

# THE MIRROR

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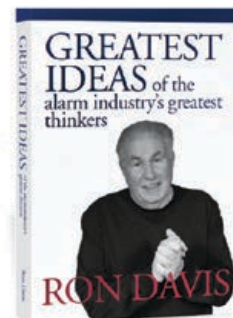
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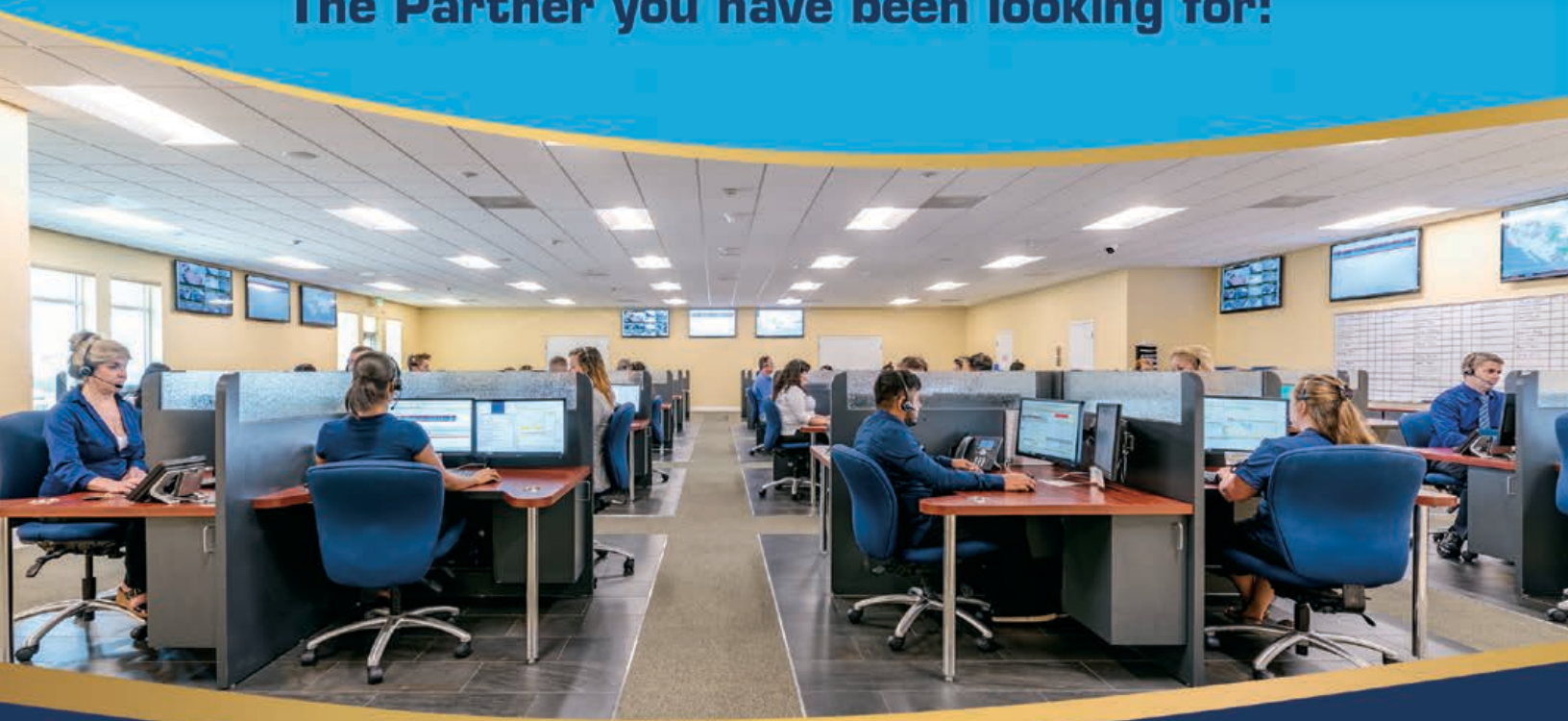


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**VICON INDUSTRIES** announced the early adopter release of their Valerus VMS. This release helps customers further centralize their security operation through Valerus' license plate recognition and access control Integration Frameworks, gives users more storage and archiving flexibility, and improves the overall user experience. With the latest updates to the Integration Framework, users can monitor license plate recognition and access control from Valerus' streamlined interface. These updates include streamlined user management, centralized monitor management, and new user-friendly HTML camera reports. To learn more about Vicon or the availability of our technologies by emailing [sales@vicon-security.com](mailto:sales@vicon-security.com)

**JONARD TOOLS'** new Adjustable Round Hole Cutter with Vacuum Port, 9" (AHC-19) simplifies the process of cutting round holes in ceilings, walls, and floors while minimizing the amount of dust and debris. The Adjustable Hole Cutter can create

holes from 2.2" to 9" (56 mm - 228.6 mm) in diameter and features a port that can be connected to vacuums, with 2.5" (63.5 mm) diameter hose nozzles. The tool also has a rubber gasket that provides surface protection against damage, a tight seal against flat surfaces, and prevents fallout from debris. "The HAC-19 is easy to assemble and easy to use. It helps get the job done efficiently while reducing the mess," said Jonard Tools Senior Director of Engineering Ed Scirbona.



**VALCOM**, a division of **POTTER ELECTRIC SIGNAL COMPANY, LLC**, announced that Tim Anderson joined the company and will serve as its next president. Anderson succeeds Jack Mason, who established Valcom over 40 years ago, and will continue on as the executive advisor. Anderson held executive level positions at Johnson and Johnson, Quest Diagnostics, Beckman Coulter, and most recently at Rauland, where under his leadership and strategic vision. "I had the privilege to lead a fantastic group of people that have made Valcom the "go to" supplier of paging, school and mass notification systems," said Jack Mason, founder of Valcom. "I believe that under Tim's leadership Valcom will continue to develop innovative solutions and level of customer care in the marketplace."

The **Z-WAVE ALLIANCE**, the standards development organization dedicated to advancing the smart home and Z-Wave® technology, announced that Ecolink, an innovative, industry-leading brand in security and home automation products from Universal Electronics, is the very first to complete Z-Wave Long Range (Z-Wave LR) certification, with the submission of the Ecolink 700 Series Garage Door Controller. Z-Wave LR ushers in a new era of Z-Wave connectivity and brings expanded options for the smart home, multi-dwelling units and hospitality use cases. Engineered to provide significantly extended wireless range and support robust networks, Z-Wave LR extends Z-Wave connectivity beyond the interior boundaries of the home to improve wireless transmission range of peripheral Z-Wave devices such as door locks, garage door sensors, gate access solutions, and more, while increasing scalability to over 4,000 nodes on a single smart home network. For more information about Ecolink, and the 700 Series Garage Door Controller, please visit: <https://discoverecolink.com/>.

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THE MIRROR

PAGE 10

APRIL 2022



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*"Harvey Jay Eisenstadt", 85, of Chatsworth California,*  
passed away peacefully surrounded by family on March 18th.

Harvey was born in Brooklyn, NY on July 22nd 1936 to parents Etta and Herman Eisenstadt. After graduating from Tilden High School in Brooklyn, Harvey attended and graduated engineering school in 1957. He was a test engineer working on radar and sonar systems in a defense plant on Long Island. When he was presented with an opportunity in sales, the rest as they say is history. He began his sales career as a technical writer for the sales department, moving into a sales engineer's position and followed very shortly with a promotion to Sales Manager. From this position as a "street" salesperson he moved into regional sales, national sales and executive sales.

As Sales Manager for Fire Burglar Instruments, he moved his family from New York to California in 1976. In 1992 he began to author a monthly column in THE MIRROR, the magazine of the California Alarm Association, and continued that right up until his passing.



He travelled millions of miles and worked with hundreds of salespeople during his career. He culminated his award winning sales career when he left the corporate world in 2006. It was then he decided to take up a career as a sales and management trainer and mentor to organizations and individuals - job he passionately loved.

It was during this time of his life that he decided to put pen to paper and make his experience available to anyone who needed it. In the next decade he penned 3 books on successful sales and management techniques. But Harvey was so much more than a consummate salesperson: his

greatest job was that of a Son, Brother, Husband, Father, Grandfather and finally Great Grandfather. The last 2 positions brought him the greatest joy of his life.

He would often be heard saying "had I known Grandchildren would be this much fun I would have had them first." Harvey was a family man, first and foremost. Nothing came

before family to Harvey. He was a devoted son to his parents and was a cherished brother to Myrna. He was a kind and loving husband to Judy. He was an amazing father to Paul, Steven and Jay. He was a huge figure in his grandchildren's lives, always there and invested in Christopher, Madison and Sasha. And finally he was delighted by the arrival of his great grandchild and namesake Harvey. Harvey was preceded in death by his parents Herman and Etta, and his wife Judy.

Harvey is survived by his sister and her family, 3 sons, 3 daughters in law, 3 grandchildren and their families, and his great grandchild. And Grand Dad to doggies Emmy, Teno and Benji (the cat) The impact on all of our lives will be felt for the rest of our lives. The effect that he has had on so many lives is immeasurable. And he joins his love of his life Judy. He will be remembered as a great father, grandfather, mentor, salesman and man."







In 2001 Harvey was the third recipient of the CAA George A. Weinstock Award for a Lifetime of Distinguished Service to the Security Industry. He had been on the WBFAA Board of Directors for several years. So many industry accomplishments! He offered support and mentoring to so many.



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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.



## GREATER VALLEY ALARM ASSOCIATION

www.gvaaonline.org

**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.

## MID-CAL

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## EAST BAY ALARM ASSOCIATION

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

**Tim Westphal, EBAA President**

### 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).

- May 25: In-Person Meeting TBD
- August 31: Virtual Meeting TBD
- November 30: In-Person Meeting @ CAA Winter Convention

### Meeting Topic Considerations

- Building relationships with public safety
- Legislation affecting the alarm industry
- Local ordinances affecting the region
- Latest technology and solutions



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

**Deric Morrow, President AMAG**

Ph. 415-602-7173

E-Mail: [deric.morrow@amag.com](mailto:deric.morrow@amag.com)

### 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 now more than ever and to keep up to date on all the new information.

### MEETINGS

- May 25: In-Person Meeting TBD
- August 31: Virtual Meeting TBD
- November 30: In-Person Meeting @ CAA Winter Convention

### Meeting Topic Considerations

- Building relationships with public safety
- Legislation affecting the alarm industry
- Local ordinances affecting the region
- Latest technology and solutions



## GOLDEN GATE ALARM ASSOCIATION

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

**Paul Wassem, OpenEye Business Development Manager**

408-307-7725

Deputy Chief of Police for Oakland, Drennon Lindsey, joined our March virtual meeting of Bay Area CAA chapters. Members from EBAA, GGAA, SVAA, and RAA attended by Zoom. As the leader of Oakland's Bureau of Investigations, Deputy Chief Lindsey described what was once a "police operations center" and is now becoming more like a "central intelligence information center" that can identify and apprehend criminal suspects more rapidly. Oakland has an intel unit and crime analyst unit that wants to use video security and audio data provided by victims to allow investigations and police operations to move faster. Lyndsey described the technical struggles they encounter, though, getting video from a victim's recorder into the info center. The group discussed technology that can allow victims to transmit permission-based video data over the cloud. Mike Salk, President of CAA, brainstormed ways a victim could upload video to a police report portal, and made a case for why video transported on a USB is not ideal. Salk also provided a history of how Oakland's alarm ordinance evolved and became a model ordinance for cities across the country. Lindsey echoed the need to focus on reducing false alarms, based on her experience as a patrol officer who knows what it is like to get called to the same address again and again. Police response is spread thin, she said, and property crime reports are a lower priority than the felony crimes they are fighting. Her 24 years of law enforcement experience, achievements, and advanced education were very impressive.

### Updated Meeting Calendar for 2022

- May 25: In-Person Meeting TBD
- August 31: Virtual Meeting TBD
- November 30: In-Person Meeting @ CAA Winter Convention

### Meeting Topic Considerations

- Building relationships with public safety
- Legislation affecting the alarm industry
- Local ordinances affecting the region
- Latest technology and solutions

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



## REDWOOD ALARM ASSOCIATION

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

**Sean Cooke, President**

### RAA MEETINGS

- May 25: In-Person Meeting TBD
- August 31: Virtual Meeting TBD
- November 30: In-Person Meeting @ CAA Winter Convention

### Meeting Topic Considerations

- Building relationships with public safety
- Legislation affecting the alarm industry
- Local ordinances affecting the region
- Latest technology and solutions

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

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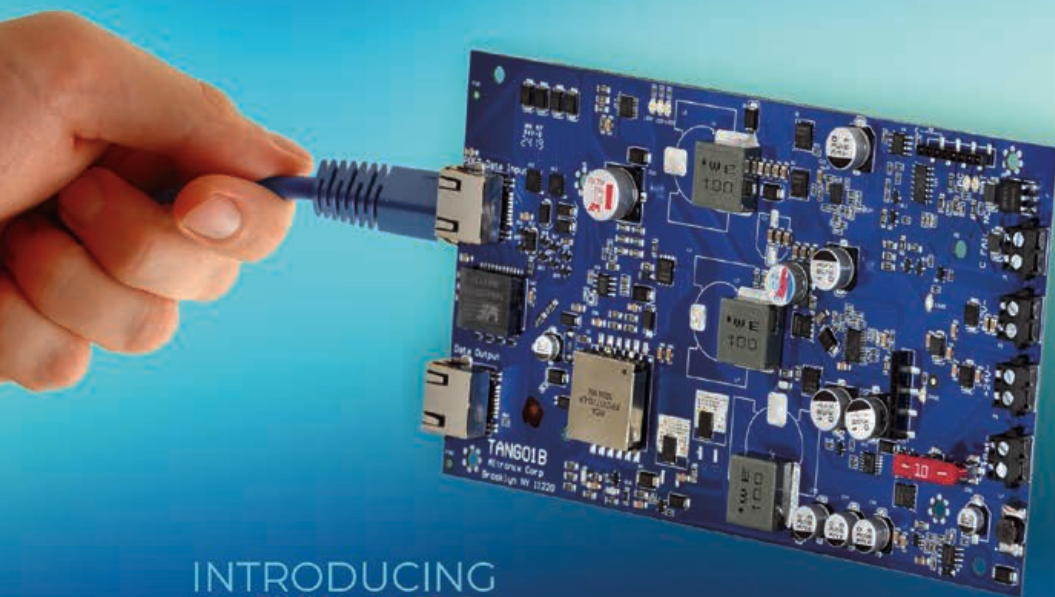
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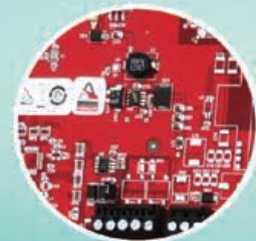


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## SACRAMENTO AREA ALARM ASSOCIATION

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

The SAAA has a long history of being the premier Association in Northern California since 1977. We are one of 11 Regional Chapters of the California Alarm Association. We have been credited with bringing the Annual Police and Fire Forums to the North State. We earned notoriety for our River Boat Cruises and made history with the largest regional association event in Northern California with our Monte Carlo Night.

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As we plan for the coming year, we need a fresh perspective that can pull us out of the doldrums of 2020 and 2021. People that can help us figure out how to have in person meetings again.

**Do you have the initiative?**  
**Please contact Tauni**  
**Wallace** [tauni.wallace@honeywell.com](mailto:tauni.wallace@honeywell.com), **Rich**  
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**Kenton.Brust@honeywell.com** for more information.



## ORANGE COUNTY ALARM ASSOCIATION

2970 E. La Palma Avenue, Ste F, Anaheim, CA 92806  
[OCAAlarmAssoc@aol.com](mailto:OCAAlarmAssoc@aol.com) 800-437-7658  
[www.OCAAonline.org](http://www.OCAAonline.org)

### OCAA Officers

**President - Elizabeth Courtney, Beacon Security**

**Vice President - Lisa Beale, American Alarm Systems**

**Secretary/Treasurer - Tatiana Abramek, NMC**

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

### Meeting Dates 2022

- June 9 – Golf Tournament
- September 21 – Virtual Meeting – Program Pending
- November 9 – Police Department Appreciation Lunch

By Elizabeth Courtney, OCAA President

This year the Orange County Alarm Association is focusing its efforts on recognizing our law enforcement partnerships. We are endeavoring to build stronger, real-life relationships with our law enforcement partners. We have much to learn about law enforcement issues and we have much to teach in return.

We are encouraging our Chapter members to initiate and cement relationships by meeting with their local law enforcement agencies. Consider simply dropping by the station unannounced with donuts, coffee, pizza or sandwiches. Shift changes present a unique opportunity.

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.

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**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)



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### May 2022 - Annual Meeting

Contact: SILSANW1@outlook.com for more information on events and membership.

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Join us in 2022 for some exciting and informative meetings and events. Looking to have more of a say in the direction of your industry and CBFAA? Considering joining the CBFAA Board of Directors. Contact us for more information. Elections planned for September 2022.

- CBFAA General Meeting - Rockbottom Restaurant & Brewery, Denver - April 13th 12:00 noon
- CBFAA Youth Scholarship Presentation during PSA Tec, Denver - May 16-19 (TBD)
- CBFAA General Meeting & Fundraiser - Wynkoop Brewery, Denver - June 9, 4:30pm
- CBFAA General Meeting and Board of Director elections- September 14
- CBFAA Youth Scholarship Fundraiser - TopGolf, Centennial, CO - October 7

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## ARIZONA ALARM ASSOCIATION



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

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Have you renewed your membership for 2022? Not yet a member? Download a Membership application on our website [www.nevadasecurityassociation.org](http://www.nevadasecurityassociation.org) or contact us today [admin@nevadasecurityassociation.org](mailto:admin@nevadasecurityassociation.org)

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The Utah Alarm Association invites all concerned professionals and other parties (Police, Fire, government, etc.) to join us for our monthly false alarm meeting, now in its 34th year.

We meet the third Tuesday of each month at Jim's Family Restaurant, 1728 Park Ave, Riverton, Utah 84065 at 8:30AM. We encourage all to come out for free breakfast and discuss false alarm reduction, industry standards, best practices, etc.

The Association is proud of our 2021 false alarm dispatch numbers. Our false alarm rate for residential dispatches is .08, that is one dispatch per system every 12.5 years. Our commercial false dispatch rate is .33, that is one dispatch every 3 years. Combined is .14 or one false dispatch every 7 years.

We look forward to your help as we work towards reducing our false alarm rate.

If you would like to sponsor one of these meeting or have questions about the association, please feel free to contact a member of the board.



## OREGON BURGLAR & FIRE ALARM ASSOCIATION



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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.

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

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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

### WBFAA UATC Apprentice Enrollment for Fall 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).

**CMS**  
[www.premonitoring.com](http://www.premonitoring.com)

**Rebecca Stengel**  
Business Development  
Representative

866.722.1448 (main)  
480.273.6400 (cell)  
[rebeccastengel@cmsn.com](mailto:rebeccastengel@cmsn.com)

### 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 more than 50 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.

**Find your CAA local association news inside THE MIRROR, pages 18, 20, 22**  
**Note some new websites and email addresses.**







# SERVE YOUR COMMUNITY AND HELP PROTECT CALIFORNIA CONSUMERS!

BSIS seeks industry members and the public to serve on  
Disciplinary Review Committees

## INDUSTRY VACANCIES:

(must hold a valid BSIS license)

- Alarm company operator
- Collateral recovery
- Private investigator
- Private security services—training instructor (Northern Region)

## PUBLIC VACANCIES:

- Alarm company operator
- Private security services (Northern Region)
- Private security services (Southern Region)

## WHAT'S A DRC?

Disciplinary Review Committees (DRCs) are comprised of five members, appointed by the governor, with three members actively engaged in business as licensees and two members from the general public who are interested in public safety. DRCs are established to consider appeals regarding the Bureau's denials, suspensions, and revocations of licenses under its purview, as well as the assessment of administrative fines.

## WHO CAN APPLY?

Applicants must be interested in public safety, be able to utilize objective critical thinking skills, and attend meetings consistently and punctually. Californians from all backgrounds are encouraged to apply!

## WHY SHOULD I SERVE?

Serving in a DRC gives licensees a chance to lead, influence, and enforce their industry standards. For members of the public, getting involved in a DRC is a great way to learn more about consumer protections, serve your community and your state, and build your resume!

## WHAT'S THE COMMITMENT?

Members serve a two-year term at the pleasure of the governor. Depending on the needs of the specific committee, meetings are held 2–12 times per year. Pursuant to Business and Professions Code Section 103, appointed members shall be paid a per diem of \$100 and shall be reimbursed for travel expenses.



## READY TO LEARN MORE?

For further info about the Bureau's Disciplinary Review Committees, to sit in on a public hearing, or to learn how to apply, visit [https://bsis.ca.gov/about\\_us/disciplinary\\_review\\_committees.shtml](https://bsis.ca.gov/about_us/disciplinary_review_committees.shtml) or email Alyse Hutchinson at [Alyse.Hutchison@dca.ca.gov](mailto:Alyse.Hutchison@dca.ca.gov).





# WESTERN STATES SECURITY ALLIANCE CALENDARS 2022 - 2026

Send your events to *THE MIRROR*:  
[info@caaonline.org](mailto:info@caaonline.org)



## CAA PALM SPRINGS CONVENTION *Hilton Palm Springs* May 18 – May 21, 2022 Details on page 1



## CAA CONVENTIONS - 2022 - 2026

### CAA WINTER CONVENTION - Fairmont San Francisco

November 30 – December 3, 2022  
December 6 – December 9, 2023  
December 4 – December 7, 2024  
December 3 – December 6, 2025  
December 2 – December 5, 2026

### CAA PALM SPRINGS CONVENTION - Hilton Palm Springs

May 18 – May 21, 2022  
May 17 – May 20, 2023  
May 15 – May 18, 2024  
May 14 – May 17, 2025

## INDUSTRY EVENTS 2022-2023

### May 3-5, 2022

AFAA Annual Conference, Palm Coast, FL

### June 14-17, 2022

ESX, Ft. Worth, TX

### September 11-15, 2022

TMA OPSTech, Charlotte, NC.

### October 29 – November 2, 2022

TMA Annual Meeting, Marco Island, FL

### November 16-17, 2022

ISC East, New York, NY

### 2023 - November 4-8, 2023

TMA Annual Meeting, Kapalua, Maui, Hawaii

## TRAINING & EDUCATION

Visit [www.nationaltrainingprogram.com](http://www.nationaltrainingprogram.com).

See page 14 for details



## 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)

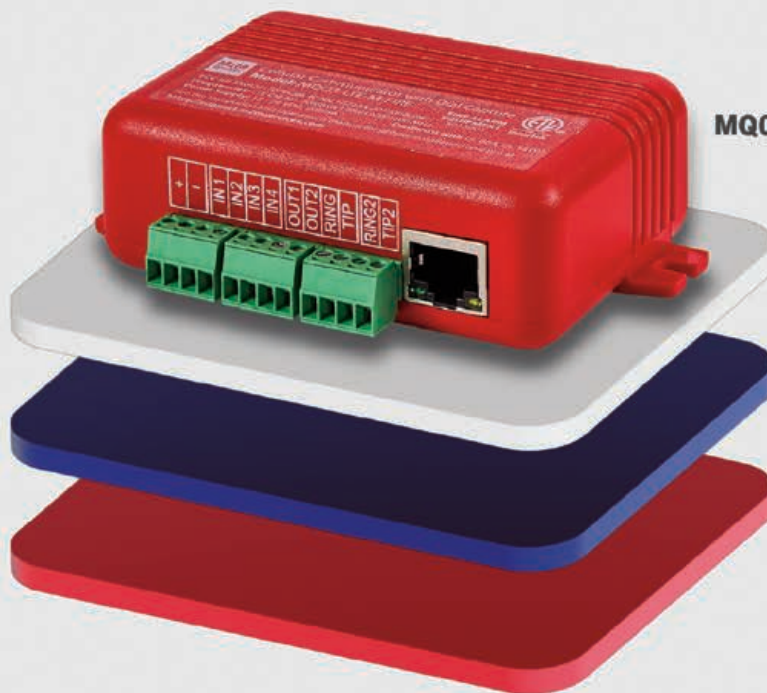




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