRESIDENT'S MESSAGE



Robert Michel

Partnership Work Continues

We join and support associations because unique benefits are created for us, our companies and our industry. Through our associations, we have an opportunity to develop partnerships that return tremendous dividends. Two great examples are the CAA/ESA Youth Scholarship Program and our involvement with ISC West.

CAA Youth Scholarship Program

The CAA Youth Scholarship Committee has completed its work, and the state winner has been chosen along with the winners for each local association. The CAA Youth Scholarship Program, in conjunction with the ESA Youth Scholarship Program, is our best tool for promoting partnerships between our industry and police and fire service agencies. The public depends on those partnerships for life-safety every day.

We had a record number of applications again this year, and our judges did an incredible job of reviewing applications, reading essays, and scoring the applicants.

The committee will now turn its attention to the promotion of the program through the recognition of all the local winners. This is one of the most beneficial and rewarding aspects of the program. Each local president needs to make sure that full advantage is taken of this opportunity to publicize the program. The Committee will be providing materials and best practices information to each local association for their use in this effort. I encourage each region to have a scholarship committee, to notify its winner promptly, and to promote the program enthusiastically.

Our state winner, Allison Gordon, will be presented with her award at the CAA Palm Springs Convention on May 3. Everyone who attends will have a chance to meet her and her family. Her appearance at the member meeting on Friday is always one of the highlights.

Thank you to Scholarship Committee Chair Sharon Elder and to judges Bob Jennison, Sam Aviles, Lilianne Chaumont and Tim Westphal. You really are making a difference.

ISC WEST

If you were among the 25,000 who attended ISC West, I doubt you could have overlooked the participation of the CAA. In partnership with our friends at the Security Industry Association (SIA) and ISC West, we held the inaugural SIA/ISC Loves Security reception on the eve of the show. Nearly 400 friends from CAA, Nevada Security Association, AIREF golfers and ISC Executive Club members gathered in the Rockhouse at the Venetian. It proved that ISC's Got Talent on the karaoke stage, and it raised \$10,000 for association scholarships and programs. Thanks to our sponsors and the Rockhouse.

The Leadership Breakfast began the show for 150 people, thanks to the generous sponsorship of ISC and SIA. We were proud to announce that CAA CPA Charles Schwager will receive CAA's George A. Weinstock Award in San Francisco at the CAA Winter Convention.

We want to thank the Nevada Security Association and President Larry Folsom for hosting the Western States Luncheon. Nevada presented its scholarship winners and recognized leaders in law enforcement. It is great to see NSA become a strong leader in their state and in the West.

The CAA Association Pavilion was host to more than 40 associations and organizations. It and became the focal point for networking on the ISC West show floor. Special thanks to the entire team at ISC West, and to Jerry Lenander and his staff for making this a spectacular event.

Onward to Palm Springs!



ASSOCIATES CORNER

Fear of Failure Challenges Success!

By Harvey Eisenstadt

The fear of failure, or rejection, is unquestionably a salesperson's nemesis. All too often the salesperson will allow this fear to control and inhibit their motivation to move forward toward success. Even before entering the sales environment, too many salespeople are overcome by this fear. Entering a sales situation with this frame of mind immediately impedes the salesperson's chances for a successful sales call. Inevitably, this ends their opportunity to succeed and they stand on the sidelines watching others move forward successfully. The fear in some salespeople runs so deep that they intentionally avoid taking the critically needed steps to get the appointment or make that presentation. Taking a chance is out of the question for salespeople harboring this fear, and as a result many opportunities are lost before they are even addressed.

The bad news, and the good news, is that no one is perfect and everyone fails at some time or other. Yes, there is a good news side to failure and that is the recognition of a learning opportunity. It is certainly true that failure, or rejection, is hard to accept and clearly that is the bad news. However, it is how that failure is perceived and what the salesperson learns from that failure that will have more significant value, as the salesperson strives to overcome this fear and moves forward towards growth and success. The salesperson must make the decision to succumb to this fear and settle for mediocrity, or take steps to overcome the fear and benefit from the results.

There is no intention here to undermine the power and emotional effect of fear. Overcoming fear is by no means a simple challenge. It creates an emotional pressure for the salesperson before the sales

process even gets started. So, the very first step for the salesperson is to face this emotional pressure head on and recognize that failures are part of life and they will occur. Understanding this, they must strengthen their mentality to stop focusing on the failure while devoting more of their time and emotions to what can be learned from a failure. Identify with the opportunity to learn. Extracting a value or benefit from a failure and employing that value or benefit in future sales environments will psychologically allow the salesperson to start minimizing that fear, to employ whatever restorative actions are necessary and to move forward with a more positive frame of mind.

Once the salesperson has accepted and strengthened this mentality, -- that failures and rejection are a part of life and there is a lesson to be learned from them -- they will gain the confidence to approach all opportunities and accept the outcomes. There are many clichés regarding failure and rejection. The one I like is "no experience is ever a failure but more of a learning opportunity."

The real failure will occur when mistakes are made and lessons are not learned from those mistakes. When mistakes are repeated followed by failure or rejection, fear is accelerated. It is very important to remember that failure is not a result of something the prospect did not do, but rather a result of something the salesperson should have done. By accepting failures as an opportunity to learn and converting them into lessons for the future, the chances of repeating those mistakes that were the root of the failure is significantly reduced, and your path to success greatly enhanced.

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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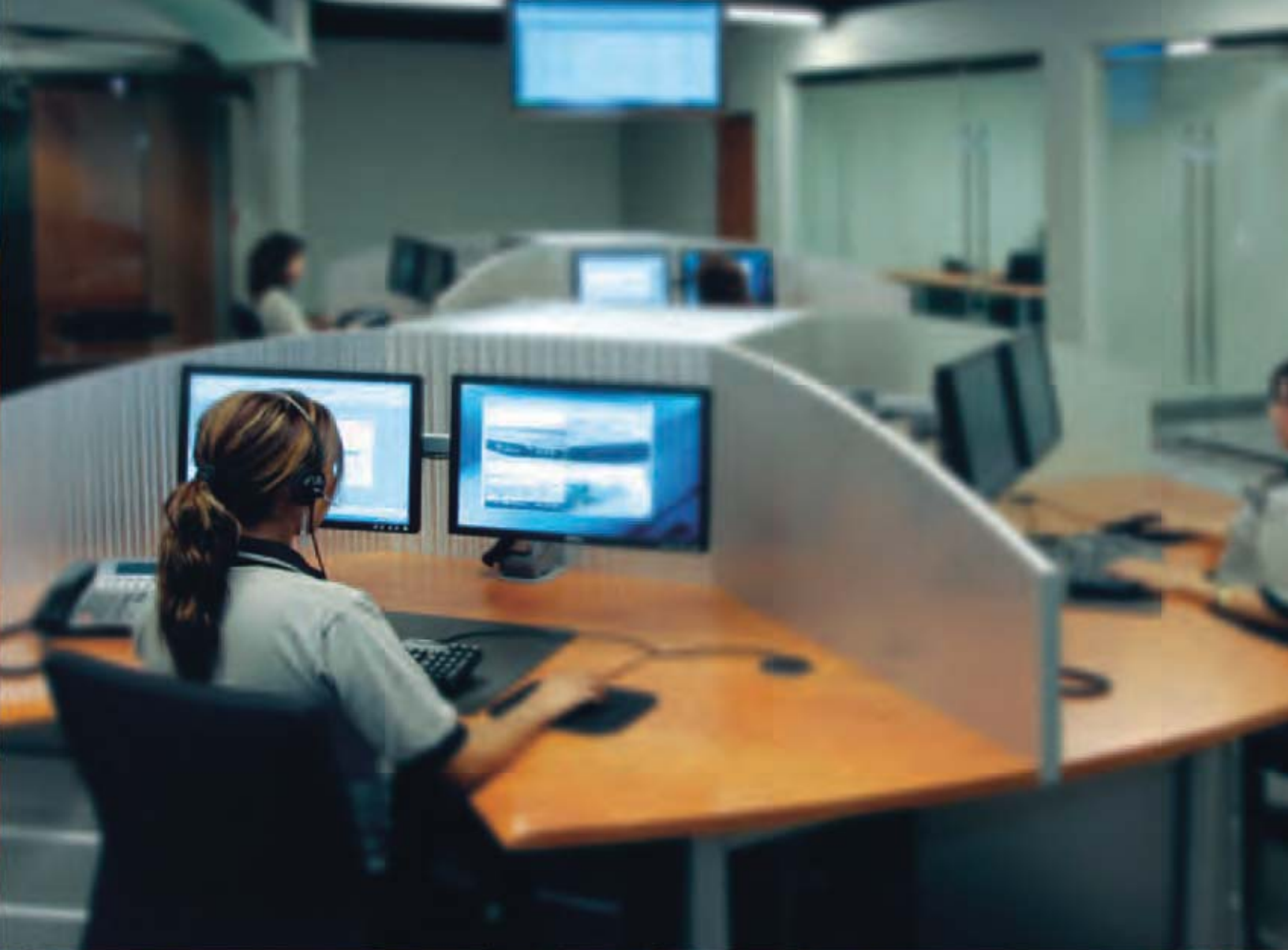
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LEGISLATIVE WATCH

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

HONEYWELL hosted a press event at ISC West which featured System Sensor, Silent Knight and Fire-Lite presenting their new products. Doug Hoefler, senior product marketing manager for System Sensor, discussed their i4 Combo CO/Smoke Detector, a green solution with a panel interface module. Due to the fact that all CO detectors have limited life, System Sensor's i4 has a replaceable Co cell. Susan Adam, marketing director for Silent Knight, presented the Addressable Fire Alarm Panel with Powerful Voice, an integrated emergency voice system that provides fire control, voice and microphone all in one system. Stacy Deveraux, director of marketing for Fire-Lite Alarms presented the Emergency Command Center (ECC). This system is modular and is the first, non-proprietary system to be certified with the new code UC2572.

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. For more information, visit www.alarmlock.com.

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ESA Past President George Gunning wants to share these thoughts from Michael Josephson on ethics and character.

It's Not Easy

Let's be honest. Ethics isn't for wimps.

It's not easy being a good person.

It's not easy to be honest when it might be costly, to play fair when others cheat, or to keep inconvenient promises.

It's not easy to stand up for our beliefs and still respect differing viewpoints.

It's not easy to control powerful impulses, to be accountable for our attitudes and actions, to tackle unpleasant tasks, or to sacrifice the now for later.

It's not easy to bear criticism and learn from it without getting angry, to take advice, or to admit error.

It's not easy to feel genuine remorse and apologize sincerely or to accept apologies graciously and truly forgive.

It's not easy to stop feeling like a victim, to resist cynicism, or to make the best of every situation.

It's not easy to be consistently kind, to think of others first, to judge generously, or to give the benefit of the doubt.

It's not easy to be grateful or to give without concern for reward or gratitude.

It's not easy to fail and still keep trying, to learn from failure, to risk failing again, to start over, to lose with grace, or to be glad of another's success.

It's not easy to look at ourselves honestly and be accountable, to avoid excuses and rationalizations, or to resist temptations.

No, being a person of character isn't easy. That's why it's such a lofty goal and an admirable achievement.

Pull Station Alert

Honeywell Fire Systems would like to make you aware of a potential issue that could affect normal operation of BG-10 Series fire alarm pull stations manufactured from 1992 through 2010. The large majority of these pull stations were manufactured more than a decade ago and distributed under multiple brand names. The web-site, www.PullStationSafety.com, has been created to provide more information on these pull stations, including how to identify BG-10 Series models, pull station pictures, and guidance on the repair and replacement of these devices. We strongly encourage facility owners and fire alarm service providers to visit this site to ensure you can accurately identify any potentially affected BG-10 Series pull stations within the facilities you own or serve.

SHAKES RATTLES N ROLLS

Member Benefit: A LETTER FROM DAVID INGRAM

When my sister's second home was broken into late one night, she needed help right away and called her little brother, David Ingham, and asked for help getting an alarm and security doors. Of course my company is installing the alarm. As far as the security doors, I called Milk Salk from Reed Brothers at 7 a.m., he picked up even though he was sick (very sick) and started the process with his folks to get security doors installed. They completed the doors the next night. I would like to add that one was custom and had to be built.

The point of the story is: This is a benefit of belonging to the CAA and East Bay Alarm association family and getting support as a member that I can't imagine getting any where else.

Thank you to Mike Salk and Reed Brothers Security.

David Ingham



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INDUSTRY NEWS

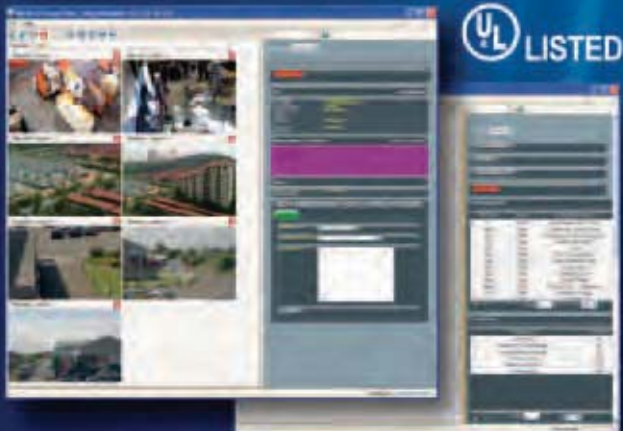
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Security Sales Hall of Fame inductees Tim Whall of Protection 1, John Jennings of Safeguard, Alan Pepper of Mitchell, Silberberg & Knupp and Mike Duffy of Per Mar Security Services were honored at the Sammy Awards at ISC West.



Joe Nuccio of ASG Security with Security Sales Hall of Fame inductees Alan Pepper, Mike Weinstock representing Morris Weinstock along with Security Sales Editor Scott Goldfine.



The Morse alumni gathered at ISC West for the Sammy Awards to honor the induction of Morris Weinstock into the Security Sales Hall of Fame. Celebrating the honor were (back row) Graham Piggott, Frank Clark, Jay Levy, Lessing Gold, Melba (Landon) Taylor and (front row) Harvey Eisenstadt, Ron Spiller, Mark Meyer, Mike Weinstock and Lisa (Mulcahy) Greenhalgh

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2013 Training and Education Calendar

May 7
Interactive security, home automation and more
Tri-Ed Sacramento
www.tri-ed.com

May 7
LG/Yamaha Training
Simi Valley
www.volutone.com

May 8
LG/Yamaha Training
Van Nuys
www.volutone.com

May 9
LG/Yamaha Training
Cerritos
www.volutone.com

May 9
DSC Customer Appreciation / Rollout BBQ
Tri-Ed Orangewww.tri-ed.com

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

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

May 14
LG/Yamaha Training
San Diego
www.volutone.com

May 14
Pelco Counter Day
Tri-Ed North Hills
www.tri-ed.com

May 15
LG/Yamaha Training
Ontario
www.volutone.com

May 16
LG/Yamaha Training
Van Nuys
www.volutone.com

May 21
DSC Customer Appreciation / Rollout BBQ
Tri-Ed Sacramento
www.tri-ed.com

May 21
Optex Counter Day
Tri-Ed Orangewww.tri-ed.com

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

May 21-23
Fire Alarm Plan Review
Fire Alarm Testing and Inspection
Documentation and Recordkeeping.
Chino Valley Fire Authority
www.cafaa.com

May 22
Vivotek, NUUO, Viewz
Counter Day
Tri-Ed Orangewww.tri-ed.com

May 28
Fire-Lite Systems
Intelligibility
What it is and how to test for it
www.firelite.com

May 30
Kwikset Counter Day
Tri-Ed North Hills
www.tri-ed.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
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June 25-26
Fire-Lite Systems
Seattle, WA
www.firelite.com

June 25-27
Basic Fire Alarm
Jump into Fire
Fire Alarm Systems Design
Huntington Beach
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July 12
Fire-Lite Software Applications
Pleasanton
www.firelite.com

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

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

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

Aug 27 - 29
The evolution of NFPA 72
Fire Alarm Plan Review
Roseville
www.cafaa.com

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

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

September 24-26
Understanding the 2010 NFPA 72
Jump into Fire
Fire Alarm System Design
Mercedwww.cafaa.com

October 1-2
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October-12
Fire-Lite Software Applications
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October 12
Fire-Lite Software Applications
Houston, TX
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October 15-16
Fire-Lite Systems
Houston, TX
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October 22-24
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Electrical Requirements
Burbank
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November 12
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November 26-28
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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

The next Redwood Alarm Association meeting is to be held on May 29, 2013 from 11:30 a.m. to 1 p.m. at Johnny Garlic's in Windsor, California. Ron Davis, President of Davis Mergers and Acquisitions Group, will be the speaker. Ron will talk about what successful sellers do to prepare their alarm companies to sell and what buyers look for when evaluating a seller's company. To R.S.V.P. to this meeting please contact Melanie Satterlee at 707-443-6366 or melanie@advancedsecurity.us.

2013 RAA MEETINGS

- ♦ May 29 General Meeting Windsor
- ♦ October 23... General Meeting Windsor

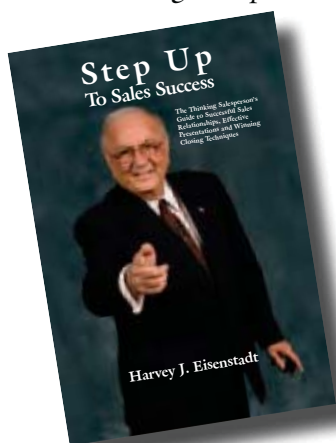
2014 MEETINGS

- ♦ January 22... General Meeting Windsor
- ♦ May 28..... General Meeting Windsor
- ♦ October 22... General Meeting Windsor

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GOLDEN GATE ALARM ASSOCIATION

By Gary Lowndes, President

GGAA Meetings

- ♦ May 16 General Meeting South San Francisco
- ♦ August 1 General Meeting South San Francisco
- ♦ Nov. 7 General Meeting South San Francisco

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



EAST BAY ALARM ASSOCIATION

By Mike Salk, President


EBAA MEETINGS

Our General Meetings are held at Chevy's, 3101 Garritty Way, Richmond. The meetings start at 11:30 a.m. For further information contact EBAA President Mike Salk at Reed Brothers.

- ♦ May 14 General Meeting Richmond, CA
- ♦ August 13 General Meeting Richmond, CA
- ♦ Nov. 12 Holiday Party/Election Richmond, CA




Mike Salk
EBAA President

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By Sean Hamm, President

At our last meeting we had special guest speaker Fernando Keller from the Department of Homeland Security. He spoke to the Association about the diversity of threats, foreign and domestic. He was a huge hit with the Association, and we would love to have him speak again.

At the meeting we also honored Sgt. Joe Snarponis, SDPD, who for years has been our liaison with the SDPD, and worked closely with us as we assisted San Diego with implementation of the alarm ordinance. Sgt. Snarponis is transferring to another department, and we wanted to recognize all his hard work and his importance to our partnership.



SDSA General Meeting on February 27, 2013: Cathy Rempel (ASI, Sean Hamm (Five Alarm), Sgt. Joe Snarponis (SDPD), Lt. Dan Plein (SDPD), Glen Mowry (SIAC), Jon Sargent (TYCO)

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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. 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



Jon Sargent spoke at the SDSA General Meeting on February 27, 2013.

GLASAA

Greater Los Angeles Security Alarm Association

By David Michel, President

GLASAA MEETINGS 2013

- ♦ June 25 Scholarship Awards Los Angeles
- ♦ August 13 Harbor Cruise Marina Del Rey
- ♦ October 3 Golf Tournament Moorpark
- ♦ December 10 Holiday Party/Elections Los Angeles

GLASAA Meetings and Events

Please visit our website at www.glasaa.com

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.

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

GLASAA members gathered at Castaway Restaurant in Burbank for their April meeting.

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INLAND EMPIRE ALARM ASSOCIATION

By Holley 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. 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

♦ July 15-17..... Annual International Crime Conference

.....Riverside Marriott

♦ Sept. 19..... IEAA MeetingRiverside

♦ Nov. 14 IEAA MeetingRiverside

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

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

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El Dorado Hills, CA 95762-4549
www.sacalarm.org

By Ben Martinez, President

SAAA 2013 Meeting Schedule

♦ June 20 Monte Carlo Night Old Town Sacramento

♦ July 13 Day at the Lake Sacramento

♦ July 25 Access/Video/Sound Forum Old Town Sacramento

♦ August 22 ... Vendor Expo Old Town Sacramento

♦ Sept.12 Fire Forum..... Sacramento

♦ Dec.12 Holiday Party/Elections Old Town Sacramento

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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MCAA President Mike Matson of Matson Alarm congratulated CAA George A. Weinstock Award recipient Charles Schwager along with Rudy Alva of Allied Security Alarms.

MID-CAL



MID CAL ALARM ASSOCIATION

For more information, contact Mike Matson, Matson Alarm at 559-438-8000

Save the Date!

November 4, 2013, join the Mid Cal Alarm Association of the Inaugural Mid-Cal Golf Tournament. Golf will be played at the Fort Washington Country Club in Fresno, CA.

MID CAL MEETINGS

- ♦ May 9 General Meeting Fresno
- ♦ August 8 General Meeting Fresno
- ♦ Nov. 4 Mid Cal Golf Tournament..... Fort Washington Golf Club



SILICON VALLEY ALARM ASSOCIATION

SVAA MEETINGS

Please join us for the SVAA General meetings in 2013:

- ♦ July 17
- ♦ October 16

All meetings are held at Fiorillo's Restaurant – Santa Clara, 638 El Camino Real, Santa Clara, CA 95050. 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 Mark Simpson at 408-882-4260 or msimpson@rfi.com. It is so important to get involved with your local associations more than ever and to keep up to date on all the new information.

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Dan Moran of Eclipse Marketing & Insurance Services addressed the SVAA meeting in April on The Effect of Obamacare on Your Business.



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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 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.

GVAA MEETINGS

- ♦ July 11..... General Meeting Stockton
- ♦ October 17 .. General Meeting Stockton

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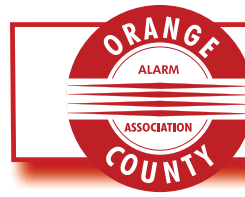
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CAA George A. Weinstock Award recipient Charles Schwager was congratulated by Sharon Elder of NMC at the CAA Leadership Breakfast at ISC West.



ORANGE COUNTY ALARM ASSOCIATION

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

By Steve Maris, President

ANNUAL GOLF TOURNAMENT

Our Annual Golf Tournament is June 13 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 scholarship check in addition to money that we donate to the state CAA Youth Scholarship Program.

OCAA 2013 CALENDAR

- ♦ May 15 General Meeting Orange Hill Restaurant
- ♦ June 13 OCAA Golf Tournament Tijeras Creek Golf Club
- ♦ Sep. 18 General Meeting Orange Hill Restaurant
- ♦ Nov. 13 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 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:

July 16

October 15

For information on permits contact:

Cristine Gaiennie

Regulatory Affairs Supervisor, Irvine Police Department

949-724-7066, cgaiennie@cityofirvine.org

City of Irvine Alarm School Schedule:

July 16 – 9:00 AM

October 15 – 9:00 AM

For more information on Alarm School, please contact:

Irvine Police Department

Cristine Gaiennie, Regulatory Affairs Supervisor

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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CAA Association Pavilion Aired Golf SIA/ISC Loves Security Leadership Breakfast Western States Luncheon



Gene and Grant Jordan along with Tom Kadlec of Advanced Security Engineering were welcomed to the AIREF Golf Tournament at ISC West by ESA President John Knox



Matson Alarm and First Response Monitoring were represented at the CAA Leadership Breakfast by Michael Matson Jr., Vanessa Matson, Mike Matson, Katie Matson and Rebecca Matson Purtz.



AIREF Chair John Jennings with CAA Past President Matt Westphal of Bay Alarm and CAA President Bob Michel of Valley Alarm at the AIREF Golf Tournament at ISC West.



SIA Past Chairman Gordon Hope of Honeywell with Sarah, Ricki and Hall of Fame inductee John Jennings with SIAC Executive Director Stan Martin at the Security Sales event at ISC West.



Cece and Pete Orvis of Security Solutions were at ISC West to help AIREF Golf Tournament Chair Jamie Orvis celebrate the 10th annual event.

Keith Baird of Honeywell and Michael Keegan of Magnasphere with AIREF Golf Tournament Chair Jamie Orvis.





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CAA Association Pavilion Aired Golf SIA/ISC Loves Security Leadership Breakfast Western States Luncheon

Gold Sponsor Bob Budnieski of Honeywell welcomes CAA President Bob Michel to the SIA/ISC Love Security welcome reception on the eve of ISC West.



Sherida Sesser and Ed Several of ISC West, SIA CEO Don Erickson, CAA and ESA Past President George Gunning and Hall of Fame inductee Tim Whall of Protection 1 admire the SIA/ISC Love Security. at the Sammy Awards.



Sherida Sessa of ISC West with Theresa Brewer and Dave Lyons of System Sensor at the Security Sales Sammy Award at ISC West.



Bill Kensler of NAPCO rocked The Rockhouse and proved ISC's Got Talent!



CAA Legal Counsel Lessing Gold of MSK with Mike Weinstock who represented his father Morris Weinstock at the Hall of Fame ceremony.



CSAA Past President Bud Wulforst and CAA President Bob Michel were welcomed to the Executive Club Reception by Ed Several of ISC West.

**THANK YOU ATTENDEES AND
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CAA Association Pavilion Airef Golf SIA/ISC Loves Security Leadership Breakfast Western States Luncheon



The Rockhouse at the Venetian was host to 400 at the SIA/ISC Love Security welcome reception. The event raised \$10,000 for association programs and scholarship funds.

Gold Sponsors Dick and Donna Soloway of NAPCO were welcomed to the SIA/ISC Love Security reception by Jeanne and Bob Michel of Valley Alarm.



SIA Past President Sandy Jones with CSAA President Bud Wulforst and Laurie Wulforst at the ISC Executive Club lounge.



Jeanne Michel with Laurie, Leif and Bud Wulforst and Bob Michel at the ISC West wrap party at The Rockhouse.



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CAA Association Pavilion Aired Golf SIA/ISC Loves Security Leadership Breakfast Western States Luncheon



Michael Flink and John Sullivan of ADI welcomed Bruce Engel of S&S Systems to ADI Customer Appreciation Party at the House of Blues during ISC West.



CAA Vice President Cathy Rempel admires the CAA neck tattoo sported by Andrew Davis of American Security Integrators while Debbie Padilla of TriStar Monitoring looks on at the SIA/ISC Love Security reception at ISC West.



Lessing Gold and Tony Adler of MSK with AzAA Past President David Green and author Harvey Eisenstadt at the Sammy Awards at ISC West.



Marc Benson of SIA with Mary Beth Shaughnessy of ISC, Jim Gingo of JLG Forensics and Kim Fox of ISC celebrate a successful ISC West at the wrap party at The Rockhouse.



Glen Guldbeck of Alarm.com, Troy Guerrero of Interlogix, Devin Williams of Rapid Response Monitoring and Chuck Landfried of Private Security enjoy the SIA/ISC Love Security reception at ISC West.

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Where in the World Is THE MIRROR?

Are you travelling with THE MIRROR? Paris? London? Chicago?

Take a photo and email it to info@caaonline.org with description and identification.



THE MIRROR was with Utah Alarm Association members Jared Mellor of Professional Service and Installations and Jacob Menke of Zions Security Alarms, NSA President Larry Folsom and NSA Director John Perdichizzi at the Western States Luncheon at ISC West.



THE MIRROR was with Security Sales Editor Scott Goldfine with Mitch Reitman of SIC Consulting in the CAA Association Pavilion at ISC West.



THE MIRROR was with Tim Whall of Protection 1, Security Sales Editor Rodney Bosch and CSAA Past President Bud Wulforst to the Sammy Awards.



CAA Past President George Gunning, SIA President Don Erickson, Marek Robinson of Honeywell and Bud Wulforst with THE MIRROR at the Security Sales Sammy Awards.



George Gunning, Bob Michek, Sandy Jones and Ron Spiller with THE MIRROR at the ISC Executive Club lounge.



Trevor Hansen of Volutone welcomes guests to the SIA/ISC Love Security reception with THE MIRROR at the Rockhouse at the Venetian.



THE MIRROR welcomed guests to the SIA Customer Appreciation event at Caesars Palace along with Kevin Murphy, Marcus Dunn, Marc Benson and Bryan Miller of SIA.



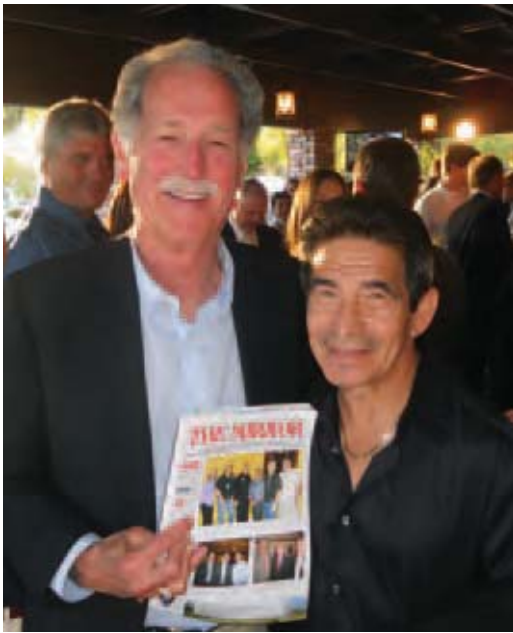
ESX Chair George De Marco, CAA President Bob Michel and Kirk MacDowell of Interlogix with THE MIRROR at the CAA Association Pavilion at ISC West.

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Where in the World Is THE MIRROR?, *continued*



Bob Jennison of Post Alarms was at the Bill Hartack Foundation event with champion jockey Lafitt Pincay, Jr. and THE MIRROR.

PSRs crew Jason Copeland, Pat Kirby, Tauni Wallace, Christina Elliott along with Tim Tracy of Honeywell and Justin Orenstein of PSR enjoyed the SIA/ISC Love Security reception with THE MIRROR.



ESA President John Knox, George Gunning and ESA Executive Director Merlin Guilbeau with THE MIRROR at the CAA Association Pavilion at ISC West.



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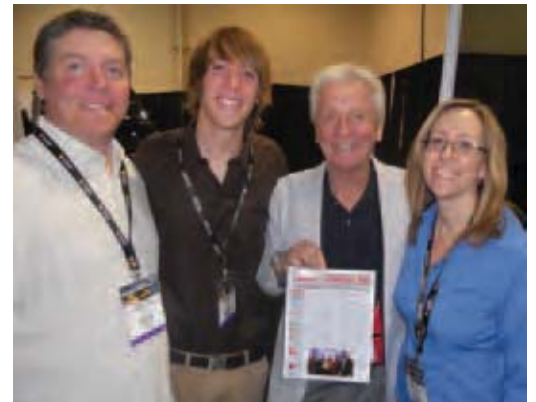


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Leif, Zach, Bud and Jeanne Wulforst distribute THE MIRROR at the CAA Association Pavilion.



Kentucky Derby winning jockeys Patrick Valenzuela (1989), Mario Gutierrez (2012), I'll Have Another owner J. Paul Reddam and CAA Executive Director Jerry Lenander with THE MIRROR at the Bill Hartack Foundation event in Arcadia.

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By Larry Folsom, President

WELCOME to our newest members: Protection One, Tri-Signal Integration and TSI.

2013 NSA MEETING DATES

May 8	NSA Membership Meeting
June 12	NSA Board Meeting
July 10	NSA Membership Meeting
August 14	NSA Board Meeting
September 11	NSA Membership Meeting
October 9	NSA Board Meeting
November	TBD NSA Year End Meeting & Party
December 10	NSA Board Meeting

Get in the swing with the NSA! We are on the move in 2013!

The NSA has moved their meetings to a new location: Marilyn's Café at Tuscany Suites & Casinos, 255 E Flamingo, Las Vegas 89169.

NEXT NSA MEMBERSHIP MEETING:
May 8th, 6PM at our new location at the Tuscany, Las Vegas.

March 2013 Meeting: Guest speaker was Kathy Perkins, Crime Prevention Specialist for Las Vegas Metro Police. Kathy gave our companies great information and we look forward to working together to protect our communities. Our Vendor in the Spotlight was Dana Scroggins of Optex. Dana spoke to our guests about the importance of wireless communications and equipment.

ISC West

It was great to see everyone at the ISC-WEST EXPO on our home turf in Las Vegas. Some of the many events the NSA attended:

- AIREF Golf Tournament at Revere Country Club in Anthem
- ISC's Got Talent Welcome Reception at the Rockhouse in the Venetian
- ISC/SIA Leadership Breakfast
- ESA's Young Security Professionals tour of the "New American Home" in Seven Hills
- WESTERN STATES LUNCHEON & SCHOLARSHIP PRESENTATION

THANK YOU TO ALL OF OUR SPONSORS:

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- Eagle Sentry, Honeywell Cable Products Distributor, Bud & Laurie Wulforst

NSA continued on page 36



ESA Executive Director Merlin Guilbeau and President John Knox were part of the tour of the New American Home given by Greg Simmons of Eagle Sentry at ISC West.



Doug Sartain of Certified Fire brought his rocker roots and THE MIRROR to Debbie Padilla of TriStar Monitoring at the ISC West welcome reception at the Rockhouse.

ESA Scholarship founder Donna Soloway of NAPCO reunited with Roberta Smith at the Western States Luncheon. Smith owned CL & J Alarms in Hewlett, NY, from 1958 till she sold in 2008 and was involved in the early days of the scholarship program. Her daughter and son-in-law, Jessica and John Perdichizzi, own ASAP Security in Las Vegas.



NSA continued from page 34

Our two 2013 Youth Scholarships were chosen from many great applications received. NSA Youth Scholarship is open to children of active duty law enforcement and fire service personnel in Clark County, NV. At the Western States Luncheon the students read their winning essays to an audience who gave them standing ovations! We're so proud to be able to assist these children of first responders with scholarships to further their education.

2nd Place Winner - \$1,000 - Michael Kelso who attends Boulder City High School in Boulder City, NV. He is the son of Patrick Kelso, a probation officer for Clark County Juvenile Detention Center.

1st Place Winner - \$1,500 - Mekell Peterson who attends Foothill High School in Henderson, NV. Mekell's father is a firefighter for Clark County Fire Department Station 23. Mekell will go on to compete in the national Electronic Security Association Youth Scholarship, with prizes totaling \$20,000!

For further information about joining the NSA, or getting on our email distribution list for notices, email Jeanne.Palmer@nevadasecurityassociation.org and check out our website: www.nevadasecurityassociation.org.

For any and all inquiries please feel free to contact anyone on the Board for assistance. To be added to the Nevada Security Association E-Mail list, please send your request to 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!



NSA Board members welcomed Mekell Peterson and her family who were on hand when she received a scholarship from NSA.



NSA Board members welcomed Michel Kelso and his family who were on hand when she received a scholarship from NSA.



NSA rocked the Rockhouse on the eve of ISC West at the SIA/ISC Love Security reception including Greg Simmons, Jeanne, Melanie and Howard Wulforst and Larry Folsom.

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Jennifer Holloway of PrivateBank, Bert Ross of CMS, Greg Simmons of Eagle Sentry and Jon Perry of Sting Alarm at the SIA/ISC Love Security reception on the eve of ISC West at the Rockhouse.

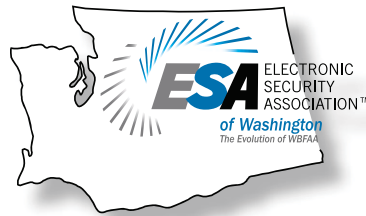


NSA Vice President Greg Simmons of Eagle Sentry, CAA President Bob Michel of Valley Alarm and ESA Executive Director Merlin Guilbeau at the Western States Luncheon at ISC West.



Mary Beth Shaughnessy and Ed Several of ISC West thanked NSA President Larry Folsom for hosting the Western States Luncheon at ISC West.

ESA OF WASHINGTON



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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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ARIZONA LICENSING

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.

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ANNUAL CONVENTION

Ben Cornett will be the keynote speaker at the 2013 AzAA Annual Convention which will be held August 21 – 23 at the beautiful Talking Stick Resort in Scottsdale. There will be two days of presentations specifically designed for security company owners and top management, technicians and alarm coordinators from the jurisdictions. Speakers will include Harvey Eisenstadt on training salespeople, Gary Pollack with Interlogix on NFPA Code Changes and Carbon Monoxide Gas Detection, Craig Nadeau on alarm.com and many more!

The Convention will begin with the AzAA Annual Golf Tournament on August 21 at the Talking Stick Resort. That afternoon from 4:30 p.m. to 7:30 p.m. will be the Opening Reception and exhibit show which is open to everyone. Don't miss the Law Enforcement Appreciation Dinner on August 22. It's a great opportunity to meet with the Police Chiefs and Alarm Coordinators from jurisdictions around the state. "You Be the Judge" should be a fun presentation on August 23. You will hear two lawyers argue a case and then you decide who wins! For a complete schedule and to register, please visit www.azalarms.org.

ARIZONA MEETINGS

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



ESA of Florida member Roy Pollock Devcon with CAA Past President Tony Smith and AzAA Past President David Green at the CAA Leadership Breakfast at ISC West.

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By Dimitri Begeor

OBFAA LOGOS

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OBFAA MEETINGS

May 23 OBFAA Meeting, Lake Oswego, OR
September 29 OBFAA Meeting, Lake Oswego, OR

Meetings are Noon - 1:30 p.m. at the Fairfield Inn 6100 SW Meadows Rd, Lake Oswego, OR 97035. Sandwiches can be ordered for \$10 each. Please contact the OBFAA for more information.

The next OBFAA meeting is scheduled for May 23, 2013. Keep an eye on your e-mails for details on location and guest speaker. We hope all of our members will be able to attend.

If you weren't able to attend the meeting, but would like to be part of the association's ongoing conversations, please join us on:

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Facebook www.facebook.com/OBFAA

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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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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PUBLIC SAFETY LIAISON

Alarm Reduction Program Is a Success at LAPD

There has been a dramatic drop in officers being called out to burglar alarm activations since a new City Ordinance was in place. While LAPD responded to 102,532 calls in 2003, in 2011 they responded to 41,848, representing a 59.2% decrease in nine years. LAPD estimates an average consumption of 45 minutes per call and this decrease represents approximately 45,500 hours annually of officer and dispatcher time.

"We are very pleased with the consistently decreasing number of false alarm calls," stated Richard Tefank, Executive Director of the Los Angeles Police Commission, where the Alarm Section for the LAPD is housed. Not only is the number of actual alarm incidents down, but the percentage of those calls being false alarms is down as well.

In the City of Los Angeles, all alarm subscribers are required to maintain an Alarm Permit. The Los Angeles City Ordinance allows alarm subscribers two unverified alarm calls per 365-day period, however all responses to alarm calls by officers are billed to the alarm subscriber. There are no "free" responses to a false alarm. Upon the third alarm call after two false alarms, verification will be required before a patrol unit is dispatched. Absent verification, the alarm call will be subject to "broadcast and file," which means the 911 operator will broadcast the call and officers will respond, if available.

Additional information is available from the Los Angeles Police Commission, Alarm Section, at 213-996-1200 or www.LAPDonline.org.

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Riverside Hosts Crime Free Conference

The Riverside Police Department is proud to host the 15th Annual International Crime Free Conference being held July 15 - July 17, 2013, at the Riverside Marriott. The 2013 Crime Free Conference features highly effective Crime Free Programs that target multi-family, rental, condominium, mobile housing, RV parks, self-storage facilities, hotels/motels, and businesses.

Crime Free Programs have been implemented throughout the world and have shown a statistical reduction in police calls for service. The conference will provide training and networking opportunities for law enforcement, crime prevention practitioners, security specialists, property owners/managers, business owners, hotel/motel operators, and mini-storage managers. The conference includes certification courses and professional development courses that are ideal for anyone striving to create a positive community environment. Classes will include cutting edge information and showcase improvements that have been modeled by diverse jurisdictions.

We are requesting sponsorship, vendors, and/or donation of auction items. For more information, please contact the Riverside Police Department at 951-826-5147 or ganders@riversideca.gov. Visit the conference website for more information, www.crime-free-association.org or www.rpdonline.org.

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.



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ESX★

ELECTRONIC SECURITY EXPO

Sandy Hook Chief at ESX

The Electronic Security Expo (ESX) proudly welcomes Newtown, Conn. Police Chief Michael Kehoe, as the featured speaker of its Industry IceBreaker Luncheon, held Tuesday, June 18 at 12:00 p.m.

"We're extremely proud to welcome Chief Kehoe to ESX's Industry IceBreaker Luncheon," says ESX Chair George De Marco. "I look forward to hearing his thoughts on how the public and private safety sectors can work together to protect our most precious assets: our families — our children."

"I'm glad to participate in the Industry IceBreaker Luncheon at ESX this June," says Chief Kehoe. "It's important that we in the public and private safety sectors continue to find new ways to work together to help secure and protect our communities."

Chief Kehoe has also served as the president of the Fairfield County's Chiefs of Police Association and served on the board of directors of the Connecticut Police Chiefs Association as vice president.

The Industry IceBreaker Luncheon will host the presentation of the Security Industry Alarm Coalition (SIAC) William N. Moody Award, which will recognize a volunteer who has demonstrated exemplary leadership and dedication in maximizing false dispatch reduction across North America, as well as the 2012 PDQ Award, presented by Security Sales and Integration magazine, which recognizes the security company that best demonstrates a proactive and cooperative effort to reduce unnecessary alarm dispatches.

It is also home to the ESA Youth Scholarship Award, sponsored by Vivint, who has contributed a donation of \$10,000. These added funds, matching the existing donation of ESA, will allow the association to award \$10,000 to the first-place winner, \$5,000 for second place, \$3,500 for third and \$1,500 for fourth. The ESX Industry IceBreaker Luncheon is sponsored by Security Sales and Integration magazine. For more information, visit www.ESXweb.com.



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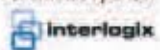
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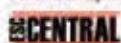
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May 21-23
Fire Alarm Plan Review
Fire Alarm Testing and
Inspection
Documentation and
Recordkeeping.
Chino Valley Fire
Authority
www.cafaa.com

June 25-27
Basic Fire Alarm
Jump into Fire
Fire Alarm Systems
Design
Huntington Beach
www.cafaa.com

Aug 27 - 29
The evolution of NFPA 72
Fire Alarm Plan Review
Roseville
www.cafaa.com

September 24-26
Understanding the 2010
NFPA 72
Jump into Fire
Fire Alarm System
Design
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October 22-24
Jump into Fire
Smoke Control
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Burbank
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November 26-28
Basic Fire Alarm
Jump into Fire
Fire Alarm Systems
Design
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WBFAA UATC APPRENTICE TRAINING PROGRAM

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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 Begins in August

The WBFAA UATC first semester apprentice course begins in August, 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.

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>

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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.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.

The ESA Member Buying Program, designed to save you and your company significant amounts of time and money, now offers collective buying power through our Buying Group Alliance, made up of more than 250,000 businesses. ESA members are seeing immediate value and reporting an average of 20% savings. "We are thrilled to deliver another valuable member benefit to ESA member companies and their employees. Members taking advantage of this program may be able to pay for their ESA membership many times over by saving significant money on products and services they already buy," said Knox. Electronic Security Association members can register for the ESA Member Savings Program by going to www.esaweb.org.

Security America Risk Retention Group

Security America Risk Retention Group (SARRG) 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@securityamericarrg.com.

NTS Expands Online Courses

The ESA National Training School has expanded its catalog of online training courses including technician and business management courses. For information, visit www.esaweb.org.



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ESA and CAA Past President George Gunning, ESA Executive Director Merlin Guilbeau, ESA Past President Mike Miller, CSAA Past President Bud Wulforst, CAA President Bob Michel and NSA Past President Howard Wulforst with THE MIRROR at the CAA Association Pavilion.



MEMBER SAVINGS PROGRAM



This free program, designed to save you and your company significant amounts of time and money, now offers collective buying power through our Buying Group Alliance, made up of more than 250,000 businesses.

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WESTERN STATES SECURITY ALLIANCE CALENDAR 2013

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

MAY

1-4	CAA Palm Springs Convention	Palm Springs Hilton
6-10	PSA-TEC 2013	Westminster, CO
8	NSA Membership Meeting	Las Vegas
9	MID CAL Meeting	Fresno
14	EBAA General Meeting	Richmond
15	OCAA Meeting	Orange
15	SDSA General Meeting	San Diego
16	GGAA Meeting	San Mateo
23	OBFAA Meeting	Lake Oswego, OR
29	RAA General Meeting	Windsor

JUNE

12	NSA Board Meeting	Las Vegas
13	OCAA Golf Tournament	Mission Viejo
17-21	ESA Summer Conference	Nashville, TN
17-21	Electronic Security Expo	Nashville, TN
20	SAAA Monte Carlo Night	Old Town Sacramento
25	GLASAA Scholarship Awards	Los Angeles

JULY

10	NSA Membership Meeting	Las Vegas
11	GVAA Meeting	Stockton
13	SAAA Day at the Lake	Sacramento
15-17	Annual International Crime Conference	Riverside
17	SVAA General Meeting	Santa Clara
25	SAAA Sound Forum	Old Town Sacramento

AUGUST

1	GGAA	San Mateo
8	MID CAL Meeting	Fresno
13	EBAA General Meeting	Richmond
13	GLASAA Harbor Cruise	Marina Del Rey
14	NSA Board Meeting	Las Vegas
21-23	AzAA Annual Convention	Scottsdale
22	SAAA Vendor Expo	Old Town Sacramento

SEPTEMBER

11	NSA Membership Meeting	Las Vegas
12	SAAA Fire Forum	Sacramento
17	SDSA General Meeting	San Diego
18	OCAA Meeting	Orange
19	IEAA General Meeting	Riverside
29	OBFAA Meeting	Lake Oswego, OR

OCTOBER

3	GLASAA Golf Tournament	Moorpark
9	NSA Board Meeting	Las Vegas
16	SVAA General Meeting	Santa Clara
17	GVAA Meeting	Stockton
22	RAA General Meeting	Windsor

NOVEMBER

4	MID CAL Golf Tournament	Fort Washington Golf Club
7	GGAA Meeting	San Mateo
8	NSA Year End Meeting & Party	Las Vegas
12	EBAA General Meeting	Richmond
13	OCAA Meeting	Orange
14	IEAA General Meeting	Riverside

DECEMBER

4-7	CAA Winter Convention	San Francisco
10	GLASAA Holiday Party/Elections	Los Angeles
10	NSA Board Meeting	Las Vegas
11	SDSA Holiday Bash	San Diego
12	SAAA Holiday Party/Elections	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

May 6-10

PSA-TEC, Westminster, CO

June 17-21

ESA Summer Conference, Nashville, TN

June 17-21

ESX Electronic Security Expo, Nashville, TN

Nov. 20-21

ISC East 2013, New York, NY

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Licensing Fax Number:	916/575-7290
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