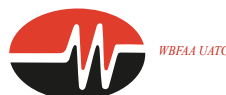


# THE MIRROR

PUBLISHED BY THE CAA FOR THE WESTERN STATES SECURITY ALLIANCE

VOLUME XXX, NUMBER 2 — FEBRUARY 2021

[www.CAAonline.org](http://www.CAAonline.org)



## CAA, WBFAA Launch Field Service Technician Training

The California Alarm Association (CAA) and WBFAA UATC have launched an online training program including a 24-hour Field Service Technician 1 (FST1) and a comprehensive CEU package at [www.nationaltrainingprogram.com](http://www.nationaltrainingprogram.com). The program is a result of a partnership of the organizations and is offered nationwide.

"The FST1 training course is the first of a series of courses that address the foundational needs of our industry and provides technicians fundamental training they need in the field," said Tim Westphal of Bay Alarm. "The WBFAA is a proven provider of education and serves more than 100 companies in California through our Fire/Life Safety certified technician and apprentice program. Westphal initiated the training program during his tenure as President of the CAA.

The FST1 course includes basic communication and safety as well as introducing to tools, construction math, NEC and electrical drawings. The interactive online course covers DC circuits, low voltage cabling and intrusion detection systems. Student price for companies who are members of electronic security associations is \$250 (\$350 for non-members). Course information is available at [www.nationaltrainingprogram.com](http://www.nationaltrainingprogram.com).

The CEU Packet includes 190 hours of relevant courses for \$150 (\$250 for non-members) for a one-year subscription. The catalog includes IP Video and Networking, Access Control Systems, NICET Fire Alarm System Prep, Customer Service and sales in the Security Industry, Codes and Standards and much more.

"The WBFAA serves nearly 1,000 technicians on an ongoing basis, and we are confident this training program will meet the training needs of companies in California as well as nationally," said Ron Lander, Chair of the WBFAA UATC. The WBFAA manages a state and federally approved apprentice program. "The FST1 curriculum was developed by Shane Clary of Bay Alarm along with Chuck Petrusa of Advanced Security Systems and is ideal for onboarding new technicians."

The National Training Program offers partnership programs for state associations to financially support education, training, and outreach programs. For more information, visit [www.nationaltrainingprogram.com](http://www.nationaltrainingprogram.com). Or call 800-901-2390.

## Changes to The California Family Rights Act That Every California Employer Should Know About

By Jeremy Mittman and Adé Jackson, MSK

There are changes to the California Family Rights Act (CFRA) as a result of recently passed Senate Bill 1383 that all employers need to be aware of.

Under CFRA, covered employers must provide up to 12 weeks of unpaid leave during each 12-month period for purposes of family and medical leave.

Governor Newsom recently signed SB 1383, which expands the CFRA in ways that both small and large California employers need to prepare for. These major changes include: (1) CFRA now applies to employers with five or more employees, and (2) the scope of "family members" for whom employees can take leave has been expanded to include additional categories.

These changes went into effect on January 1, 2021. This means that if they have not done so already, covered California employers must take action now and ensure their policies and practices are compliant.

### For Smaller Employers – Expanded Scope Of CFRA

The CFRA currently applies to private employers with 50 or more employees within 75 miles of the worksite. SB 1383 broadens the CFRA to apply to private employers with five or more employees and eliminates the requirement that employees work within 75 miles of the worksite in order to qualify. This is a major shift in which employers are required to provide family and medical leave (including baby bonding leave) in California. This also means that the relatively recent "New Parent Leave Act" (which provided 12 weeks of baby bonding leave to employees who worked for an employer with 20 or more employees) is no longer necessary (and repealed as of January 1, 2021), since such leave is now available to employers with over 5 employees.

### For Larger Employers – Broader Meaning Of "Family Members"

One of the main purposes of CFRA is that it allows covered employees to take unpaid leave for various reasons, including to care for

CFRA continued on page 8

**PERS** from the company that invented it.  
Best products, prices, and services in the business.



### Numera 4200 kit

*Complete kit including panel, one transmitter.*

**\$59.95 | \$4.95**  
Kit price | 24/7 Monitoring Service



### Numera 4200 cellular kit

*Complete kit including panel, one transmitter, and cellular module.*

**\$79.95 | \$6.95**  
Kit price | 24/7 Monitoring & Cellular Service

CALL NOW **800.821.8200** EMAIL **SALES@ATWCENTRAL.COM**



### ATW mPERS Fall Detector Unit with GPS

*Waterproof, Auto fall detection, portal with geo-fencing and location history, two-way voice. AT&T 3G/4G Network.*

**\$99.95 | \$10.95**  
Kit price | 24/7 Monitoring & Cellular Service



### ATW mPERS Unit with GPS

*Water resistant, portal with geo-fencing and location history, two-way voice. AT&T 3G/4G Network.*

**\$99.95 | \$8.95**  
Kit price | 24/7 Monitoring & Cellular Service



### ATW mPERS 1-T

*Triangulation technology through our monitoring center, two-way voice, AT&T 3G/4G Network.*

**\$89.95 | \$7.95**  
Kit price | 24/7 Monitoring & Cellular Service

ATW offers a full array of fantastic support services including:

End user direct fulfillment, End user monitoring billing, End user tech support, all under your own brand.

# CALIFORNIA ALARM ASSOCIATION BOARD OF DIRECTORS

## OFFICERS

### President

Mike Salk, Reed Brothers

### Northern Vice President

Sean Cooke, All Guard Alarm Systems

### Southern Vice President

Jon McNamara, Mijac Alarm

### Secretary

Ron Galippo, Smart Tech Security

### Treasurer

David Michel, Valley Alarm

### Sergeant at Arms

Brian Boeglin, Comcast Broadband Security

## REGIONAL PRESIDENTS

Tim Westphal, East Bay Alarm Association

Paul Wassem, Golden Gate Alarm Association

David Michel, Greater L.A. Security Alarm Assn.

Joe Castro, Greater Valley Alarm Association

William Watson, Inland Empire Alarm Association

Michael Tarin, Mid Cal Alarm Association

Elizabeth Courtney, Orange County Alarm Association

Sean Cooke, Redwood Alarm Association

Mark Simpson, Sacramento Area Alarm Association

Deric Morrow, Silicon Valley Alarm Association

Matt Kruger, San Diego Alarm Association

Ken Brusto - Resideo, Associates Director

Joe Nuccio - ADT, Large Company Representative

## PAST PRESIDENTS

Tim Westphal, Bay Alarm Company

Chuck Petrusha, Advanced Security Systems

Cathy Rempel, American Security Integrators

Bob Michel, Valley Alarm

John Hopper, Sentry Alarm

Matt Westphal, Bay Alarm Company

Jon Sargent, Tyco Integrated Security

Patty Hartman, Burgarello Alarm

Tony Smith, Security Finance Associates

George Gunning, USA Alarm Systems

Frank Burke, USA Alarm Systems

Pam Alva, Allied Security Alarms

Ted Willie

Roger Westphal, Bay Alarm Company

Richard A. Beunk, Comseco of California

Rod Uffindell, Denalect Alarm Company

Jack McAboy

Harold France

Bruce Westphal, Bay Alarm Company

Paul Worsley, Valley Burglar & Fire Alarm Co.

George A. Weinstock

Everett Westphal, Bay Alarm Co.

Frank Meiners

William Swinney

Robert Leeper

Jerry J. Linder

## EX OFFICIO

Jerry Lenander, Executive Director

Lessing E. Gold, Legal Counsel

Charles Schwager, CPA

THE MIRROR is published monthly by the

California Alarm Association, a California not for profit

association, for the Western States Security Alliance.

No articles herein may be reproduced without written permission

of the California Alarm Association.

The Association is not responsible for any

errors or omissions in advertising.

**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.

For Editorial and Advertising information, contact:

Jerry Lenander

California Alarm Association

333 Washington Blvd. Ste. 433

Marina del Rey, CA 90292

TEL 800/437-7658 FAX 800/490-9682

Web Site: [www.CAAonline.org](http://www.CAAonline.org)

[info@caaonline.org](mailto:info@caaonline.org)

© Copyright 2021 by the California Alarm Association



[www.facebook.com/CAAonline](https://www.facebook.com/CAAonline)  
[www.twitter.com/CAA\\_online](https://www.twitter.com/CAA_online)



THE MIRROR

# PRESIDENT'S MESSAGE

## FEBRUARY ALREADY?"

Here we are in the second month of 2021 trying to solve the COVID Rubik's Cube, along with the rest of the world. Operation Warp Speed has run into many obstacles in the distribution and administration of the vaccines. There are those that want the vaccine and those opposed to receiving it. We have groups actively pushing for the opening of schools, sports, dining, etc. and groups that are adamantly opposed to the concepts until it is "safe" to do so.

Additionally, here in the USA, we have political unrest, social unrest, racial tensions, and "shelter in place" induced "cabin fever". All of these things adversely affect our ability to solve the problems. We need to "reboot" our brains and learn to discuss our differences in a civil manner. We need to work together towards positive solutions in order to overcome our current crises.

We, at CAA, know how positive minds working together can produce great results! Check these out:

- The CAA Scholarship Program has been tuned-up and is ready to award \$25,000 for college tuition to the children of active-duty law enforcement and fire service personnel across California! You can apply online at [WWW.CAAONLINE.ORG](http://WWW.CAAONLINE.ORG); go to "Programs" then "Youth Scholarships".
- The CAA Training Program has rolled out the "Field Service Technician Training" program consisting of (10) training modules – very reasonably priced. Register your technicians online at [WWW.CAAONLINE.ORG](http://WWW.CAAONLINE.ORG); go to "Training" then "CAA Courses".

The entire CAA Board including Regional Chapter contacts are listed to the left of this article. Please do not hesitate to reach out and contact any of us if you have questions, comment, or issues that you would like to discuss.

*Keep your thoughts positive and your COVID tests negative!!*

  
Michael Salk  
President



Mike Salk received the George A. Weinstock award during the CAA 2020 Virtual Winter Convention.



By Mike Salk

**We need to "reboot"  
our brains and learn to  
discuss our differences in  
a civil manner. We need  
to work together towards  
positive solutions in order  
to overcome our current  
crises... We, at CAA,  
know how positive minds  
working together can  
produce great results!**



## Covering the Insurance Needs of the Security and Alarms Industry.

*Security professionals are exposed to numerous risks that standard insurance policies just don't cover.*

*That's why Bolton's Security & Alarms Program arms you with a range of industry-specific resources and policy enhancements to protect your company from the challenges you may face.*



### Broader Perspective. Business Solutions.

Since 1981, Bolton has been an expert provider of risk management and insurance for the security industry. Our team has the experience to provide customized programs to assure alarm dealers and central stations have the right coverage that matches their budget and specific needs.

John Guthrie, Executive Vice President  
jguthrie@boltonco.com // (626) 535-1824 direct  
www.boltonco.com // Insurance License No. 0008309

## LEGISLATIVE WATCH

### \*PAC ALERT\*

## \$30,000 GOAL FOR 2021

*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 more than \$30,000 in its PAC to contribute to business-minded legislators. We want to establish this funding level as a goal for 2019 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.

### Payable to:

CAA PAC

### Mail to:

CAA PAC  
C/o Richard Eichman, CPA  
1127 11th Street, #300  
Sacramento, CA 95814

Funds can be corporate or personal, although they are not tax deductible.

IMPORTANT: Include your name, address, employer and occupation with each contribution.

### VISA/MASTERCARD/AMERICAN EXPRESS

To make donation with your VISA/MasterCard/AMEX call the CAA office at 800-437-7658.



**TATIANA ABRAHEK**  
REGIONAL SALES MANAGER, WEST  
tabramek@nmccentral.com  
Office: 877-353-3031  
Cell: 949-877-2226

www.NMCCentral.com



**EQUITY+PLUS**  
**Mergers & Acquisitions**  
**Cyber Protection - Identity Theft**

Call Tony Smith at  
(855) 723-2229  
tsmith@securityfundingsolutions.com



www.securityfundingassociates.com





# THE FIRST MONITORING CENTER TO BE ISSUED UL 827A

NMC creates a path for independent dealers with in-house UL monitoring centers to comply with emergent redundancy and business continuity regulations by providing backup and hybrid monitoring services.

*We're first to innovate so that you're first to succeed.*

**To learn more, visit:**

**[www.NMCcentral.com/UL827A](http://www.NMCcentral.com/UL827A) | 877-353-3031**

---

## THE INDEPENDENT DEALERS' PARTNER OF CHOICE

© 2020 National Monitoring Center, a Netwatch Group Company. All rights reserved.

AL 1456 | AR CMPY.000222 | CA ACO7829 | FL EF20000505 | IL 124.002015 | OK AC1035 | TN 1785 | TX B13486 | TX Fire ACR-2919 | VA 11-7288





## CALIFORNIA AUTOMATIC FIRE ALARM ASSOCIATION

TEL 888/607-5959  
www.CAFAA.com | info@CAFAA.com  
P.O. BOX 1459  
FREMONT, CA 94538-0013

### CAFAA BOARD OF DIRECTORS

Joel Reitz  
**PRESIDENT**

John Maitrejean  
**VP – SOUTH**

Daniel Tate  
**VP – NORTH**

Joseph R. Cervantes, Sr.  
**SECRETARY**

Drew Turner  
**TREASURER**

Jay Levy  
**IMMEDIATE PAST PRESIDENT**

### DIRECTORS

Heather Hays  
Kirk Greenwood  
Kevin Green  
Toby Woods  
Ivy Moon  
Jon Kapis  
Frank Alvernaz

*Affordable, quality education delivered by renowned experts...  
Ensure consistency for your team by keeping up with the current industry standards!*

**AFAM**  
**Automatic Fire Alarm Association**

### National Headquarters

3246 Noe Bixby Road, Suite 101, Columbus, Ohio 43232  
www.afaa.org 844-438-2322 alex@afaa.org

Executive Director - Alex Strausser  
Training Manager - Tim Knisely

### AFAA Board of Directors and Executive Committee

President: Rick Heffernan - SDI  
Vice President: Tom Parrish - Telgian Corp.  
Treasurer: Dave Newhouse - Gentex  
Secretary: Larry Rietz - Jensen Hughes  
Immediate Past President - Rodger Reiswig - Johnson Controls

### Board of Directors

Shane Clary - Bay Alarm  
Chris Creamer - DynaFire  
Jim Loftus - Siemens  
Jason Dupuis - Cintas Fire Protection  
Leon Newsome - Cooper Notification  
Kathleen Almand, P.E., FSFPE  
Joseph Cagiano - SDI  
Jack Poole - Poole Fire Protection  
Deborah Shaner - Shaner Life Safety  
Jason Webb - Potter Electric Signal Company

**ag** | **avantguard**  
agmonitoring.com

**Monitoring Solutions for a Connected World**

**JEFF DICKERSON**  
National Accounts - West  
509.521.4233  
jdickerson@agmonitoring.com

**Sigifredo Ruiz**  
Territory Sales Manager  
(702) 528-8985  
sigifredo.ruiz@jci.com

**John Kaloper**  
National Accounts  
(949) 870-0480  
john.kaloper@jci.com

**Vaughn Wells**  
Territory Sales Manager  
(360) 606-2516  
vaughn.wells@jci.com

**Dustin Evans**  
Territory Sales Manager  
(951) 455-8045  
william.evans@jci.com

**Freddie Amaral**  
Technical Sales Trainer  
(951) 429-2036  
freddie.amaral@jci.com

**Mark Stirling**  
Technical Sales Trainer  
(503) 530-6687  
mark.1.stirling@jci.com

**DSC®**

DIGITAL SECURITY CONTROLS LTD.  
An ISO 9001 Registered Company

3301 Langstaff Road, Concord  
ON, Canada L4K 4L2  
www.dsc.com

## ALARM INSURANCE

The Insurance Specialists for the Alarm Industry

John Bures, CPCU  
**President - Alarm Insurance Agency/Michael J. Kelly Insurance Agency**

P.O.B. 61886  
North Charleston, SC 29419

Phone: (248) 206-0900  
Phone: (800) 474-0933  
Fax: (800) 240-0631

jbures@alarmins.com  
www.alarmins.com

California License # OK04779



# Your Fire/Integration/ Alarm Company is WORTH MORE THAN YOU THINK!

## Sell Your Company or Accounts Now

*We have qualified buyers  
ready to purchase your  
Security, Fire, Integration  
business and/or accounts.*

- FIRE ALARM
- INTEGRATION
- BURGLAR
- CCTV



**CALL RORY'S CELL  
AT 1-800-354-3863**

Talk to Rory Russell to get the  
most recent and complete  
Business Valuation for your  
company and see for yourself  
how much your business is  
currently worth.

**AFS**  
ACQUISITION &  
FUNDING SERVICES

### Don't Wait! We Are Closing Deals Now! (over \$35 million):

Metairie, LA	\$450,000
Oxford, GA	\$525,000
Ponoma, NY	\$575,000
Detroit, MI	\$600,000
Mt. Vernon, NY	\$1 Million
Boston, MA	\$1 Million
Northern GA	\$1.3 Million
Jackson Hole, WY	\$1.8 Million

Clifton, NJ	\$1.8 Million
Ft Meyers, FL	\$5.5 Million
Los Angeles, CA	\$10.4 Million
Orlando, FL	\$11 Million

<i>Pending:</i>	
Fort Pierce, FL	\$2.8 Million
Edison, NJ	\$10 Million

**CALL  
RORY RUSSELL  
FOR A COMPLETE  
BUSINESS VALUATION  
1-800-354-3863**





## Changes to CFRA, continued from page 1

a “family member” with a serious health condition. CFRA currently defines “family” to include a minor child (unless the child is an adult and dependent child), a spouse, or a parent. In a time where families and workforces are being hard-hit by Covid-19, this type of unpaid leave has become even more significant to both employees as well as employers.

SB 1383 makes substantial changes to the definition of covered “family members” under the CFRA. First, the list of family members is expanded to include siblings, grandparents, grandchildren, and domestic partners. Second, the definition of “child” is expanded to cover all adult children (regardless of whether they are dependent or not) and children of a domestic partner.

California employers, large and small, must now provide leave to employees who are caring for these family members with serious health conditions. Especially for large California employers, this requires close analysis of previous policies to ensure compliance with the CFRA’s new definition of “family members.” Of particular significance, it should be noted that an employee who takes 12 weeks of CFRA leave in 2021 to care

for a family member, e.g. a grandparent, would also have an additional 12 weeks to care for certain other family members, e.g. a parent, under the FMLA (which doesn’t cover grandparents or siblings).

### Three Additional Changes To CFRA

The upcoming changes to the CFRA also include three additional changes that all employers need to be aware of.

1. Two parents, one employer: First, it deletes the provision of the CFRA that specified that if both parents work for the same employer, the employer is not required to provide these employees more than a total of 12 weeks for leave in connection with the birth, adoption, or foster care placement of a child. SB 1383 now provides that such an employer is now be required to provide 12 weeks of leave to each employee so situated.

2. No “key employees”: Second, SB 1383 removes language from the CFRA that authorizes an employer to refuse reinstatement to salaried employees who are among the highest 10% of the employees and where refusal is necessary to prevent substantial and grievous economic injury.

3. Military employees: Third, the new law requires employers to provide up to 12 weeks of unpaid job-protected leave during any 12-month period due to a qualifying exigency related to the covered active duty or call to covered active duty of an employee’s spouse, domestic partner, child, or parent in the Armed Forces of the United States.

### Major Takeaways

Clearly, employers with less than 50 employees are going to be affected the most by this new law. But, as evident from the above, the changes to CFRA affect all employers, regardless of size, and all employers should ensure their policies are CFRA compliant as failure to comply the law’s amendments could result in potential legal liability.

For further information, contact CAA Legal Counsel Lessing Gold, MSK, 310-312-3228 or [leg@msk.com](mailto:leg@msk.com).

### Security Industry Alarm Coalition (SIAC)

Visit [www.SIACinc.org](http://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.

## Service and Technology You Can Trust



“Everything we do is inspired by our belief that relationships with our customers make a difference; and that when we work together we transform good ideas into great results.”

Providing UL approved monitoring services since 1984



We invite you to discover the difference personalized service makes here at GCS.

Denis Cooke, President

(800)230-1654 - [www.gcsmonitoring.com](http://www.gcsmonitoring.com)



# Celebrating 60 Year Anniversary

1958-2018



**John Campau, Selling the Connected Lifestyle**

**[JohnCampau@Comtronics.com](mailto:JohnCampau@Comtronics.com)**

As owner of 23 Verizon Wireless retail stores in Michigan, John Campau, President and CEO of Comtronics, knows what consumers want ... a Connected Lifestyle. Now, they can control security, lights, cameras, locks, thermostats and more right from the palm of their hand.

**SMART PHONES CONNECTED TO SMART HOMES**

Visit [www.comtronics.com](http://www.comtronics.com) • Call (517) 787-2900



## Is Solar in the Future for Your Company?



By Tony Smith

I spoke last week to a client dealer of mine in the Mid-West who is considering working with SFA and our new financing program. During that conversation, he told me that he had just contracted with a roofing contractor to partner in the sales and installation of rooftop solar panels. That unexpected comment left me momentarily speechless. Most of us are aware that Vivint is a major player in solar as well as the second largest alarm company behind ADT. Many also probably think solar is also like being in the lock and key industry. Perhaps, but the necessary business scale for solar is significantly larger.

### Will Rooftop Solar Save Or Cost More Money Than Gas Generation?

Major utilities and supporters of large solar farms look to that technology rather than rooftop solar to be the transfer agent to increase our use of renewable energy. Chris Clack, an energy systems researcher, has a different approach.

His (and his co-authors) recently released report suggests that eliminating nearly all of models the earth's fossil fuel power generation and replacing it with roof-top and local solar plus batteries would generate a savings of \$473 billion. Upon reflection, this should not be a surprise. Solar and battery technology have developed dramatically over the last 10-15-years. Clack's computer model contains 10,000 more data points than traditional models and requires him to run his custom computer system for 5 days to get his results. One of the reasons is the significant investment that has gone into the grid, that interconnecting mass of wire that transports our energy kilowatts from generating stations to each home and business. Yes, that same grid that has been shown to start fires in our national forests. His report further shows that if we had a national policy to reduce fossil emissions in 2050 by 95%, the savings from rooftop and local solar would amount to \$301 billion. When Clack optimized his smaller-scale model, he found that the cheapest way to reduce emissions is to build \$247 gigawatts of rooftop and local solar (approximately 20% of our current generating capacity). Here consumers would save \$473 billion when compared to what electricity would normally cost. When

Clack had his system mimic traditional models that favor solar and wind renewable sources, he found that consumers would pay \$385 billion more for power over the next 30 years. For truth and clarity, it is important to note that Clack's research was funded by several pro-solar foundations.

Jesse Jenkins, a Princeton researcher, focused his doctoral dissertation on the same issues that Clack is trying to answer. His results, trying to answer the same questions as Clack's, were not as optimistic, but were still encouraging. He felt that large solar and wind farms were a cheaper way to generate kilowatts. His report, as lead author of Net-Zero America, also reached the same conclusion, that we could achieve zero emissions by 2050.

### What Are Some Of The Other Factors To Be Considered?

Before we try to answer any questions, there are several other factors to be considered. The first is the cost of rooftop solar. The cost of this technology has been reduced to where it is arguably close to fossil fuel generated kilowatts, but it also requires batteries to store the rooftop power through the night, cloudy days, and major storms. Battery technology for roof top and solar farms has also improved, but not to the same extent as solar itself. How about the Grid? Virtually the entire country is interconnected with a power grid that is both a marvel and a danger.

The maintenance cost on this grid is enormous and the actual loss of power in the transmission is significant. When wind and storms develop, the reliability of the grid is suspect. This article is being written through several power outages. It does not seem that there will be significant movement to solar rooftop until there is a government subsidy to encourage utility participation in the process. The subsidy that the automobile industry has received and is still earning is evidence that technology will follow the dollars. This massive technology shift is a U.S.A. opportunity which will provide employment and value to our economy beyond the greening of our power system. Next month, we will discover how the Vivint example may be one worth following.

*Tony Smith is a Past President of the CAA and a former member of the Board of ESA. He is the Founder, President and CEO of Security Funding Associates, a leading industry financial services firm. He may be reached at [tsmith@securityfundingsolutions.com](mailto:tsmith@securityfundingsolutions.com) or (855) 723-2229.*

**TMS**  
**TOTAL MONITORING**  
**SERVICES INC.**

Locally owned and operated in  
Northern California  
UL S-8219-1

**DAWN SMITH**  
Product & Services Manager

Toll: (888) 610-4377  
Direct: (916) 480-4828  
Cell: (916) 474-0486  
[dsmith@tmscentral.com](mailto:dsmith@tmscentral.com)

### EDITORIAL

## You're Too Cool Not to Be in This Club

The California Alarm Association Technology Committee is looking for new members. We are a committee that is a cross section of the industry. With members coming from different perspectives from being national integrators to sole operators, monitoring centers, manufacturers, and even the occasional end user.

We have an open call for anyone who is interested in becoming a member of the committee. The commitment to serve on the committee is as little as joining an hour conference call on a monthly basis. There are added opportunities if you would like to become more involved in the publishing and presentation of our semiannual report. This report covers five to ten of the hottest technologies effecting the future of our industry.

Please reach out to the Technology Chair to request an invite to join today!

*Deric Morrow - [Deric.morrow@amag.com](mailto:Deric.morrow@amag.com)  
CAA Technology Chair*

**CAA**  
CALIFORNIA ALARM ASSOCIATION  
**TECHNOLOGY**  
**COMMITTEE**





Security Funding Associates  
**EQUITY+PLUS**  
Bundled Funding

## One Loan, One Bill, Zero Hassle.

***We'll provide the working capital you need today to  
deliver your Equity growth tomorrow.***

Equity +Plus can bundle your monitoring and installation contracts into one customer bill, paid to you in advance for 36 months or 60 months, with no Dealer recourse & continued ownership for the life of the contract.

### Top Advantages of EQUITY+PLUS

- Bundled Monitoring Fees & Full Installation Charge
- Discounted Smart Home Pass through Rates
- No UCC-1, No Chargebacks, No Recourse to Dealer
- Preferred 5 Diamond Monitoring Rates
- SFA-2 Page "Easy App" Dealer Application
- Quick Funding—3 to 7 Days
- This Is a Consumer/Small Commercial Loan Not a Lease
- You May Never Need a Bank Loan Again
- Many New Fire System Leases Should Be Loans



**You can contact SFA at (855) 723-2229 or  
Tony Smith directly at [tsmith@securityfundingsolutions.com](mailto:tsmith@securityfundingsolutions.com)**

# ASSOCIATES NEWS

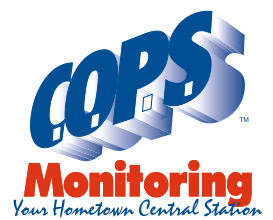
**NETWATCH GROUP's** Board has appointed Kurt Takahashi as Chief Executive Officer for the Group. He will work with Wendy Hamilton, who has led the group from Ireland through the covid-19 disruption, to take over the reins of all business-related functions, including developing and executing strategy to grow Netwatch's Proactive Video Monitoring and Contract Monitoring Services. Takahashi recently held the position of CEO of Pelco where he led the transition from Schneider Electric to a fully independent Pelco. Takahashi was the President of AMAG Technology and Vice President of Global Sales and Marketing at Quantum Secure. "I am honored and excited to lead the Netwatch Group. Netwatch, NMC and CalAtlantic are innovative businesses that provide solutions and services that help a wide range of customers utilize

technology to enhance their security risk profile. As well as European based services, we can offer customers a fully American based monitoring service which many customers want," said Takahashi.

**NATIONAL MONITORING CENTER (NMC)** unveiled its new website, designed to support its strategic goal to provide an exceptional experience to dealers and integrators through an intensive focus on quality, simplicity, and consistency. "The primary goal was to enhance value by creating a unified platform that improved visibility, functionality, and ease of access to information," says NMC President, Woodie Andrawos. "The website achieves this and demonstrates NMC's unwavering commitment to developing opportunity for our dealers." The multi-phase project involved feedback from dealers and integrators, as well as NMC sales, customer service representatives, engineering, commissioning, onboarding, operations, dealer relations, and management teams. The professional development team used the insights and pain points to identify new opportunities as a clear context for design and navigation. The new website represents an intuitive market-leading platform that allows users to quickly access information and capabilities that support business growth. To view the new website, visit <https://nmccentral.com>.

**MARKS USA**, a division of **NAPCO Security Technologies**, announced that its new anti-ligature slide models are gaining popularity. New to the LifeSaver series, the 5-Point Ligature-Resistant Slide Behavioral Health Models are Grade 1 anti-ligature locksets, available in cylindrical and mortise. The solid stainless steel handle slides down freely in the locked or unlocked position and is tamper-proof through-bolted for durability & easy-installation. They meet the latest BHMA 156.34 Anti-Ligature trim standard, accepted by OMH, NYS Office of Mental Health Patient Safety Standard and are JHACO approved. They are also available with GermAway™ anti-microbial finish, a built-in germ barrier & special antimicrobial finish that inhibits microbial growth of dangerous microorganisms, mold, mildew and fungi. Used by leading institutions nationwide, LifeSaver Series of anti-ligature locksets, by Marks USA, meet or exceed today's patient safety standards for managed liability, accident prevention and security in behavioral & health care institutions and correctional facilities. For more information on Marks USA LifeSaver Series call 800-645-9445, email [info@marksusa.com](mailto:info@marksusa.com), or visit [www.marksusa.com](http://www.marksusa.com).

**COPS MONITORING** announced it has taken all necessary steps to prove its good faith effort to achieve compliance with the Health Insurance Portability and Accountability Act (HIPAA). By doing so, COPS has earned Seal of Compliance, a distinction issued only to organizations that have implemented an effective HIPAA compliance program through the use of Compliancy Group's exclusive program, **THE GUARD**. By completing Compliancy Group's Implementation Program, COPS Monitoring has demonstrated its adherence to the meticulous regulatory standards outlined in the HIPAA Privacy Rule, Security Rule, Breach Notification Rule, Omnibus Rule, and HITECH. Through the use of The Guard, COPS Monitoring can manage its continued compliance. "We have a profound respect for what it means to be a professional monitoring provider of millions of homes and businesses," explained COPS Monitoring's president Jim McMullen. "In addition to protecting their data with state-of-the-art technology, we believe the independent verification of our HIPAA compliance is another step in the right direction to guarding our dealer and customer, and a valuable addition to our SOC 2 attestation."



**ADD REMOTE REBOOTING**

**REDUCE TRUCK ROLLS**

**REPAIR ANYTIME, ANYWHERE**

## LESS DRIVING. MORE RMR.



AlwaysON™

PREMISES  
MANAGEMENT PLATFORM



REQUEST A DEMO

[www.observables.com/demo](http://www.observables.com/demo)



NICOLA OAKIE

VICE PRESIDENT OF SALES  
PROACTIVE VIDEO MONITORING

[noakie@nmccentral.com](mailto:noakie@nmccentral.com)

Cell: 702-816-1974

[www.NMCcentral.com](http://www.NMCcentral.com)

**netwatch°**  
proactive video monitoring

brought to you by **NMC**



# WE MAKE VISUAL VERIFICATION AS EASY AS 1 - 2 - 3

## 1

Bring OPTEX your application & let us help design your system.

### Residential



### S/M Business



### Large Commercial



### Enterprise



## 2

Visit your local distributor to select your OPTEX Bridge & Sensors.

Use your standard panel & any ONVIF S cameras.



Match the detection area to your camera field of view, & add the Bridge based on your application needs

### Current Promo

Get 10% off when you purchase the OPTEX Bridge and 4 sensors from the list below.\*\*

 Camera field of view  
 Sensor's Detection area

#### Short Range

#### Medium Range

#### Long Range

#### For Residential Indoor Applications



#### AP2-20N

Curtain PIR with 20ft detection range, 8-12ft mounting height



#### RX-40PI

40ft. x 40ft. Pet Tolerant



#### CDX-NAM

80' x 7' narrow angle hardwired PIR, with anti-masking

#### For Commercial Indoor Applications



#### MX-40PI

40ft. x 40ft. PIR and Microwave



#### CDX-AM

30'x30', 40'x40', or 50'x50' wide angle hardwired PIR with anti-masking



#### CX-702

70 x 70' or 150 x 8' PIR

#### For Residential Outdoor Applications



#### FitLink

16.5"x3'3"/6.7"x1'1.5" Wireless-Ready Pet Tolerant



#### VXS-AM

40ft by 90° detection coverage Pet Tolerant



#### HX-80N

80ft. x 6ft 8ft. - 10ft mounting height

#### For Commercial Outdoor Applications



#### VXS-AM

40ft by 90° detection coverage Pet Tolerant



#### WXS-AM

180°, 80ft total coverage, high & low mount options with anti-masking



#### HX-80N

80ft. x 6ft 8ft. - 10ft mounting height

\*\*Promotion limited to the short, medium, & long range products listed only.

## 3

Let OPTEX help you with your install & getting signals with video to your central station.



### Visual Verification Bridge

Powered by **CHeKT**®

To learn more about our Visual Verification Solution: [www.optexamerica.com](http://www.optexamerica.com)

For our Dealer Launch Site: [www.chekt.com/launch](http://www.chekt.com/launch)

For more information: [sales@optexamerica.com](mailto:sales@optexamerica.com) | 800.966.7839



**ALARM.COM®**

877-389-4033

703-304-0867

info@alarm.com

**FLAIR**  
ELECTRONICS

Standard and Custom Magnetic Contacts  
Wired and Wireless Annunciators  
Perimeter Fence Sensors

Call today for free samples

800-532-3492

sales@flairsecurity.com  
www.flairsecurity.com

*At Flair  
We Care!*

**TMS**

**TOTAL MONITORING  
SERVICES INC.**

Locally owned and operated in  
Northern California  
UL S-8219-1

**TIM M. SPROUL**

President / CEO

(916) 480-4800

(888) 610-4377 Toll Free

(888) 610-4399 Fax

tsproul@tmscentral.com

Lic. #ACO 5715



Monitoring Facility  
Castle Business  
Development Center

P.O. Box 867  
Merced, CA 95341

209.723.2667  
800.927.6623  
Fax 209.722.1107

**MATTHEW HOFFMAN**

President

matth@alarmwatch.com

**RACHEL NAPOLITANO**

ACCOUNT MANAGER

RLNAPOLITANO@RRMS.COM

844.779.2952



response

**Rapid Response Monitoring**

www.rrms.com

**Your Engine for Better Billing  
& Faster Payments**



— Clockwork billing

— On-time payments

— Life cycle software

— Hands-on support

**Cornerstone**  
BILLING SOLUTIONS

(847) 405-9517 x2  
Scott@Alarmbills.com

**GREATEST IDEAS**  
of the alarm industry's greatest thinkers

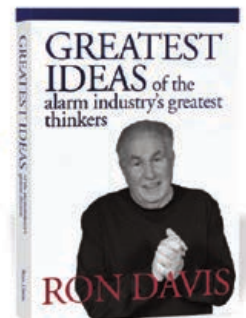
Ron Davis, one of the alarm industry's greatest leaders and motivators, asked successful entrepreneurs, "If you had just one really great idea to share with the alarm industry, what would it be?" Their answers are in this remarkable new book, available now.

Order today!

Only \$40 hardback, or

\$25 paperback. Call 847-955-2360 or visit

www.graybeardsrus.com/greatideas.html.

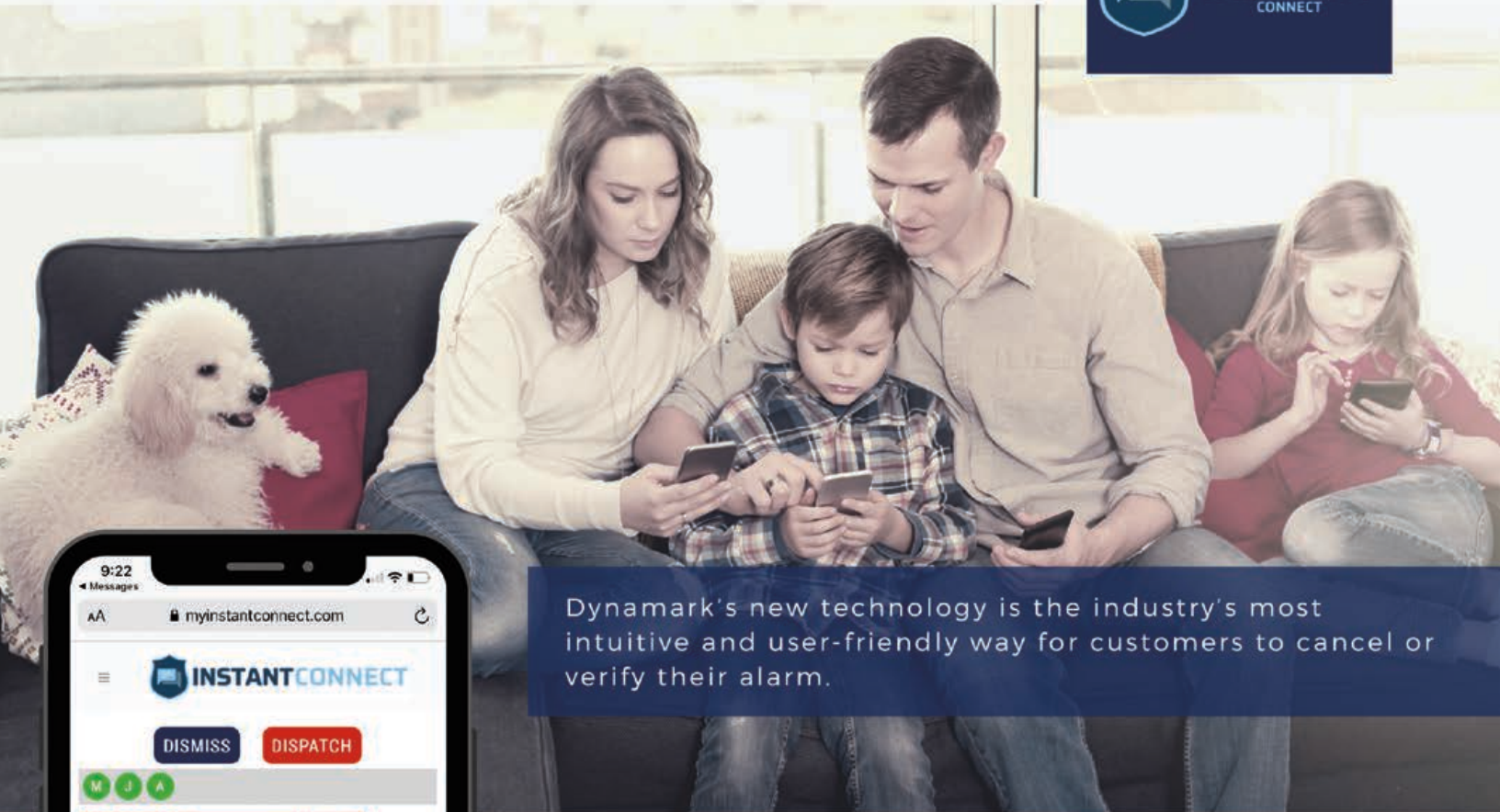


Published by

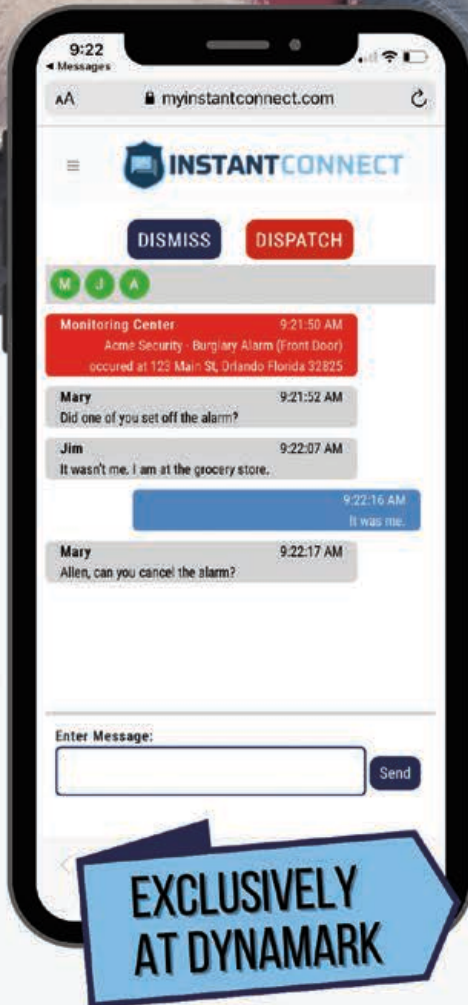


**DAVIS GROUP**  
MERGERS & ACQUISITIONS





Dynamark's new technology is the industry's most intuitive and user-friendly way for customers to cancel or verify their alarm.



## FEATURE PACKED SOLUTION

- Group Chat
- Cancel/Verify Alarms
- No App Required
- Dealer Branding Available
- Eliminate False Alarms
- Lower Attrition
- No Additional Fees

**TRY IT NOW: [DYNAMARKMONITORING.COM](http://DYNAMARKMONITORING.COM)**

ALWAYS INNOVATING

Contact us:

844-732-6558

[info@dynamarkmonitoring.com](mailto:info@dynamarkmonitoring.com)

THE MIRROR

PAGE 15



FEBRUARY 2021



**J.C. Gury**  
Signs & Decals

Since 1989

**YOUR ONE STOP SHOP FOR  
SIGNS, STAKES & DECALS**

Our Custom Printed Products Are Made For Long Term Durability.

Contact us today at  
800-903-3385 or sales@jcgury.com

Come see more of our products at  
jcgury.com

530 East Jamie Ave, La Habra, California

**TriStar Monitoring LLC**

Service with  
Integrity and Commitment

**Tim LeBlanc**  
President

(951) 442-2526 Cell  
(888) 790-0922 Office  
(855) 479-8686 Fax  
[tim@tristarmonitoring.com](mailto:tim@tristarmonitoring.com)  
ACO 7211 UL S25277-1

Powered by **DICE** Automation

**ACT365**  
DO IT ALL FROM  
ANYWHERE.

ACT365 by Vanderbilt is a complete, cloud-based access control and video management solution that enables you to manage your security system from anywhere - at any time. With ACT365 you can watch video footage, disable a user or open a door and more - from any device from a PC, Laptop or Smart Phone.

- Integrated access control and video management
- Cloud-based real time reporting
- Access from anywhere, anytime, on any device
- Manage unlimited sites and users
- No IT investment or headaches

As a Master Allegion Distributor, AHS has what you need IN STOCK, READY TO SHIP - usually the same day. AHS also has the access control experts you need - to answer questions, recommend and assist. Visit [accesshardware.com](http://accesshardware.com) for product information, installation downloads and training videos.

**AHS** ACCESS HARDWARE SUPPLY  
855.847.5691  
[accesshardware.com](http://accesshardware.com)

**Altronix**  
More than just power.™

- Advanced Power Solutions with Network Communication
- Long Range Ethernet
- Fiber / EoC / UTP Solutions
- Custom Access & Power Distribution kitted to your specification
- Hardened PoE Switches
- NAC Power Extenders

[info@altronix.com](mailto:info@altronix.com) / [altronix.com](http://altronix.com) / 718.567.8181

**Dynamark**  
Security Centers

**Rich Cowan**  
Vice President, Western Region

3135 E Vallejo Dr, Gilbert, AZ 85298 Mobile: (609) 760-0233  
[rcowan@dynamarkmonitoring.com](mailto:rcowan@dynamarkmonitoring.com) [www.dynamarkmonitoring.com](http://www.dynamarkmonitoring.com)



# iSecure

Complete Professional Connected Home Systems



Add RMR-producing accounts SUPER FAST



Connected Home, Video & SMS Notifications



Lowest equipment costs. Full Pro Line of Add-ons



1 Hr Pro Installation & 24 Hr Pro Battery Backup

**Unbeatable iSecure®, Saves 1/2 Account Creation Costs Compare to 2GIG® or Qolsys IQ2®**



Fast-track adding more accounts with payback in 1/2 the time

- ✓ **All-Inclusive Security & Connected Home Systems with App, 3 RF Sensors and Choice of Wireless Keypad or 2 Touchscreens + Wireless Devices, WiFi Cameras & Doorbell options - from \$79<sup>95</sup> net to \$199<sup>95</sup> net (after StarLink Inside \$100 Rebate)**
- ✓ **Lowest upfront equipment costs for lowest account acquisition costs & quickest payback/ROI**
- ✓ **80 zones onboard, intrusion & fire, in one or two areas, using full line of iSecure Wireless Transmitters**
- ✓ **Go-Anywhere Smart Hub™ - position for best smash prevention & signal reception, built in 85db siren, RF wireless receiver & StarLink Cell/IP & 24hr battery backup, typ.**
- ✓ **App for security, connected home & SMS text/video notifications alerts/reminders**



Smartphone App Matches 7" Touchscreen



iSecure Kit 3: Complete Cell/IP System with Sensors & 7" Security/Video/Smart Home Touchscreen **\$199<sup>95</sup> net**

**iSecure**  
Connected Home Systems  
1.800.645.9445

**Free Sales Intro Classes Online Every Tuesday at 10am EST/PST**

**Register at: [www.isecurealarms.com](http://www.isecurealarms.com)**

iSecure, StarLink, Go-Anywhere Smart Hub & iBridge are trademarks of Napco Security Technologies, Inc. All other marks are intellectual property of their respective cos. \*Note: Net Kit pricing shown is suggested dealer pricing and already reflects StarLink Free for All™ Tradeup Incentive (\$100 credit), quoted in USD. For full incentive promo details see <http://www.napcosecurity.com/starlink/starlink4upgraded>.





To all of our valued clients, vendors and team members who have greatly attributed to the continued growth and success of our family business, **THANK YOU!** Without any of you Sentry would not be the premier security and fire alarm service provider we are today. We look forward to continuing our mutually beneficial partnership with all in our ongoing vision to meet everyone's life safety and private property protection needs efficiently and effectively 24 hours a day.

Monterey • Oakland • Sacramento • Sonora

[www.sentryalarm.com](http://www.sentryalarm.com) | (800) 424-7773 | ACO: 3466 • C7, C10, & C16: 619293



The Best Things in Life are **FREE**

**FREE Universal  
LTE Alarm Communicators\***  
Ideal 3G/CDMA Sunset-Solution



**FREE! Preserve Your RMR-Earning Accounts and Their Valuation  
With Universal LTE Communicators, Chosen the BEST by More Dealers**

**Hurry, 3G & CDMA Sunsets are in Progress - Get the Best Account Protection That's Easy to Afford:**

- BEST** Universal support for All Panels
- BEST** 10-Min. EZ Installation - Panel Powered™ Technology; No Panel Reprogramming
- BEST** Reporting Options - Choose any Central Monitoring Station - Easy Takeovers, too
- BEST** LTE Coverage Footprint in the Nation - AT&T LTE and Verizon LTE Network Models
- BEST** Performance - Proven to work Everywhere w/ Signal Boost & Dual Antennae, eliminating multipath effect signal clashes, as with single antenna designs
- BEST** Pre & Post Installation Support - Preactivated so you know they're working before you go onsite; OTA Updates; 36Mo. Warranty & No-Hassle Exchange

**BEST FREE** Tradeup Incentive from  
Any old radios, POTs or New Installs



**Here's How it Works:**

Buy a StarLink under \$99<sup>95</sup> at any Distributor - \$100 Napco Tradeup Account Credit = That's **FREE** Every Time\*



**FREE MKTG**  
Free Customizable  
Enduser tradeup  
mailers/stuffers



**UPGRADE ACCTS  
W/ REMOTE APP**  
On/Off Consumer  
App for Security  
System control

**StarLink<sup>★</sup>LTE**

1.800.645.9445 [www.StarLinkLTE.com](http://www.StarLinkLTE.com)

StarLink, Signal Boost™ are trademarks of Napco. Other marks trademarks of their respective cos. Sugg. pricing quoted in USD with StarLink Tradeup Incentive Program™. Models: SLE-LTEV (Verizon) or SLE-LTEA (AT&T) - \$100 Incentive credit on your StarLink Account, applicable to all models. See full details [www.napcosecurity.com/starlink/starlink4upgrade/](http://www.napcosecurity.com/starlink/starlink4upgrade/). Promotions subject to change without prior notice.

**Here's How To Get  
StarLink LTE Radios Free**

\*See full details online at  
[www.napcosecurity.com/starlink/starlink4upgrade/](http://www.napcosecurity.com/starlink/starlink4upgrade/)  
or scan QR Code.





## INLAND EMPIRE ALARM ASSOCIATION

*William Watson, 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 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.

## MID-CAL



## MID CAL ALARM ASSOCIATION

*Mike Tarin, President*

### Mid-Cal Alarm Association Officers 2021

President -- Michael Tarin  
Vice President -- Doug Cutts  
Secretary/Treasurer -- Gloria Molina

## GLASAA

Greater Los Angeles Security Alarm Association

*David Michel, President*

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

Please feel free to email me at [dmichel@valleyalarm.com](mailto:dmichel@valleyalarm.com).

### GLASAA Meetings and Events

Please visit our website at [www.glasaa.org](http://www.glasaa.org).



BARKIN,  
PERREN,  
SCHWAGER &  
DOLAN, LLP

CHARLES H. SCHWAGER, CPA

21700 Oxnard Street, Suite 950  
Woodland Hills, CA 91367  
[www.bpsdcpa.com](http://www.bpsdcpa.com)

PH: 818.719.9020 ext.205  
FAX: 818.702.0273  
[cschwager@bpsdcpa.com](mailto:cschwager@bpsdcpa.com)



## EAST BAY ALARM ASSOCIATION

*Mike Salk, EBAA President / CAA Vice President NorCal*

### EBAA Meetings

For questions, please reach out to Treasurer Deric Morrow 510-432-8130 [deric.morrow@amag.com](mailto:deric.morrow@amag.com).

RSVP to 800-437-7658 or [info@caaonline.org](mailto:info@caaonline.org).

### Richmond Ordinance

Alarm users are required to have an alarm permit, and failure to obtain one will result in a \$250 fine to BOTH THE ALARM/MONITORING COMPANY AND ALARM USER. Permits can be obtained now by the alarm user or alarm company online here: [www.crywolfservices.com/richmondca/](http://www.crywolfservices.com/richmondca/). Click on "new Users" for the permit application. The permit fee is \$30 for a two-year alarm permit. Renewals will be the same fee and term. A list of your newly installed, and newly cancelled alarm customers must be submitted on a monthly basis to [richmondca@publicsafetycorp.com](mailto:richmondca@publicsafetycorp.com).



SILICON VALLEY ALARM ASSOCIATION

*Deric Morrow, President*

### SVAA Information

If you are not on our e-mail list, please contact Deric Morrow at 510- 921-3987 or [deric.morrow@jci.com](mailto:deric.morrow@jci.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.



## ORANGE COUNTY ALARM ASSOCIATION

2970 E. La Palma Avenue, Ste F, Anaheim, CA 92806  
800-437-7658

[www.alarmassociation.org](http://www.alarmassociation.org)

### OCAA Officers

President ..... Elizabeth Courtney, Beacon Security  
Secretary ..... Lisa Beale, American Alarm Systems  
Treasurer ..... Tatiana Abramek, NMC

### OCAA MEETINGS

Visit [www.OCAAonline.org](http://www.OCAAonline.org) for more information.

### 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](http://www.irvinepd.org). The City also offers quarterly Alarm Awareness Classes to help defray the cost of false alarm fines.

For more information about OCAA activities, contact the OCAA office at 800-437-7658 or email [OCAAlarmAssoc@aol.com](mailto:OCAAlarmAssoc@aol.com). Visit our new website at [www.alarmassociation.org](http://www.alarmassociation.org) for meeting information and registration forms, training opportunities, members list and a whole lot more.





**AMS Puts the Services You Need  
in the Palm of Your Hand.**

**877.740.0283 | [www.monitor1.com](http://www.monitor1.com)**

*Setting the standard for quality monitoring and dealer service since 1980.*



ALYSON R. PATTIE, CPA

apattie@bpsdcpa.com

PH: 818.719.9020

FAX: 818.702.0273



## GREATER VALLEY ALARM ASSOCIATION

Joe Castro, President

### GVAA MEETINGS

Our meetings are held at Custom Electronic Supply, 1324 Dupont Court, Manteca 95336 and they start at 11:30 a.m. GVAA meetings are held on the second Thursday of every third month (once a quarter) at the above location. Please contact Joe Castro at 209-384-3305 or by email at josephc@alarmwatch.com for more information.



"Service with Integrity and Commitment"

# Success Stability Constant

Call Today to Join Our Solid & Stable Monitoring Program

**TIM LEBLANC**

(951) 442-2526

Sales@TriStarMonitoring.com • TriStarMonitoring.com

State of the Art Technology  
Rock Solid, Enduring Ownership  
Veteran Owned



Ca License #AC07211

**SAN DIEGO**  
SECURITY ASSOCIATION

**SAN DIEGO**  
SECURITY ASSOCIATION

Matt Kruger, 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](mailto:hgonzalezreed@pd.sandiego.gov). If you have any questions, please contact Hilda Gonzalez Reed at [hgonzalezreed@pd.sandiego.gov](mailto:hgonzalezreed@pd.sandiego.gov) or 619-531-2247. Visit our website [www.sandiegosecurityassociation.org](http://www.sandiegosecurityassociation.org).

The San Diego Police Department Permits Division reminds all alarm companies that they are required to have a valid alarm permit for the premise being installed, prior to the installation of an intrusion or fire system. The alarm company is responsible for obtaining or verifying the existence of an existing alarm permit for the premise. For information please contact SDPD Permits Division – Frank Dragula 619-531-2364 [Fdragula@pd.sandiego.gov](mailto:Fdragula@pd.sandiego.gov)



## SACRAMENTO AREA ALARM ASSOCIATION

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

[saaasecretary1@gmail.com](mailto:saaasecretary1@gmail.com)  
[www.sacalarm.org](http://www.sacalarm.org)

Mark Simpson, President



## GOLDEN GATE ALARM ASSOCIATION

Paul Wassem, President

**Meetings to be held at:** Chevy's Fresh Mex, 141 Hickey Blvd, South San Francisco, CA 94080

### Meetings 2020

For further information, contact the CAA at [info@caaonline.org](mailto:info@caaonline.org) or call 800-437-7658.



## REDWOOD ALARM ASSOCIATION

Sean Cooke, President

### Meetings

For questions about the association, please contact Sean Cooke at [scooke@allguard-systems.com](mailto:scooke@allguard-systems.com) or 800-255-4273.



# LOCAL MONITORING

*Only Better*

THE ONLY PROFESSIONAL MONITORING COMPANY CALLING  
6 STATES HOME AND 19 MORE NEXT-DOOR NEIGHBORS

With no concentrated mega-centers making employees feel like numbers, our network of smaller hometown monitoring centers makes our team members feel valued, invested, and eager to serve your customers – *wherever they are.*

If the success of your company depends on high reliability and a great customer experience, then back it up with the best redundancy and personable service the monitoring industry has to offer.

**Not just different. Better.**

[copsmonitoring.com](http://copsmonitoring.com)

Providing nationwide professional alarm monitoring and dealer services from  
New Jersey | Florida | Arizona | Tennessee | Texas | Maryland  
800.367.2677 | Fax: 856.629.4043 | [info@copsmonitoring.com](mailto:info@copsmonitoring.com) | [copsmonitoring.com](http://copsmonitoring.com)

CA: ACO6132 • DE: 05-85 • FL: EF20000481 • IL: 127-001299 • MD: 107-840 • TN: 632/1626 • TX Burg: B11561/17961 • TX Fire: ACR-2215 • VA: 11-1941



**COPS**  
**Monitoring**  
Your Hometown Central Station





**Zuzana Spencer**  
Business Development Representative  
714.713.0870  
zspencer@cmsn.com  
www.cmsn.com



## COLORADO BURGLAR & FIRE ALARM ASSOCIATION, INC.

Colorado Burglar & Fire Alarm Association  
303-805-0885  
cbfaa@cbfaa.org    www.cbfaa.org



### CBFAA BOARD OF DIRECTORS

**PRESIDENT**  
Brian Kirtley  
Xfinity

**VICE PRESIDENT**  
John Wrzesinski  
Safe Systems

**SECRETARY**  
Jennifer Porter  
Advanced Burglar & Fire Alarm Company Inc.

**TREASURER**  
Andrea VanDyke-Quist  
Safenet, Inc.

**BOARD MEMBER AT LARGE**  
Bill Roberts  
Johnson Controls

**BOARD MEMBER AT LARGE**  
Leif Wulforst  
A-1 Security Systems

**IMMEDIATE PAST PRESIDENT**  
Sofia Aguilar  
A-1 Security Systems

**EXECUTIVE DIRECTOR**  
Jeanne Palmer  
820 S. Monaco Pkwy, #141  
Denver, CO 80224  
Jeanne@cbfaa.org

# SOMETHING NEW! WIRELESS ALARM CONTACTS FROM TANE ALARM PRODUCTS



Our **TWC 319.5R** wireless alarm contacts, compatible with most **INTERLOGIX®** and **QOLSYS®** systems, and our **TWC 345R** wireless contacts, compatible with most **HONEYWELL®** and **2GIG®** systems, are the thinnest wireless door & window contacts on the market.

Featuring a 3- 5 year battery life, easy control-panel pairing and pricing that's designed to increase your bottom line; these wireless contacts represent an outstanding value for both you and your customers.

Our Interior Motion Detector, the **TWC PIR345**, is compatible with most **HONEYWELL®** and **2GIG®** systems. Their ultra compact design makes them perfect for installs where they must detect motion, and not be noticed.

Please call 516-328-3351 or Email [info@tanealarm.com](mailto:info@tanealarm.com) for literature and pricing. Use code WC 012021 for special offers. Samples are available upon request.

**TANE ALARM PRODUCTS®**  
Magnetic contacts and more since 1984.

**TANE WIRELESS CONTACTS®**

906 JERICHO TURNPIKE, NEW HYDE PARK, NY 11040  
Tel: 800-852-5050 • 516-328-3351 • Fax: 516-329-9125  
[www.tanealarm.com](http://www.tanealarm.com) • E-MAIL: [info@tanealarm.com](mailto:info@tanealarm.com)

## Happy New Year!

CBFAA is going ahead with its 2021 Youth Scholarship Program. Let your police and fire contacts know about this great scholarship opportunity for their kids! Details at [www.cbfaa.org/cbfaa-youth-scholarship](http://www.cbfaa.org/cbfaa-youth-scholarship).

Make this the year you make a difference for your business and your industry by joining CBFAA! CBFAA has a new easy flat rate dues structure for 2021 that makes membership easy! Membership applications are available on our website [www.cbfaa.org](http://www.cbfaa.org). Due to Covid-19, the CBFAA is carefully considering its next meetings. Watch your inbox and newsletter for continued updates.

New to CBFAA? Add your name to our email list to get meeting notifications and our newsletter. Once you see the benefits of membership, you'll want to add your voice to ours. Info and membership applications available on our website [www.cbfaa.org](http://www.cbfaa.org).





**ALL AMERICAN  
MONITORING**

**\$2.50 Nationwide  
Monitoring**

**Reliability Counts**

**Over 45 Years Monitoring Experience  
The Partner you have been looking for!**



**844 489 3030 • [www★AllAmericanMonitoring★com](http://www.AllAmericanMonitoring.com)**

# StarLink<sup>®</sup> connect

Cell/IP Communications/Smart Hub  
Virtual Keypads & Downloads  
For Top Panel Brands



**Jason Harris**  
Western Regional Sales Manager  
AK, N. CA, WA, MT, ID, WY, UT, CO, OR  
Cell: 631-553-5067  
jharris@napcosecurity.com

**Christian Brandow**  
SW Regional Sales Manager  
AZ, S. CA, NM, NV, HI  
Cell: 631-786-3882  
cbrandow@napcosecurity.com

**Eric Felton**  
Regional Sales Manager  
TX, OK  
Cell: 631-793-4713  
efelton@napcosecurity.com

333 Bayview Ave., Amityville, NY 11701  
1-800-645-9445

## ESA OF WASHINGTON

PO Box 73087  
Puyallup, WA 98373  
360-739-7772

www.waesa.org info@waesa.org  
www.facebook.com/waesaonline  
**PRESIDENT**  
Steve Autio



### BOARD OF DIRECTORS - ESA OF WASHINGTON

**PRESIDENT**  
Steve Autio, My Alarm Center  
**SECRETARY**  
Phill Moran, Limited Energy Services  
**TREASURER**  
Open  
**PAST PRESIDENT**  
Jamie Vos, Security Solutions  
**BOARD MEMBER**  
Mike Miller, Moon Security

**BOARD MEMBER**  
Shannon Woodman, Washington Alarm  
**BOARD MEMBER**  
Christopher Wood, Graybar  
**BOARD MEMBER**  
Tim Nichols, ADT  
**ALARM RESPONSE MANAGER**  
Ron Haner, Alarm Center  
**EXECUTIVE DIRECTOR**  
Margaret Spitznas

Email your training and education calendar to [info@CAAonline.org](mailto:info@CAAonline.org)

# REDEFINING MONITORING

Protect What You Value

Established 1963



Is your monitoring provider doing more for you?

## BUSINESS DEVELOPMENT SERVICES



OUR PASSION IS SEEING YOU GROW!



**SECURITY  
CENTRAL**

**1-800-560-6568**  
[www.security-central.com](http://www.security-central.com)



Sure. Most accountants know...



But not...



Reitman Consulting knows both.

Does your tax professional really understand your business?  
Do you have information that helps you to run your company and compete?  
Has your tax pro even called you to do year end planning?

Our **only** clients are Security and Systems Integration firms just like yours. We know the ins and outs of the profession and what it takes to succeed, not just survive.

We prepared hundreds of tax returns for firms just like yours last year -- large and small.

We stay involved and communicate with you year round, not just at tax time. We are at your association meetings and conventions. We know who you are and what you do.

This year, why not get real value from your tax professional.  
Call 817-698-9999.  
Let's get started!

Our firm was originally founded as S.I.C. Consulting in 2001. We are a brick and mortar consulting group with associates who know your business and have the experience and resources to assist you.

**Reitman Consulting Group** began with a pencil and knowledge of the security and systems integration industry. Although founder



Mitch Reitman has much more than a pencil now, he still has the desire and ability to serve the industry.

**We're ready to go. Are you?**



**Reitman Consulting Group, Inc.**

Tax Consulting • Brokerage • Valuation

5408 Woodway Drive  
Fort Worth, TX 76133

817-698-9999 [www.reitman.us](http://www.reitman.us)

**We're here to help with Federal, State and Local Tax Preparation. Call us today.**

## NSA NEVADA SECURITY ASSOCIATION



www.nevadasecurityassociation.org  
Contact NSA:  
admin@nevadasecurityassociation.org  
or call 702-551-4672  
**EXECUTIVE DIRECTOR**  
Jeanne Palmer  
205 N. Stephanie St, Suite D #170  
Henderson, NV 89074  
702-551-4672  
admin@nevadasecurityassociation.org

### NSA BOARD MEMBERS

#### PRESIDENT

John Perdichizzi  
ASAP Security  
702.870.8880  
Johnp@asapnv.com

#### VICE PRESIDENT

Robert Sulliman  
Alarmco  
702-382-5000  
rsulliman@alarmco.com

#### SECRETARY

Duncan Coons  
Eagle Sentry  
702.736.8880  
drcoons@eaglesentry.com

#### TREASURER AND IMMEDIATE

PAST PRESIDENT  
Manuel Robles  
Stanley Convergent Security  
702.252.4200  
manuel.robles@sbdinc.com

#### SERGEANT AT ARMS

Alan "Ray" Reza  
ADT  
702-822-3803  
areza@adt.com

#### ASSOCIATE DIRECTOR

Rex Camerino  
Resideo Pro Install Security  
619.213.3769  
rex.camerino@resideo.com

#### BOARD OFFICER AT-LARGE

Jon Perry  
Sting Alarm  
702.737.8464  
jperry@stingsystems.com

#### EXECUTIVE DIRECTOR

Jeanne Palmer  
205 N. Stephanie St, Suite D #170  
Henderson, NV 89074  
702-551-4672  
admin@nevadasecurityassociation.org

## NSA Elects New President

The NSA announced the election of John Perdichizzi as its new President for the 2021-2022 term.

John and his wife Jessica own ASAP Security in Las Vegas and have been in the security industry for 31 years. They have been members of the Nevada Security Association since it began back in 2009. John has held various position on the board over those years.

As someone dedicated to the security industry and with in-depth knowledge of his community, John looks forward to working on issues of concern to NSA members and continuing community give-back with NSA's Youth Scholarship and Community Service Awards. The NSA will benefit greatly from his leadership. Congratulations John!

The NSA 2021 Youth Scholarship application is now available through the NSA website [www.nevadasecurityassociation.org/scholarships](http://www.nevadasecurityassociation.org/scholarships).

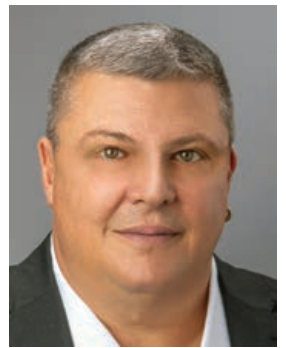
As with everyone, COVID-19 continues to wreak havoc on our meeting schedule. Keep an eye out for updates in your inbox. Contact us at [admin@nevadasecurityassociation.org](mailto:admin@nevadasecurityassociation.org) or check our website for membership applications.

### JOIN US IN 2021!

We are accepting nominations for our Board of Directors for the upcoming 2021-2022 term. If you want to have a say in the direction of your industry, consider joining our board. As a board member, you'll join forces with others who have similar commitments to Security & Life Safety here in Nevada. The industry faces some big challenges ahead and your participation is needed now more than ever. Interested members should contact us for more details.

As with everyone, COVID-19 continues to wreak havoc on our meeting schedule. Keep an eye out for updates in your inbox. Contact us at [admin@nevadasecurityassociation.org](mailto:admin@nevadasecurityassociation.org) or check our website for membership applications.

Get involved with NSA today! [www.nevadasecurityassociation.org](http://www.nevadasecurityassociation.org)



## ASK ABOUT OUR CELLULAR AND NETWORK SOLUTIONS



**DIRECTOR OF SALES, WEST | Jeff Spatz**  
Cell: 417-689-7045 | [JSpatz@DMP.com](mailto:JSpatz@DMP.com)



**SOUTHERN CALIFORNIA | Collin Brady**  
Cell: 417-406-2172 | [CBrady@DMP.com](mailto:CBrady@DMP.com)



**NORTHERN CALIFORNIA | Tauni Wallace**  
Cell: 417-408-3573 | [TWallace@DMP.com](mailto:TWallace@DMP.com)



**LA | Edward Zachar**  
Cell: 417-399-0358 | [EZachar@DMP.com](mailto:EZachar@DMP.com)



**CENTRAL CALIFORNIA | Joshua Jetton**  
Cell: 417-709-9799 | [JJetton@DMP.com](mailto:JJetton@DMP.com)



2500 N. Partnership Blvd | Springfield, MO 65803  
Phone: 800-641-4282 | Fax: 800-743-5724  
[DMP.com](http://DMP.com) | [Info@DMP.com](mailto:Info@DMP.com)

## TEXAS BURGLAR & FIRE ALARM ASSOCIATION



TEXAS BURGLAR & FIRE ALARM ASSOCIATION  
P.O. Box 59982 Dallas, TX 75229-1982  
TEL 877-908-2322  
[ExecutiveDirector@tbfaa.org](mailto:ExecutiveDirector@tbfaa.org)  
[www.tbfaa.org](http://www.tbfaa.org)  
Brad Shipp, Executive Director  
385-229-2120

## NEW MEXICO SECURITY & LIFE SAFETY ASSOCIATION

P.O. Box 35286  
Albuquerque, NM 87176  
505-453-4044  
[www.nmsalsa.org](http://www.nmsalsa.org)

Gary Scheffler – Executive Director  
NMESA  
P O Box 45266  
Rio Rancho, NM 87174

## 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](mailto:info@caaonline.org) with description and identification.



The logo for ISC WEST, featuring the letters 'ISC' in a bold, black, sans-serif font, followed by 'WEST' in a similar font. The 'I' and 'S' are slightly larger and more prominent.

## SAVE THE DATE JULY 19-21, 2021 SANDS EXPO | LAS VEGAS

The International Security Conference & Exposition - also known as ISC West - is the largest converged security industry trade show in the U.S. At ISC West, you will have the opportunity to network and connect with thousands of security and public safety professionals that convene at the show each year to experience and explore the newest technologies and solutions from Access Control, Video Surveillance, Emergency Response, Public Safety to IT/IoT Security, Smart Home Solutions, Drones & Robotics and more! The combination of networking opportunities, special events, award ceremonies, plus the leading cutting-edge SIA Education@ISC program, makes ISC West the security industry's most comprehensive security event in the U.S.

CONNECTED  
& IOT SECURITY

DRONES &  
ROBOTICS

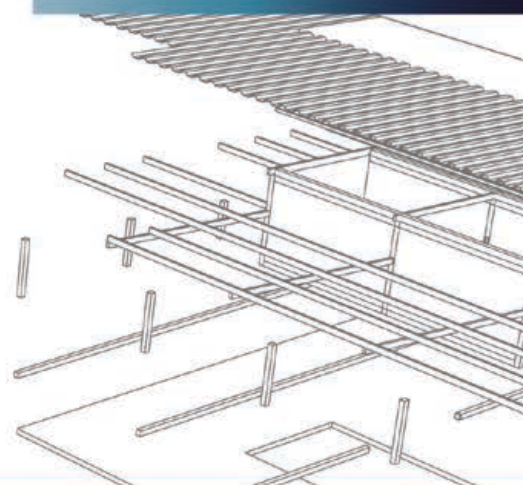
EMERGING  
TECH

PUBLIC SAFETY  
& HEALTH

SMART  
HOME

Learn more at  
[iscwest2021.com/CAA](https://iscwest2021.com/CAA)

COMPREHENSIVE SECURITY FOR A SAFER, CONNECTED WORLD



## ARIZONA ALARM ASSOCIATION



2158 N. Gilbert Rd., #116  
Mesa, AZ 85203  
Ph: 480-831-1318  
www.azalarms.org

### 2020 AZAA BOARD OF DIRECTORS

Jim Metz, President  
ADT  
jamesmetz@adt.com  
Erik Evans, Vice President  
Cox Communications  
erik.evans@cox.com  
Brianna McNeely, Treasurer  
G & T Alarm  
sales@gtalarmcompany.com

Maria Malice, Past President  
Dream Vacations  
mmalice@dreamvacations.com  
Charlie Lester, Director  
ADI  
Charlie.lester@adi-dist.com  
Becky Buckhannon, Public Safety Director  
Tempe Police Department  
Rebecca.buckhannon@tempe.gov  
Susan Brenton, Executive Director  
Arizona Alarm Association  
susan@azalarms.org

For more info go to [www.AZAlarmAssociation.com](http://www.AZAlarmAssociation.com).

Please contact [susan@azalarms.org](mailto:susan@azalarms.org) if you would like to become involved.

**General Monitoring Services, Inc.**

*Your Company In Good Company*

**ACO 5198**

**KEN GRESTY**  
Business Development

☎ 800.839.7212  
☎ 714.393.4573  
✉ [kgresty@gmscentral.com](mailto:kgresty@gmscentral.com)

UL UUFx Protective Signaling Services - Central Station

**Steven Brackett**  
Regional Sales Manager  
(760) 238-3877 | [steven.brackett@dahuatech.com](mailto:steven.brackett@dahuatech.com)  
Southern California, Las Vegas, Arizona, Hawaii and New Mexico

**Adrian Tameguia**  
Regional Sales Manager  
(415) 298-6000 | [adrian.tameguia@dahuatech.com](mailto:adrian.tameguia@dahuatech.com)  
Northern California, Reno, Utah and Colorado

**Greg Cortina**  
Regional Sales Director  
(661) 965-1100 | [greg.cortina@dahuatech.com](mailto:greg.cortina@dahuatech.com)  
Western US

**NIGHT COLOR**  
Capture vivid color and detail in the dark with 4x brightness

**LincX2PRO**  
New Wi-Fi enabled devices to connect homes to professional systems

**SMD**  
Humans and vehicles are differentiated from other motion to reduce false alarms up to 95%.

Dahua Technology USA | [us.dahuasecurity.com](http://us.dahuasecurity.com)

## OREGON BURGLAR & FIRE ALARM ASSOCIATION



[www.obfaa.com](http://www.obfaa.com)  
Raquel Light, OBFAA Coordinator  
[Rlight.obfaa@gmail.com](mailto:Rlight.obfaa@gmail.com)  
503-319-8556

### OBFAA BOARD OF DIRECTORS & OFFICERS

Jesse Foglio - Regular Director - President  
First Response Systems  
Pat Petrie - Regular Director - Vice President  
Action Technology Systems LLC  
Vinnie Ferraris - G1 Government Dir - Secretary  
Portland Police Bureau  
Casey Phillips - Regular Director - Treasurer  
Phillips Electronics  
AJ Gomez - Regular Director - Past President  
Global Security and Communications Inc  
Jim Essam - Associate Director  
Alarm Central Station (ACS)  
Bill Glasbrenner - Regular Director  
Central Electronic Alarm  
Justin Gates - Associate Director  
Central Station Monitoring (CSM)  
Harold Brookins - Regular Director  
Alarm Tracks Inc  
Jake Coulter - Associate Director  
Anixter

### PUBLIC SAFETY AGENCY MEMBERS:

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

### OBFAA Membership

Please contact us if you would like to be a member of the OBFAA. Being part of the OBFAA has many benefits such as the latest news dealing with the alarm industry in the Pacific Northwest, OBFAA represents You and Your opinion to consumers, lawmakers and the public at large. The bigger the organization, the louder its voice.

## UTAH ALARM ASSOCIATION



**UTAH ALARM ASSOCIATION**

358 South 700 East B # 602  
Salt Lake City, UT 84102  
385-229-2120 FAX 801/282-9507  
[www.esautah.com](http://www.esautah.com)

### BOARD OF DIRECTORS

**PRESIDENT**  
Clint Beecroft  
Peak Alarm  
801-486-7231 x 410  
[clint@peakalarm.com](mailto:clint@peakalarm.com)  
**VICE PRESIDENT**  
Jacob Menke  
Zions Security  
801-770-2806  
[jake@zionssecurity.com](mailto:jake@zionssecurity.com)  
**SECRETARY**  
Brek Grover  
AvantGuard Monitoring Centers  
801-781-6109  
[bgrover@agmonitoring.com](mailto:bgrover@agmonitoring.com)  
**TREASURER**  
Jared Mellor  
Tech Force National  
801-437-9049  
[jared@techforcenational.com](mailto:jared@techforcenational.com)

**BOARD MEMBERS**  
**AT-LARGE**  
Erick Spotten  
The Installation Department  
[espot10@gmail.com](mailto:espot10@gmail.com)  
Adam Christian  
General Counsel  
Alder Alarm Protection  
385-218-2645  
[adam.c@alder.com](mailto:adam.c@alder.com)  
**EXECUTIVE DIRECTOR**  
Michelle Best  
385-229-2120  
[utahesa@gmail.com](mailto:utahesa@gmail.com)



# ***Marketing Solutions For The Alarm Industry***

---

**[www.igniteleads.com/security](http://www.igniteleads.com/security)**

- ✓ ***Website Design***
- ✓ ***Lead Generation***
- ✓ ***Content Marketing***
- ✓ ***Sales Automation***

Associate Memberships:

**ESA** ELECTRONIC  
SECURITY  
ASSOCIATION

**CAA**  
CALIFORNIA ALARM ASSOCIATION



***The Official Webmaster of the  
California Alarm Association***

***(909) 317-3540***



## WBFAA UATC APPRENTICE TRAINING PROGRAM

### WBFAA BOARD OF DIRECTORS

The officers and board of the WBFAA are made up of the following industry people:

#### PRESIDENT

Ron Lander, Ultrasafe Security Specialists

#### SECRETARY/TREASURER

Shane Clary, Bay Alarm Company

#### IMMEDIATE PAST PRESIDENT

George Gunning, USA Alarm Systems

#### DIRECTOR

Richard Jimenez, IE Alarms

#### DIRECTOR

Mathew Westphal, Bay Alarm Company

#### DIRECTOR

Beverly Cramer, Instructor of Record

#### DIRECTOR

Curtis Streeter, Deep Blue Integration

#### DIRECTOR

Morgan Hertel, Rapid Response



*SPONSOR OF THE*  
**FIRE/LIFE SAFETY  
CERTIFICATION PROGRAM**  
**UNILATERAL**  
**APPRENTICESHIP AND TRAINING**  
**COMMITTEE (UATC)**  
**THE WBFAA**  
**APPRENTICESHIP PROGRAM**

[www.WBFAA.net](http://www.WBFAA.net)



## WBFAA UATC Apprentice Enrollment for Spring Semester Class Open

Member companies can register new apprentices anytime. If you will be hiring new apprentices or technicians, member companies are encouraged to send job postings to [info@wbfaa.net](mailto:info@wbfaa.net) and we will send to our list of qualified prospects. The WBFAA UATC is open to member companies of the CAA or CAFAA who require having registered apprentices with the State of California. Call the WBFAA UATC at 800-809-0280 if you are interested in joining.

## 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](http://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](http://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](mailto:info@wbfaa.net).

## CSLB Enforces Zero Tolerance

The Contractors State License Board (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. [www.dir.ca.gov/DAS/ElectricalTrade](http://www.dir.ca.gov/DAS/ElectricalTrade)

## 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](http://www.wbfaa.net) or [www.wbfaatraining.net](http://www.wbfaatraining.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](http://www.wbfaa.net) or call the WBFAA UATC at 800-809-0280.





## Wholesale Monitoring To fit Your Needs.

We are your partner during every phase of your business life cycle.

STANLEY Security is a leader in wholesale monitoring. Offering customized solutions with a personalized approach. STANLEY Security utilizes best in class technology and value-added programs to suit all phases of the businesses life cycle.

800-932-3304  
[www.stanleymonitor.com](http://www.stanleymonitor.com)

Licensing information at  
<https://www.stanleysecuritysolutions.com/licenses>



# False Alarm Prevention Simplified.

97%

of alarms are FALSE.

68%

of police dispatches are  
due to customers not  
answering when the  
monitoring center calls.

## rapidSMS

Help your customers prevent false alarms instantly via a text message containing important information needed to make critical decisions in real time, *with* the ability to take action quickly.

Learn more about this app-free solution: [rrms.com/rapidSMS](http://rrms.com/rapidSMS)



800.558.7767  
[rrms.com](http://rrms.com)

# WESTERN STATES SECURITY ALLIANCE CALENDAR 2021

Send your events to CAA Mirror: [info@caaonline.org](mailto:info@caaonline.org)

## CAA CONVENTIONS

2021..... May 12 – May 15.....Hilton Palm Springs  
2021.....December 1 – December 4 .....Fairmont San Francisco



Consulting • Design • Engineering • Plan Preparation • Submittal

"Your One Stop Shop for Fire Alarm Plans"

**Greg Bassé, SET**

NICET # 105008

P: 661-510-3380

Level IV

[greg@faplan.com](mailto:greg@faplan.com)

26893 Bouquet Canyon Rd – Suite C136, Santa Clarita, CA 91350

[www.faplan.com](http://www.faplan.com)



We bring together law enforcement and alarm associations to fight against alarm ordinances that if passed, could seriously jeopardize your business!

**If you neglect the problem until it reaches your door, it might be too late...**



Make a difference in your future.  
Donate to SIAC today at [siacinc.org](http://siacinc.org).

## INDUSTRY EVENTS 2021

CAA Palm Springs Convention  
May 12-15, 2021  
Hilton Palm Springs



SIA/ISC Love Security  
July 18, 2021  
THE ROCKHOUSE, Las Vegas, NV



ISC West 2021  
July 19 - 21, 2021  
Sands Expo Center, Las Vegas, NV



ISC East  
November 17-18, 2021  
Javits Center  
New York



CAA Winter Convention  
December 1 – December 4, 2021  
The Fairmont San Francisco



Imperial Capital Security Investor Conference  
December 12-14, 2021  
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  
Licensing Fax Number: ..... 916/575-7290  
Enforcement Fax Number: ..... 916/575-7289  
Email: ..... [bsis@dca.ca.gov](mailto:bsis@dca.ca.gov)  
Web Homepage: ..... [www.dca.ca.gov/bsis](http://www.dca.ca.gov/bsis)



CONTACT THE CAA  
California Alarm Association

333 Washington Blvd., Suite 433, Marina del Rey, CA 90292  
TEL 800/437-7658 FAX 800/490-9682 [www.CAAonline.org](http://www.CAAonline.org) [info@CAAonline.org](mailto:info@CAAonline.org)  
Jerry Lenander, Executive Director [director@caaonline.org](mailto:director@caaonline.org)

Email your training and education calendar to [info@CAAonline.org](mailto:info@CAAonline.org)





DualCom

CellCom

## Upgrading Honeywell or DSC Systems Has Never Been Easier

DMP's communicators allow you to fully program VISTA panels using Honeywell's Compass® software. You can easily upgrade DSC PowerSeries panels too. Choose from Wi-Fi or hardwired IP and LTE cellular over AT&T or Verizon. Designed to quickly provision on the SecureCom Wireless™ platform — so you can get systems up and running fast. Learn more: [DMP.com/ComSeries](http://DMP.com/ComSeries).



We make your company more valuable.

877-725-1114 • [DMP.com](http://DMP.com)

Keep updated on our new products and features:



## Available Options:

- ▶ CellCom - LTE Alarm Communicator w/ Z-Wave®
- ▶ CellComF - LTE Fire Alarm Communicator
- ▶ DualComWZ - LTE and Wi-Fi Alarm Communicator w/ Z-Wave
- ▶ DualComW - LTE and Wi-Fi Alarm Communicator
- ▶ DualComNF - LTE and Network Fire Alarm Communicator
- ▶ DualComN - LTE and Network Alarm Communicator



CHICAGO • WASHINGTON, D.C. • LOS ANGELES • MILWAUKEE

# **EMERgency<sup>24</sup>**

## **ALARM MONITORING**



# **FAST RELIABLE RESPONSIVE**

**Trusted for 50+ years**  
High quality  
traditional monitoring

**Build RMR with video verification**  
EM24 supports leading  
video platforms

**Innovate with EM24**  
In-house developers adapt monitoring  
services to your business needs

**EMERgency<sup>24</sup>**

999 East Touhy Avenue, Suite 500  
Des Plaines, Illinois 60018

**1.800.800.3624 | EMERgency24.com**

