

THE MIRROR

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UNC Study Profiles Burglar Habits, Trends

A groundbreaking new study by a researcher at the University of North Carolina at Charlotte examines hundreds of convicted offenders to gain an unprecedented look inside the mind of a burglar, providing remarkable insight into an intruder's motivation and methods. The survey, entitled "Understanding Decisions to Burglarize from the Offender's Perspective," was conducted by Dr. Joseph B. Kuhns of the university's Department of Criminal Justice and Criminology. Funding was provided by the Alarm Industry Research and Educational Foundation (AIREF), which is the tax-exempt foundation that serves as the research arm for the electronic security industry with support from the Electronic Security Association (ESA).

According to the study, a majority of burglars considered the presence of deterrents such as alarms, outdoor cameras and other surveillance equipment when choosing a potential residential or commercial target. Approximately 83 percent of the offenders said they would attempt to determine if an alarm was present before attempting a burglary, and 60 percent said they would seek an alternative target. Among those who discovered the presence of an alarm while attempting a burglary, half reported they would discontinue the attempt, while another 31 percent said they would sometimes retreat. Only 13 percent said they would always continue the attempt even after an alarm had been discovered.

The presence of video surveillance was also an effective deterrent. Nearly 60 percent of the burglars said they would consider the presence of cameras or other video equipment when selecting a target and more than 40 percent said that would be a factor in prompting them to choose another target.

In addition to Kuhns at UNC Charlotte, other researchers are Dr. Kristie R. Blevins, Eastern Kentucky University; and Dr. Seungmug "Zech" Lee, Western Illinois University. For more information and to read the study in its entirety, go to www.AIREF.org.

CAA Associate Director Sam Aviles of Fire-Lite, CAA President Bob Michel of Valley Alarm, 2013 CAA Mark Schubert Memorial Award recipient Brian Fullhart of Interlogix and GLASAA President Dave Michel of Valley Alarm presented at CAA Palm Springs Convention in May 2013.



CAA President Bob Michel presented Allison Gordon the top prize in the 2013 CAA Youth Scholarship Program at the CAA Palm Springs Convention. Pictured are Michel, Liz and Mark Gordon of the Miramar Fire Department, Allison Gordon and SDAA President Sean Hamm.



GGAA President Gary Lowndes presented a \$1,500 scholarship to Valerie Smith, daughter of Thomas Smith of the Menlo Park Fire Department, at the Mercy High School Awards Night.



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PRESIDENT'S MESSAGE

The CAA Palm Springs Convention — bigger and better

More than 300 attendees, and more than 70 exhibiting vendors. There were representatives from ESA, ESX, ISC, SIA, SIAC, SARRG, FARA, and more. Participation in board meetings was fantastic. The general member meeting was informative and effective. Our state scholarship winner and her family were a big hit. The education sessions were great. The golf tournament at Escena Golf Club was a blast. And the reception and pool parties were incredible!

Thanks to Sam Aviles and everyone on the CAA Events Committee for their input. Thanks, as always, to Jerry Lenander and everyone at the CAA office - their planning, innovation and professionalism make each event even better than the one before. And last, but most certainly not least, thank you to all of our exhibitors and sponsors who make the entire event possible. We will always be committed to ensuring that your contributions provide an exceptional return.

The board and all the committees continue to work diligently. Membership, Communication, Convention/Events, Government Relations, Public Safety Liaison, Scholarship, Business Administration, Technology – all have important ongoing projects.

I am excited to announce that our state scholarship winner, Allison Gordon, placed 3rd in the national ESA Youth Scholarship Program and will receive an additional \$3,500! I want to encourage all the local presidents to take full advantage of the opportunity to publicize the scholarship program through the recognition of all the local winners. This is one of the most beneficial and most rewarding aspects of the program. Sharon Elder, Scholarship Committee Chair, is available to provide guidance in this important effort.

Our next big association event is the Electronic Security Expo – ESX – in Nashville, June 17 – 21. ESX provides an incredible growth opportunity for businesses of all sizes. I encourage all our members to attend. Please investigate the program at esxweb.com, and make your reservations today!



Robert Michel



CAA Scholarship Judges were part of the presentation to state winner Allison Gordon. Pictured are Sam Aviles, Bob Jennison, Liz, Mark and Allison Gordon, Lilianne Chaumont, CAA Scholarship Chair Sharon Elder and Tim Westphal.



ASSOCIATES CORNER

The Management Challenge

By Harvey Eisenstadt

You work hard and produce profitable results for your company, and in addition to fair compensation you look forward to that day when you are offered a promotion into a managerial position. When that day does arrive, you instinctively say "yes I'll take it," all too often without any consideration of the realization that lies ahead. Moving up into a position of leadership will be one of

your most difficult career transitions. In addition to the many new corporate challenges you have accepted, you must now exercise proficiency in communicating, motivating and delegating to those who were your peers and are now your responsibility.

You must find the delicate balance of being their leader and maintaining that positive relationship. You are now faced with the undertaking of leading others, meeting higher corporate expectations and making those crucial decisions. As the Manager you now have to lead the team, build and maintain positive morale, encourage teamwork and provide the tools and knowledge to generate enthusiasm while growing the company. So, where do you start? What do you do first? The right place to start would be a self-analysis by looking at the different skills you will need and by determining your own personal strengths.

You might begin with your assessment directed at your ability to manage both the people on your team and the tasks of the business plan. To accomplish this successfully again requires a delicate balance of your time and expertise. If you are too heavily focused on the individuals on your team, then there is definitely the probability that the team, although close in relationship to you, may begin to wonder where the team leadership lies. Likewise, if you direct too much of your focus, comparatively speaking, on the plans and goals of the company the team could very easily become disillusioned and you could start to lose some of that positive relationship so critical to success. Pay careful attention to how you employ that delicate balance

to provide your personal support to the team members and the team time as their leader and mentor.

Your success as a manager will be heavily weighed on your ability to plan, taking into account the various perspectives of your team challenges. You must now make the decision regarding the projects that must be addressed, how these projects are executed, when they are to be completed and who is responsible for completion. It is no longer sufficient to complete your own projects accurately and on time but to provide the leadership so your team members complete their projects accurately and on time. As the team leader you are the link that drives the organization to meeting its objectives. To accomplish this you must be organized. If you are organized, then you will have the skill to delegate the tasks and responsibilities, and simultaneously support your team members.

Your team must have a clear vision as to where you are leading them and they must have an indisputable understanding of the value of the goals you have set for the team. If your goals and decisions are self-centered, then the enthusiasm of your team will diminish very quickly. As their team leader you must emphasize their strengths rather than promoting your own, and provide that vision as to where you are leading them. To achieve success, managers must be more than just supervisors. They must not only lead and mentor the team members, but they must also accept the responsibility of facilitator, coach, communicator and be an integral part of the team.

Successful managers do not only delegate but have also learned to become good listeners. The key to good listening and ultimately successful management is to let your team members speak freely and do not deliver your comments or opinions until they have completely finished what they were saying. A very effective practice is to acknowledge positively what they have said even if you know they may not have all of the facts correct. You will garner their attention and respect with a little bit of praise for their comments preceding your response and comments. Now you can act as their tutor, and beginning with their comment, then provide the solutions that will

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best serve their situation. Strengthening your communication skills, in the eyes of your team members, will strengthen your posture as a leader.

These are just a few of the skills needed to be a successful manager. Identifying with and practicing these skills will reap the rewards of having your team work to their full potential rather than just meeting the basic goals.

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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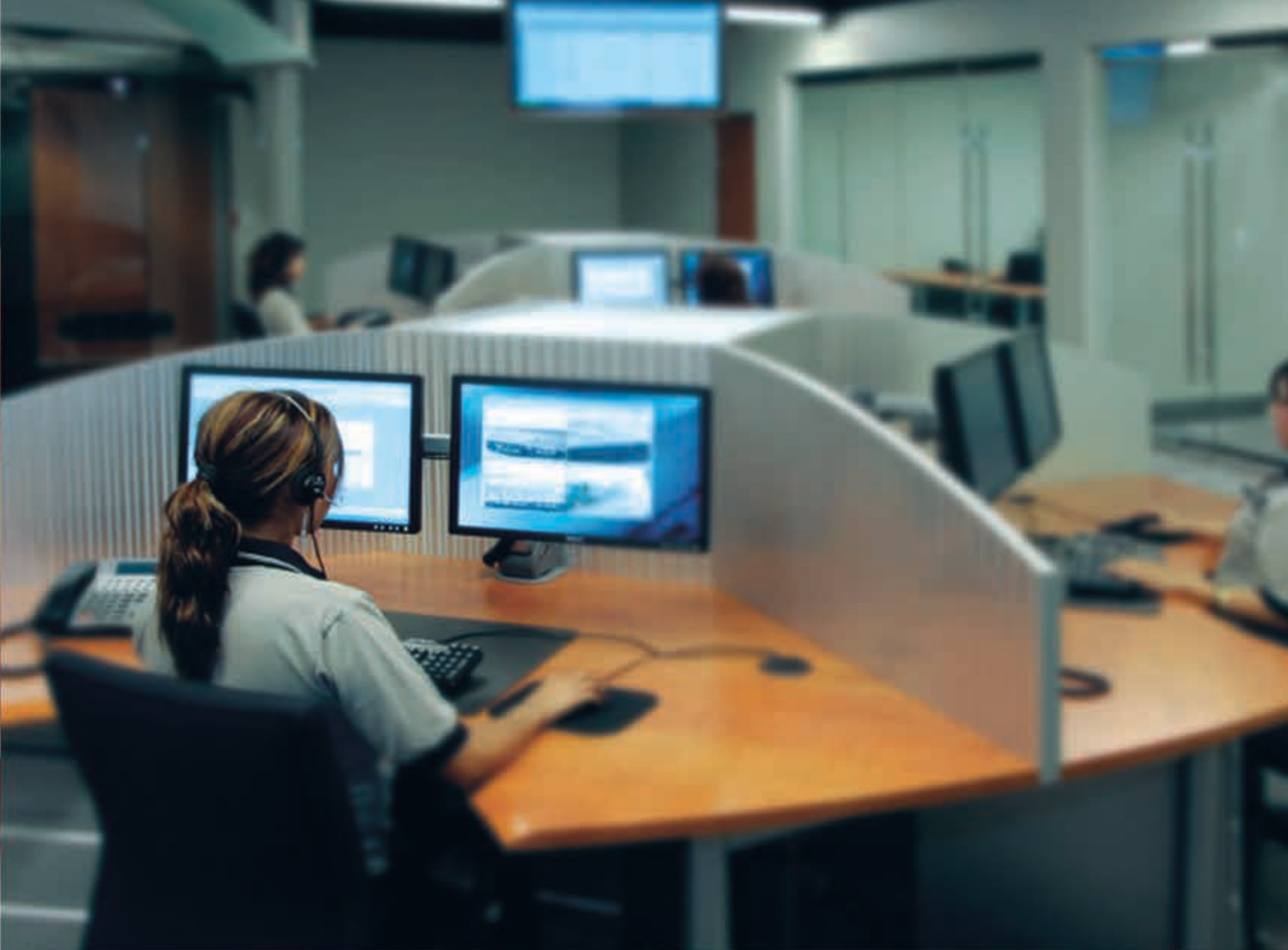
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LEGISLATIVE WATCH

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

The **MONITRONICS** Dealer Program won three 2013 Hermes Creative Awards and received Honorable Mention for various creative achievements. Monitronics won Platinum Hermes Awards its quarterly magazine and for its Premium Sales Book. It also won a Gold Hermes Award for its newly launched leads website, monidealerprogram.com. The Dealer Program's official blog got Honorable Mention. "Our creative approach and expanding focus online has raised the bar for the Monitronics Dealer Program," says Bruce Mungiguerra, Monitronics Vice President Operations. "Our dealer prospect website and blog have further cultivated our lead base and built greater online brand awareness which has translated into the on boarding of new independent alarm company partners to the Monitronics Dealer Program." Hermes Creative Awards is an international competition for creative professionals involved in the concept, writing and design of traditional materials and programs, and emerging technologies. For more information, visit www.monitronics.com.

REAL-TIME TECHNOLOGY GROUP (RTTG) has introduced SWAC (Secure Worker Access Consortium) driven by RTTG's Real-Time Verification™ (RTV) technology platform, is a comprehensive, highly-secure information-sharing program that helps to ensure that workers who access critical facilities or key infrastructures are known, safe, and threat-free. SWAC securely collects and privately manages members' personal information including verifying workers' identities and threat-free backgrounds providing real-time information for authentication of access rights at critical infrastructure sites and audits the history of every member's activities. SWAC enables credentialing information to be securely transferred in real time to any entity anywhere in the world with only a Web connection. Real-Time Technology Group and its SWAC project was named a 2013 Computerworld Honors Laureate this spring. "Using our Real

Time Verification technology, SWAC enables state agencies, facility managers, labor unions, and contractors to work together effectively and assures personal identity authentication at sensitive facilities," says Dan Krantz, CEO of RTTG. "When it comes to protecting our critical infrastructure, agencies, responders and all involved contractor communities desperately need to be able to securely share information." For more information, visit www.realtimetg.com/swac.

REAL-TIME TECHNOLOGY GROUP (RTTG) welcomed



Kimberly Mazzarino as Director of Customer Relations. A graduate of Elon University, she served as a Microsoft Certified Specialist leading Sales, Marketing and Account Management efforts for a consulting company that provides Business Intelligence and Data Warehouse solutions. "Kim is an experienced manager and brings a diverse and strong skill set to Real-Time Technology Group,"

notes Dan Krantz, CEO.

FST21 welcomed industry veteran Mark Ingram as Director of U.S. Sales. Ingram previously worked at Schneider Electric, Visonic Americas and ADI. Ingram looks forward to drawing upon his broad experience in all spaces of the industry, including installation, distribution, residential sales, and manufacturing, to help nurture and grow FST21. "The solution FST21 brings to market is beyond cutting edge," he says. "No other company does what FST21 does, and I'm very excited to be a part of their growth." Ingram can be reached at markingram@fst21.com or 860-713-3231.



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ASSOCIATES NEWS

NOTIFIER by Honeywell announced its current fire alarm system protecting the priceless treasures housed within the California Science Center in Los Angeles has been expanded to cover the Samuel Oschin Space Shuttle Endeavour Display Pavilion. "The space shuttle is a national treasure and protecting it from fire is critical," said Tony Budrovich, senior vice president of operations for the California Science Center Foundation. "We already had a Notifier NFS2-3030 fire panel in the main California Science Center building, which is located very close to the temporary pavilion – and it made sense to connect the sensors, strobes and other equipment in the pavilion to the system in the main building." Fire protection for the California Science Center is controlled by the NFS2-3030, NOTIFIER's largest fire alarm control panel, able to support as many as 3,180 smoke detectors and other addressable initiating devices. For more information, visit www.notifier.com.

OPENEYE announced that CKE Restaurants Holdings, Inc. is deploying OpenEye E-Series recorders in 900 Carl's Jr.® and Hardee's® restaurants nationwide. CKE, which has more than 3,300 restaurant locations in 42 states and in 28 countries, needed a solution that allowed them to record quality video that integrated with their existing satellite uplink. "We identified OpenEye as being our solution after working with SSD Systems on the integration. The OpenEye engineering support was by far the best we've ever experienced. With OpenEye, we were actually able to do in five weeks what originally had been attempted in over three years," said Anne Sullivan, director of loss prevention at CKE. For more information, visit www.openeye.net.

HOCHIKI AMERICA is pleased to announce the product release of our new DH-99A/AR Series Analog Duct Detector. This product detects and limits the spread of smoke throughout building HVAC ducts. It is compatible with building automation and

fire alarm systems, installs quickly and easily, and has no screens or filters to clean. It utilizes the new ALK detector. The DH-99 Series will replace the DH-98A & DH-98AR, and is fully compatible and replaceable for the DH-98A and DH-98AR. The DH-99 is designed and built to meet all local requirements, as well as the NFPA regulations regarding duct smoke detectors. The unit meets UL 268A requirements. DH-99 is compatible only with fire alarm control panels that utilize Hochiki's Digital Communications Protocol, DCP, for example the Hochiki FireNET® Control Panel.



ADI announced Troy Leach, product manager at Triphase Technologies in Carmel, IN, has won two brand new Chevrolet Camaro Coupes. Leach was the lucky recipient selected from more than 17,000 entry forms received last year through ADI's customer appreciation sweepstakes. For more than ten years, ADI has awarded a lucky dealer with a brand new car through its customer appreciation sweepstakes. "At ADI, our customers are our number one focus and we are always looking for ways to thank them for their continued support," said John Sullivan, senior vice president of sales at ADI. "Running this sweepstakes is one way we get to thank our customers each year. We are really excited for Troy." For more information, visit www.adiglobal.com.

DMP has received compliance listing approvals for the following ANSI Standards: Commercial and Household Burglar, Access Control and Residential Fire on the XR150/XR350/XR550 Series Control Panels. For more information, visit www.dmp.com.

Associates News, continued on page 12



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ASSOCIATES NEWS, continued

DMP has earned the California State Fire Marshal (CSFM) listing for the XR150/XR350/XR550 Series Control Panels. The 32-bit processors allow the new panels operate at 20 times the speed of the older DMP XR500 panels; with 10/100 Ethernet auto-sensing that always ensures the fastest-possible network connection. The XR150|XR350|XR550 offers 142, 374, or 574 zones, respectively with a choice of Net/Cell/Dialer. For more information visit www.dmp.com.

Plug-in cell modules make **DMP** Panels the best choice for a world of ever changing technology. HSPA+ & CDMA technology delivers the simplicity, the flexibility, the longevity and the coverage options your market area demands. The XR100 and XR500 panels now support 3G & 4G capable "263" models of digital cellular communicators from AT&T, T-Mobile and Verizon. For more information, visit www.dmp.com.



FIRE-LITE Alarms by Honeywell announced its new Emergency Command Center (ECC) earned the top Mass Notification System award in the Security Industry Association's (SIA) New Products Showcase (NPS) competition. "Each year, the companies competing



in SIA's New Product Showcase at ISC West present the leading-edge security solutions that are shaping the industry," said SIA CEO Don Erickson. "These new technologies and solutions are the drivers that are moving the security industry forward, and I congratulate Fire-Lite Alarms on their win at this year's NPS." The ECC mass notification system from Fire-Lite Alarms is designed to seamlessly interface with new and existing fire alarms systems to reduce costs and leverage the proven

reliability of these systems, as mandated by code. "Being recognized by SIA and winning the NPS Mass Notification category award is a big honor," exclaims David Pakech, Vice President of Sales, Fire-Lite Alarms. "We're really excited about the new business opportunity the ECC offers installers and we hope awards such as this highlight how powerful this system can be -- for any facility." For more information, visit www.firelite-ecc.com.

FIRE-LITE ALARMS by Honeywell introduced the Emergency Command Center (ECC) to seamlessly interface with other life safety systems while carrying forward its consistent qualities of easy installation, maintenance and operation. The ECC offers a high degree of scalability and configuration that enable dealers to easily customize it to the communication needs of any standalone building. "Fire alarm dealers and integrators are used to working in the



life safety market, which is code-driven, so for them, emergency communications is a natural progression," says Stacy Deveraux, marketing director, Fire-Lite Alarms. "The ECC is one system with a wide variety of options for various consoles, which allow you to tailor the system for a wide range of end users." The ECC also meets

the emergency communications requirements set forth by NFPA 72 and UL 864 for commercial facilities, as well as the Unified Facilities Criteria (UFC) 4-021-01 document for mass notification systems on military bases and other Department of Defense properties. For more information, visit www.firelite-ecc.com.

SILENT KNIGHT by Honeywell announced its nationwide series of fire alarm training courses have been expanded to cover the new IntelliKnight 5820XL-EVS mass notification system and Carbon Monoxide (CO) detection capabilities. A new schedule of dates and locations is now available for Silent Knight's basic Fire Drill course, and its more advanced Tech Ed course. Both courses



offer participants certificates of completion and Continuing Education Units (CEUs). "We've always had the capability to evacuate people out of buildings. Now with mass notification, we can override that signal to provide real-time instructions to help occupants better protect themselves from

things like tornadoes and intruder attacks," says Shawn Burke, training supervisor. "Addressable CO detection is another hot topic many ask about because more and more states are requiring it." A full schedule of new course locations, and dates through to the end of 2013 is now available on www.silentknight.com.

The new IntelliKnight™ 5820XL-EVS IntegratedAddressable Fire with Emergency Voice System created a lot of interest and traffic at the **SILENT KNIGHT** 2013 ISC West trade show booth. "Fire alarm and emergency communication systems are both considered life safety systems. People understand it makes sense to combine these into one control," says Loren Schreiber Product Marketing Manager. "We are ecstatic with the response and feedback



we are receiving from alarm dealers and end users." The first of its kind to be sold through Security Equipment Distributors, the 5820XL-EVS is UL 864 listed as a fire alarm system and UL 2572 listed as an emergency communication system. Up to four 50W or 125W distributed amplifiers allow you to put power where you need it significantly reducing speaker wire runs. With a capacity of up to 500 watts, the 5820XL-EVS is a fire alarm with a powerful voice.

SILENT KNIGHT by Honeywell celebrated winning the Platinum Award in the Fire/Life Safety category of the "Govies" Government Security Awards competition. The Farenhyt IFP-FFT Fire Fighters Telephone system from Silent Knight earned the top product designation for its large capacity, ease of integration and cost-saving features. "The Govies are a young product awards contest considering all contests that are available, but this year's entries are mature products that fully make a difference in government security," said Ralph C. Jensen, editor-in-chief of Security Products

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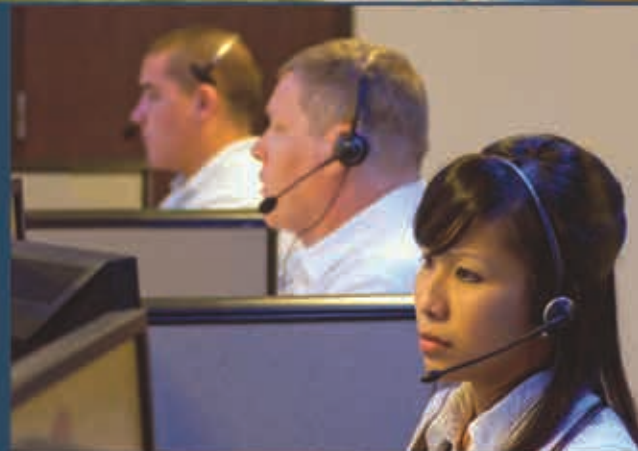
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ASSOCIATES NEWS, continued

magazine and content director of GovSec. “The technology and experience that proliferates the security industry is both dynamic and an assured commitment on the part of the manufacturers to provide a more secure world.” To reduce expenses and simplify installation, Silent Knight designed the Farenhyt IFP-FFT system to operate on a single loop of standard wire. This high-capacity, lower-cost system is ideal for high-rise buildings and large facilities in regions that require firefighter telephone systems. For more information, visit www.Farenhyt.com.

ALTRONIX added a new tool to the company’s website that enables users to quickly and easily find and compare the products they need and compare the features and specifications of Altronix products. “Easy access to locating and comparing products provides a unique and valuable tool for system designers and installing dealers to help ensure they select the best products for their specific application,” said Alan Forman, President, Altronix. “These versatile new website additions enable users to more readily find, evaluate and compare the Altronix products they need.” The compiled information can be saved as a PDF or printed for future reference. In addition to the new product finder and comparison tool, Altronix’s website offers a helpful Tech Tools page with useful tips, application notes and a calculator for determining voltage drops, power and battery requirements. For more information, visit www.altronix.com.

NAPCO SECURITY is a member of ZWave Alliance with its iBridge line of Interactive Remote Services, including lighting, appliance, locking and temperature controls available thru the iBridge App for use on any smartphone or smart device (tablet /iPad), etc. and also uniquely remote configurable by dealers from their smart devices, too for No-Roll™ customer service calls and service enhancements. **NAPCO iBridge™ Online Remote Services Product** is a slimline, android-based Tablet Computer, internet-enabled and uses 802.11 Wi-Fi, and will put security and more at the fingertips of security accounts. iBridge will provide them with the ability to interact and control their Napco security system, view live video cameras and recordings, control thermostats and lighting, all from one easy-to-use tablet/touchscreen. For more information, visit www.napcosecurity.com.

COPS MONITORING expanded on their longstanding tradition of hosting renowned dealer appreciation events by holding its first ever dealer appreciation “Bonanza” at World Famous Gilley’s during ISC West in Las Vegas. The vent was co-sponsored by Alarm Funding Associates, CheckVideo, SS&Si Dealer Network, Telguard, and Time Payment. “What started out as a desire to show our appreciation for a few hundred alarm dealers, matured into an extraordinary party for over 500,” stated Jim McMullen, President and COO of COPS Monitoring. “We didn’t hold anything back. Our dealers work hard and this year they showed us that they can play hard too.” For more information, visit www.copsmonitoring.com.

GAMEWELL-FCI by Honeywell announced its E3 Series® line of fire alarm and emergency communications systems is now

listed to Underwriter’s Laboratories’ (ANSI/UL) 2572 standard. A new requirement for all types of mass notification systems, ANSI/UL 2572 mandates equipment testing and performance standards for these systems. “All equipment will have to be tested and listed to this standard before they can affix a UL label to their equipment,” says Mike Madden, national sales manager for Gamewell-FCI. “This allows engineers, designers and fire officials to choose only equipment that’s been thoroughly tested and proven to provide the protection for the projects they’re responsible for.” For more information, visit www.gamewell-fci.com.



TRI-ED DISTRIBUTION continues to expand its North American footprint with the addition of new branches in Denver, Centennial, Grand Junction and Colorado Springs, CO and Little Rock, AR. These locations will also specialize as TRI-ED Data Solutions Centers and stock a complete breadth of connectivity and low voltage products. Tri-Ed, through its select Data Solutions Centers, will offer dealers and integrators comprehensive product lines from over 500 of the industry’s leading manufacturers of CCTV, IP Video, Intrusion, Fire, Sound, and Communications. “We are very pleased to provide our customers with a broad offering of connectivity and security solutions, and look forward to introducing TRI-ED Data Solutions Centers across North America,” notes Pat Comunale, TRI-ED President and Chief Executive Officer. For more information, visit www.tri-ed.com.



TRI-ED’s Sacramento branch recently moved to a new facility and is now located at 855 National Drive in Sacramento. “Customers came out for a great day of barbeque, product demonstrations, prizes and giveaways,” says Sacramento Branch Manager Irene Tellez. “Over 30 vendors were represented and dealers took advantage of the product displays and literature to learn about new offerings. Over 400 lines are available through the branch and span security, hardware and data-comm.” Tri-Ed provides state-of-the-art solutions from the industry’s leading manufacturers of CCTV, IP Video, connectivity, access control, fire, intrusion, sound, communications, structured cabling, and home automation products. For more information, visit www.tri-ed.com.



Tim Sproul of TriStar Monitoring, Cyndie Powers-Montoya and Mandy Thomasson of TMG at the Tri-Ed Sacramento grand opening.

The **THOMASSON MARKETING GROUP** was awarded the Manufacturer Representative of the Year Award by Kristen Seguin, National Sales Manager with Raytec at the ISC West. Jordan M. Thomasson who accepted the award on behalf of Team TMG stated; “We have enjoyed a equitable partnership with Raytec since 2006 and we are extremely excited about our prospects moving forward.” For more information, visit www.TMGRepGroup.com.

Associates News, continued on page 16

a touch of brilliance



Bring more homes to life with Honeywell's Tuxedo Touch™ Automation Controller

Bold. Brilliant. Beautiful. When it comes to home control and security for everyone, Honeywell's exciting new Tuxedo Touch is anything but basic. Ideal for both new construction and retrofits, it's simply the easiest, most affordable way to stand out in today's highly competitive marketplace. Energy savings and home automation are simple, with Z-Wave®-enabled thermostats, lights and locks all linked and controlled from one stunning, 7" high-resolution touchscreen. Your customers can even view up to four IP cameras right on the screen! And, its built-in web server turns every smartphone and tablet into a mobile controller and video viewer.

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Honeywell



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ASSOCIATES NEWS, continued



SDI announced Ivy Kiyomura Moon will be part of SDi's continuing expansion based in Southern California supporting our West Coast/Pacific Rim sales and marketing initiatives. For more information on SDi, visit www.sdifire.com.

Kristen Seguin of Raytec presented the Representative of the Year award to Jordan Thomasson of TMG.



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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
- ♦ Dec. 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.org

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



GOLDEN GATE ALARM ASSOCIATION

By Gary Lowndes, President

GGAA Meetings

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

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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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Security Force Management
Indianapolis, IN
www.asisonline.org/education

June 3-5
Facility Security Design
Indianapolis, IN
www.asisonline.org/education

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

June 5
Speco Technologies
Tri-Ed Orange
www.tri-ed.com

June 6
Albuquerque Hawaiian Luau
Tri-Ed Albuquerque
www.tri-ed.com

June 10-13
ASIS Assets Protection
Course™ Functional
Management
Chicago, IL
www.asisonline.org/education

June 11
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hosting
ADI Reno, NV
www.prosalesreps.com

June 12
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Applications
Portland, OR
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June 12
Fire-Lite Software
Applications
Las Vegas, NV
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June 12
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Applications
Seattle, WA
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June 12
PSR rep Tauni Wallace
hosting
ADI Sacramento
www.prosalesreps.com

June 14
PSR rep Tauni Wallace
hosting
ADI Fresno
www.prosalesreps.com

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

June 20
Volutone Expo
Van Nuys
www.volutone.com

June 21
Tri-Ed Orange Grand
Opening & BBQ
www.tri-ed.com

June 25
DSC Roadshow
Summer BBQ Customer
Appreciation Day featuring
Kwikset
Tri-Ed San Diego
www.tri-ed.com

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

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

July 10
PSR rep Christina Elliott
hosting
ADI Bothell, WA
www.prosalesreps.com

July 11
PSR rep Christina Elliott
hosting
ADI Kent, WA
www.prosalesreps.com

July 12
PSR rep Christina Elliott
hosting
Tri-Ed Kent, WA
www.prosalesreps.com

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

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

July 23
PSR rep Christina Elliott
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ADI San Leandro
www.prosalesreps.com

July 24
PSR Stan Hellman hosting
ADI San Francisco
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July 25
PSR rep Stan Hellman hosting
ADI Santa Clara
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July 25
PSR rep Christina Elliott hosting
ADI Wilsonville, OR
www.prosalesreps.com

July 26
PSR rep Christina Elliott hosting
Tri-Ed Beaverton, OR
www.prosalesreps.com

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

August 21
PSR rep Christina Elliott hosting
ADI Boise, ID
www.prosalesreps.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 5
Austin Product Showcase
Holiday Inn Austin, TX
www.tri-ed.com

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

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

September 21-22
CPP, PCI and PSP Certification
Reviews
Chicago, IL
www.asisonline.org/education

September 23
ASIS Foundation Golf
Tournament
Harborside International Golf
Club
Chicago, IL
www.asisfoundation.org

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

September 24-27
ASIS 2013
Chicago, IL
www.asis2013.org

September 26
ASIS Foundation Night
Willis Tower, 99th Floor
Chicago, IL
October 1-2

Fire-Lite Systems
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October-12
Fire-Lite Software
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October 12
Fire-Lite Software
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October 15-16
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October 21-22
Conducting Corporate
Investigations
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October 21-23
Video Surveillance:
Applications and Advances
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October 22-24
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Smoke Control
Electrical Requirements
Burbank
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October 23-24
Investigative Interview
Methods
Scottsdale, AZ
www.asisonline.org/education

October 24-25
Cloud Computing: Security's
Transformation Technology
Scottsdale, AZ
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November 5-6
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Denver, CO
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November 12
Fire-Lite Software Applications
Denver, CO
www.firelite.com

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

November 12
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San Antonio, TX
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November 19-20
Fire-Lite Systems
Santa Clara
www.firelite.com

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

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

December 10-11
Fire-Lite Systems
Dallas, TX
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December 12
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Cathy Rempel of ASI with SIAC Executive Director Stan Martin and MyMy Lu of Cox Home Security at the 2013 CAA Palm Springs Convention.

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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. 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

SDSA CALENDAR

- ♦ August 29 ... SDSA Del Mar Del Mar
- ♦ Sept. 17 General Meeting San Diego
- ♦ Dec. 11 Holiday Bash San Diego

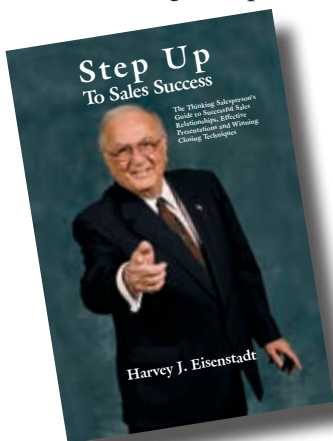
Security Sales Editor and speaker Rodney Bosch with Robert Van Horn and MyMy Lu of Cox Home Security.



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EAST BAY ALARM ASSOCIATION

By Mike Salk, President

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 Mike Salk 510-652-2477.

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

♦ August 13 General Meeting Richmond, CA

♦ Nov. 12 Holiday Party/Election Richmond, CA

Mike Salk

EBAA President



EBAA President Mike Salk of Reed Brothers thanks guest speaker Ron Davis of Davis Marketing & Acquisitions.

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CAA Vice President Tim Westphal of Bay Alarm provided program updates at the EBAA meeting.



Sergeant Christa Cappiali of the Richmond Police Department attended the EBAA meeting with Amy Roither of Detect All and EBAA President Mike Salk.

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Dale Clement of Blair & Co. with Peter Saar of Safe Side Security at the CAA Palm Springs Convention.



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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..... International Crime Conference..... Riverside

♦ Sept. 19..... IEAA Meeting Riverside

♦ Nov. 14 IEAA Meeting Riverside

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

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.



SACRAMENTO AREA ALARM ASSOCIATION

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

By Ben Martinez, President

SAAA 2013 Meeting Schedule

♦ TBD 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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Save the Date! Mid-Cal Gold Tournament

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

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



REDWOOD ALARM ASSOCIATION

The Redwood Alarm Association held their quarterly meeting in Windsor, California with Mitch Reitman with SIC Consulting presenting. Mitch updated the group on preparing to sell your alarm company and what buyers look for. The Redwood Alarm Association awarded the CAA/ESA Youth Scholarship to Marissa Greenband, a graduating senior of Cardina Newman High School in Santa Rosa, California. She was in attendance with her parents to receive the award. The fall Redwood Alarm Association meeting will be held on October 23 at Johnny Garlicks in Windsor. To RSVP to this meeting please contact Melanie Satterlee at 707-443-6366 or melanie@advancedsecurity.us.

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

2013 RAA MEETINGS

- ♦ October 22... General Meeting Windsor

2014 RAA MEETINGS

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

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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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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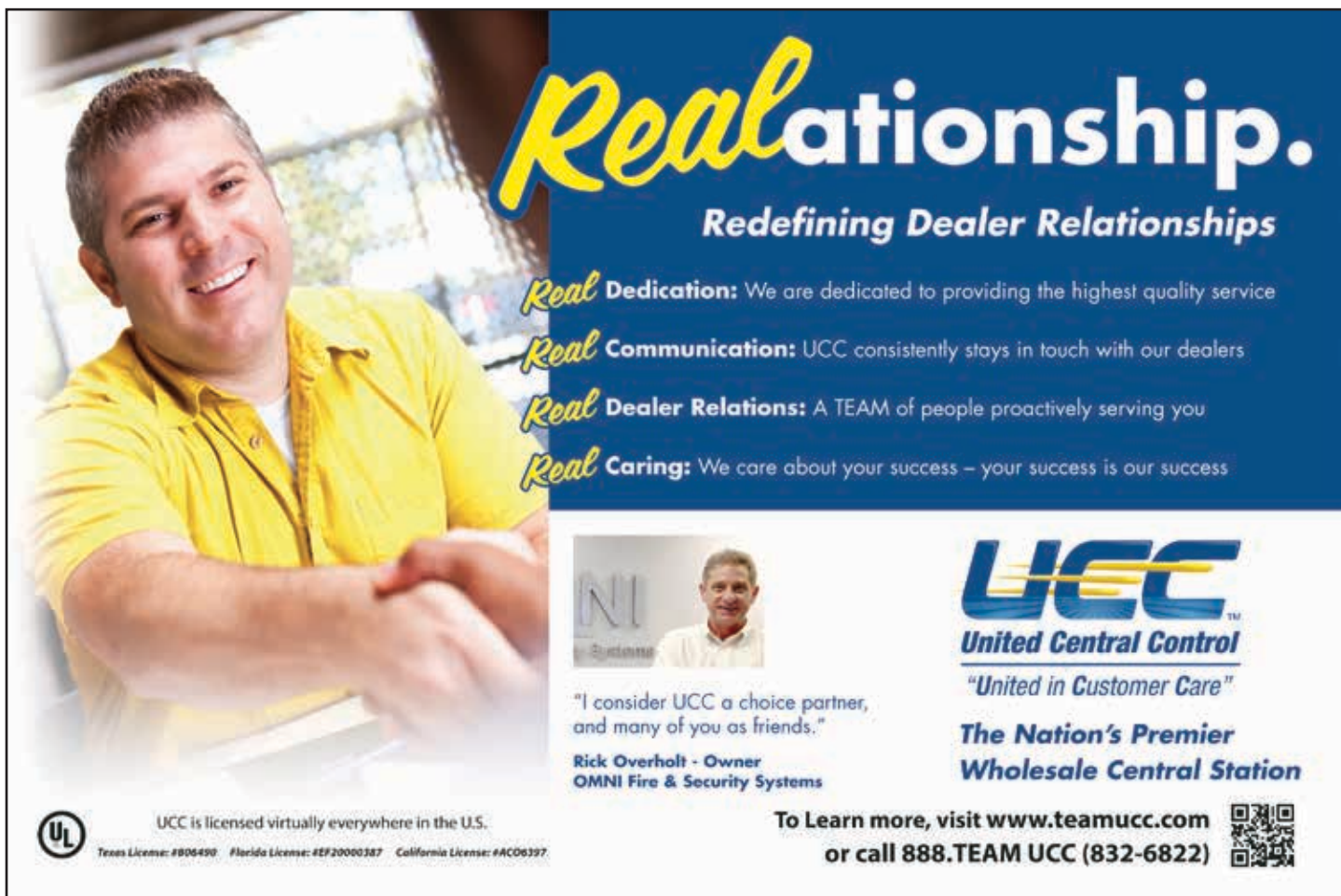


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By Steve Maris, President

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 \$3,000 scholarship check in addition to money that we donate to the state CAA Youth Scholarship Program.

City of Irvine Alarm School Schedule:

July 16 – 9:00 a.m.
October 15 – 9:00 a.m.

For more information on Alarm School, please contact:

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

OCAA 2013 CALENDAR

- ♦ June 13 OCAA Golf Tournament..... Tijeras Creek Golf Club
- ♦ Sept. 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 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.



Michael Kallio was presented the CAA Mark Schubert Memorial Award in memoriam at the CAA Palm Springs Convention. Pictured are OCAA Board member Sharon Elder, Michael Joseph of Mace CS, and CAA President Bob Michel of Valley Alarm.

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INDUSTRY NEWS

■ Connecticut Governor Daniel P. Malloy will be a keynote speaker at the Security Industry Association's (SIA) Government Summit June 4-5, 2013 at the W Hotel in Washington, DC. In the wake of the Dec. 14, 2012 shootings at Sandy Hook Elementary School in Newtown, CT, Gov. Malloy announced the formation of the Sandy Hook Advisory Commission, a 16-member commission tasked with making specific, actionable recommendations in the areas of school safety, mental health services and gun violence prevention. Gov. Malloy's remarks will precede a panel on school safety on day two of the Summit. For more information, visit www.siaonline.org/summit.

■ The Electronic Security Expo (ESX) will welcome Newtown, CT Police Chief Michael Kehoe as the featured speaker of its Industry IceBreaker Luncheon on June 18. "We're extremely proud to welcome Chief Kehoe to ESX's Industry IceBreaker Luncheon," says ESX Chair George De Marco. The Industry IceBreaker Luncheon will host the presentation of the Security Industry Alarm Coalition (SIAC) William N. Moody Award to Sharon Elder of National Monitoring Center, a volunteer who has demonstrated exemplary leadership and dedication to promoting the relationship between the industry and law enforcement agencies. SIAC will also present the 2012 PDQ Award which recognizes the security company that best demonstrates a proactive and cooperative effort with public safety agencies. It is also home to the ESA Youth Scholarship Award, sponsored by Vivint, who contributed \$10,000. For more information, visit www.esxweb.com.

■ The Electronic Security Expo (ESX) Backstage Tours will provide attendees with an all-access look at two of the most impressive facilities in Nashville: the brand new Music City Center and the award-winning central station of ADS Security. Both tours will be offered on June 18. The ADS tour is sponsored by Honeywell. For a complete listing of registration options, visit, www.esxweb.com.

■ Jon Sargent of Tyco Integrated Security received the W. Rex Bell Associate Member of the Year Award presented to outstanding FARA members for their contributions to FARA, their companies and the communities they serve. The winner is selected by past winners of the member of the year awards. Sargent was selected because of his long term involvement with the false alarm issue, his service on the FARA Communications committee and his participation at FARA Symposiums.



Kathy Schraufnagel, Jon Sargent and FARA President Kerri McDonald.



■ Mission 500 announced new Advisory and Executive Boards comprised of a strong team of Security Industry leaders.

Advisory Board members include:

- Don Erickson – CEO, Security Industry Association
- Herve Fages – Senior Vice President, Video Line of Business, Schneider Electric
- Alan Forman – President, Altronix
- Richard Hahn – Principal, Hahn & Associates
- Fredrik Nilsson – General Manager North America, Axis Communications
- Ed Seval – Senior Vice President, ISC EVENTS & Reed Exhibitions
- George Fletcher – Consultant

Executive Board members include:

- Ronald L. Hawkins – Manager of Technical Writing/Special Projects, Security Industry Association
- Barb Holliday – Director of Dealer Services, Monitronics
- Mary Jensby – Call Center Director, RFI
- Leigh McGuire – Marketing Manager, ASIS
- Melissa Pitfield – Director of Marketing Communications, DMP
- Lora Wilson – Director of Marketing North America, Axis Communications
- Leslie Wood – Specialist Marketing, Security Honeywell Cable & Custom Electronics

Stepping down from the former Advisory group are Les Gold, Marc Mineau and Ron Spiller and Craig Robinson. "All have given great service to Mission 500 and brought credibility to a cause that was unknown in the industry over the last 5 years," stated George Fletcher, one of the founders of Mission 500. In 2012, Mission 500 reached its original goal of 500 sponsored children around the world. In the process, the security industry has contributed over US \$750,000 in funds and gifts in kind toward providing for the vital needs of some of the most disadvantaged children around the world. For more information on the Mission 500, or on how to become involved in supporting Mission 500, contact George Fletcher at pr@mission500.org, or call 305-321-3193.

■ CAA member companies were honored by PSA Security Network as winners of 2013 PSA Security Network Vendor Awards. The following awards were presented during the Vendor Award Luncheon at PSA-TEC 2013:

SUPERSTAR: Altronix; STAR; Bosch

OUTSTANDING VENDOR: OpenEye; Pelco

CUSTOMER SERVICE: Callie Nelson, Pelco; Becky Prince, Bosch



The Control Center, a division of RFI, received an Industry Achievement Award at the FARA annual conference. On hand to accept the recognition were Carolyn Green, Mary Jensby and Mark Simpson.

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PALM SPRINGS CONVENTION GOLF

Nearly 100 golfers teed off at the Escena Golf Club in Palm Springs on May 2as part of the 2013 CAA Palm Springs Convention. The winning foursome consisted of Davin Roos of Keep you IP, Inc. along with Tim Sproul, Jason Brooks, and Michael Moreno of Total Monitoring Services (TMS). The second place threesome was Tom Few of 2GIG Technologies, Darryl Johnson of Envision and Gary Franklin of Security Networks. The third place foursome was Jason Grelle of Alarm Capital Alliance, Joe Goodman of COPS Monitoring, Henry Laik and Matthew Brandon of Telular. Individual awards were also given out for those who hit the longest drive and closest to the pin. Longest drive for the men were; first place Tim Westphal of Bay Alarm, second place Oz Lerma of B&D Security and third place Davin Roos of Keep Your IP, Inc. Closest to the Pin awards went to first place John Linares of ACE Security, second place Tim Sproul of TMS, third place Jason Grelle of Alarm Capital Alliance and fourth place to Jose Jiminez of B&D Security. On the women side, Jennifer Holloway had the longest drive.

CAA Palm Springs Convention 2013



Lisa, Isabella and Tom Few, Jr. at the poolside dinner party with Joe Goodman of COPS Monitoring.



MCAA President Mike Matson of Matson Alarm brought THE MIRROR to the CAA Pal Springs Golf Tournament with Mark O'Keefe of Honeywell Security Group.



CAA Past President Matt Westphal with Holley Hunt of Bosch and Joe Goodman of COPS Monitoring at the opening reception.



Security Sales Editor Rodney Bosch received thanks for his presentation from CAA Convention Chair Sam Aviles.



The CAA Palm Springs Convention concluded with breakfast and the Industry Incorrect panel that included Mary Beth Shaughnessy of ISC, Lillianne Chaumont of Chaumont Law Group, moderator Lessing Gold of MSK and CAA Executive Director Jerry Lenander.



Steve Sopkin of Mijac Alarm with Laura Mayerhofer, Michael Joseph and Troy Bruce of Mace CS.

CAA Palm Springs Convention 2013



Bill and Linda Murray of Evergreen Security with Diane and Hal Lewis at the poolside dinner.



A Symposium on the Future of RMR was presented by Rob Blair of Videofied, Matt Krebs of Axis Communications and Larry Folsom, IView. Now with moderator Tony Smith were thanked by CAA Convention Chair Sam Aviles of Fire-Lite.



Marc Benson of SIA and Mary Beth Shaughnessy of ISC were welcome to the opening reception by Jeanne and Bob Michel of Valley Alarm.



CAA CPA Charles Schwager, CAA Vice President Cathy Rempel, OCAA President Steve Maris, Lilianne Chaumont, Rick Gombar and Kraig Lujan of Honeywell Security Group at the poolside dinner.



Mary Beth Shaughnessy of ISC with author Harvey Eisenstadt, Nancy Schwager and Mark Creighton at the CAA Palm Springs Convention.



Daria Boxer of MSK presented on the impact of the Fair Credit Reporting Act and was thanked by CAA Convention Chair Sam Aviles.



More than 300 industry leaders attended the CAA Palm Springs Convention.

CAA Palm Springs Convention 2013



The Interlogix All-Star Air Band backed up Dan Van Hart of the CAA including Troy Guerrero on guitar and Sheldon Strong on poster during the karaoke entertainment.

Proving you do not have to be a singer to participate in karaoke were Vanessa Wood and Katie Matson of First Response Monitoring, Rob Blair of Blair & Co., and Grant Jordan of Advanced Security Engineering.



Marc Benson of SIA, Stan Martin of SIAC, Mary Beth Shaughnessy of ISC and Rick Gombar love security and THE MIRROR.



CAA Associate Chair Sam Aviles of Fire-Lite conducted the Associates Meeting at the CAA Palm Springs Convention.



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CAA President Bob Michel addressed the Associates Meeting in Palm Springs.

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Harvey Eisenstadt with CAA Past President John Hopper of Sentry Alarm.



Marc Benson of SIA with Burt Aylesworth of ADI at the Board of Directors Welcome Reception.



Cindy Pescar, Laura Mayerhofer, Troy Bruce, Michael Joseph and Dan Pescar at the gala opening exhibits.

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IN MEMORIAM IN MEMORY OF BOB WORTHY



Alarm Association Florida members were saddened by the sudden passing of one of their stalwart leaders, Robert M. 'Bob' Worthy, who passed away on April 21, 2013. He is survived by his wife Kaye and sons Robert and Derek. Bob was born in Michigan on June 3, 1948. He was elected AAF State President and served from 2000 for two years. He was selected by his peers as the Most Valuable Person in 2001 and then again as MVP of the decade in 2010. For fifteen years his involvement in the legislative process was legendary and he was ever vigilant and informed, precluding any possible infringement or assault on our industry. In doing so he set a very high bar for keeping our industry safe and protected from predatory practices affecting the consumer, public safety agencies and our members.

The AAF asked that we always remember his true gentlemanly demeanor, his calming influence, his genuine concern, his ethics, professionalism and his betterment of mankind at all levels.

The family has requested in lieu of flowers please donate to:

The Alarm Industry Foundation of
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That's Rick Gombar of Rick Gombar Insurance Services with the famous Dodgers great Jackie Robinson. "I don't know how he does it, but I think they should make a movie about him," said Gombar.



Kirk MacDowell and Brian Fullhart made sure THE MIRROR was at their annual dealer conference in Palm Springs.



Shane Clary, Jeanne, Bob and David Michel with THE MIRROR during the ESA Day on Capitol Hill.



CSAA Past President Bob Bonifas on Malpelo Island in the east Pacific Ocean with THE MIRROR.



CAFAA President Kevin Green used THE MIRROR to catch fish in the Pacific Ocean.



Ron Lenz celebrated the First Amendment with THE MIRROR at Independence Hall in Philadelphia.

CMS visited the CAA offices followed by dinner and selected readings from THE MIRROR. Preparing their book reports were (front row) Jeff Hoblick and Tony Wilson of CMS and (back row) Dan Van Hart and Jerry Lenander of the CAA, Jason Van Meter and Bert Ross of CMS.



Allison Morris of Alarm.com, Mary Beth Shaughnessy of ISC, Jeanne Michel of Valley Alarm and Nancy Schwager visited Marilyn in Palm Springs following the ladies lunch with THE MIRROR.



Scott and Lida Jones of Volutone and Bert and Debra Ross took THE MIRROR to The Office on Cabo San Lucas.



Mitch McGill and Tim Carne Bay Alarm took THE MIRROR on their guided tour of the Salton Sea given by CAA Past President Jon Sargent.



THE MIRROR was with David Michel, Shane Clary and Jeanne and Bob Michel when they visited Congressional office during the ESA Day on Capitol Hill.



THE MIRROR was at the Interlogix dealer conference with Scott Wagenseller of Gates Security, Denise Mueller of Rancho Santa Fe, Brian Fullhart of Interlogix and Kurt Park of Gates Security.



John Hopper and THE MIRROR were revved up to visit with Tim Sproul and the TMS Monitoring race car.

Odds were good that CAA Past President George Gunning would deliver THE MIRROR to Helen Gunning and Jeanne Michel to bring them luck at the Spa Casino in Palm Springs.



THE MIRROR took the stage at the Rolling Stones concert at Staples Center with Bob and Jeanne Michel, Rick Gombar and Ed Michel on their last California stop.



Greg Simmons of Eagle Sentry delivered THE MIRROR to Indy 500 winner Tony Kanaan and Gasoline Alley at the Indianapolis Raceway on Memorial Weekend.



THE MIRROR was on hand for the grand opening of the Tri-ed Sacramento branch.

Hal and Diane Lewis summer reading choice was THE MIRROR at Manale Bay on Lanai.

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By Larry Folsom, President

2013 NSA MEETING DATES

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.

May 2013 Meeting: Guest speaker was George DeMarco, Chair of 2013 ESX. George gave an informative view of the industry as it is now and a look at what we can expect in the future. Everyone who attended was impressed with George's knowledge of our industry, gained from years of past experience and currently being in the thick of the industry right now.

Join us for our next meetings: July 10, September 11, October 9. Our topics will include Fire/life safety, business needs and crime prevention.

For further information about joining the NSA or our upcoming meetings email admin@nevadasecurityassociation.org and check out our website: www.nevadasecurityassociation.org.

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

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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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We have a great apprenticeship program which is valuable to both employers and employees. It is dedicated to training apprentices in all phases of the electronic life safety, security and systems industry. The recruitment, selection, employment and training of apprentices during their apprenticeship shall be without discrimination because of race, sex, color, religion, national origin, age, disability or otherwise specified by law. We encourage the application of female and minority apprentices. For more information contact Stella McDonald, Training Director at stella@waesa.org



Bill and Linda Murray of Evergreen Security visited with SIAC Executive Director Stan Martin at the CAA Palm Springs Convention.

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Nevada Security Association President Larry Folsom, Mary Beth Shaughnessy, AZAA President Maria Malice and CAA President Bob Michel celebrated the funds raised at the SIA/ISC Loves Security event in Las Vegas. A portion of the proceeds were donated to the AZAA Youth Scholarship Program.

ARIZONA LICENSING

Beginning May 1, 2013, the state Board of Technical Registration issues 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.

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 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.



CAA Associate Director Sam Aviles welcomed AZAA President Maria Malice to the CAA Palm Springs Convention.

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By Dimitri Begeor

OBFAA LOGOS

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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.

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

- Multnomah County Sheriff's Office
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- 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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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.

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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.



WBFAA UATC apprentices received classroom instruction and hands-on lab work during their final exam.

CSLB Enforces Zero Tolerance

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

WBFAA UATC Offers Online Continuing Education

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

WBFAA UATC Invites Membership

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



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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.

ESA Member Buying Program

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.



ESA Past President Dom D'Ascoli brought *THE MIRROR* and the CAA delegation on his visit to Congressman Juan Vargas during ESA Day on Capitol Hill.

CAA President Bob Michel visited Representative Juan Vargas with Dom D'Ascoli and Jeanne Michel of Valley Alarm during ESA Day on Capitol Hill.





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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For more information, please contact the ESA Member Service Center at 1-888-447-1689

WESTERN STATES SECURITY ALLIANCE CALENDAR 2013

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

JUNE

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

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
29	SDSA Meeting	Delmar Race Track, Sea Biscuit Room

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	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

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

BSIS Address and Telephone Numbers

Bureau of Security and Investigative Services
2420 Del Paso Road, Suite 270, Sacramento, California 95834.

The following are a list of important Bureau numbers to update your records:

Main Number:	916/322-4000
Toll Free Number:	800/952-5210
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