

THE MIRROR

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Life Safety Benefits to Adopting the 2012 IFC and IBC

By Richard Roberts, Honeywell Fire Safety



There are several noteworthy changes to the 2012 edition of the International Fire Code (IFC) and International Building Code (IBC) that will enhance public life safety. These codes protect the public by incorporating the latest advancements in

technology and techniques. They are updated every three years to align with the new technologies and techniques.

Schools: In recent years there has been an increase in acts of violence committed against students and staff in kindergarten through grade 12 schools. Fire alarm systems installed in newly constructed schools will be required to utilize an emergency voice/alarm communication (EVAC) system for occupant notification instead of using horns that produce an audible tone. Using an EVAC system for the occupant notification system has several benefits over an audible tone.

Improved Communications: An EVAC system is able to provide pre-recorded and live voice instructions throughout the schools during emergencies whereas horns are only capable of providing an audible tone.

Reduced Costs: An EVAC system is capable of being used for fire alarm evacuation and other signaling purposes such as general paging, daily class changes, severe weather alerts, and acts of violence thereby reducing installations costs by eliminating the need for a separate public address system.

Improved Reliability: Public address systems do not have secondary power supplies and they typically do not monitor the integrity (supervise) of the power supplies, circuit wiring. Whereas EVAC systems are required to have a secondary power supply and supervise all critical system functions for opens, shorts and grounds.

Lodging and Healthcare: According to a U.S. Centers for Disease Control and Prevention (CDC) report more than 400 people die every year in the U.S. from accidental carbon monoxide (CO) poisoning and over 20,000 individuals are injured

due to CO poisoning each year. In recent years there have been numerous deaths occurring in hotels and motels. One of the most effective ways to reduce the incidence of CO poisoning is to ensure that CO detection devices are installed in places where people live, work, sleep, and study. To reduce CO Poisonings, newly constructed hotels, apartment buildings, dormitories, nursing homes and hospitals are now required to install CO detectors or CO alarms. The new IFC/IBC requirements are consistent with the requirements in the 2009 edition of the International Residential Code (IRC) for CO detection to be installed in all newly constructed one- and two-family dwellings.

Codes, continued on page 5

SAAA's 8th Annual Fire Forum with



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CJ and Chris Hamilton, a father and son team, tour wherever they are needed, offering interactive training on Electrical Safety and Awareness, raising awareness to help save lives. Their training has helped more than 10,000 first responders (Fire Fighters, Police Officers, and Paramedics) become more aware of electrical hazards. They train on the Faraday Cage, Arch Flash, Arch Blast, and Down Power Lines. Their presentation is great for anyone from First Responders and Electrical Technicians to the Weekend Warriors; anyone who gets their hands on electrical. For more information, visit www.electricalawareness.com. RSVP to SAAASecretary1@gmail.com today! More details on page 30.

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PRESIDENT'S MESSAGE

by Cathy Rempel

As we round the halfway mark in 2015 many of you are focused on balance of year actions and directions that will make a difference in achieving your industry, company and individual goals. The California Alarm Association is also focused on achieving the goals we shared in January to provide relevancy and inclusiveness to our members, potential members, sponsorship partners and affiliates in the security industry.

We continue to focus on aligning the programs and directions of the CAA to our members' objectives within their businesses and industry. We are operating as a transparent organization where different views are heard, embraced and acted upon appropriately while increasing affiliate relationships within an industry of many overlapping professions, directions and goals. As we continue to move forward in the second part of this year, we believe the platform to build this ecosystem upon is leadership. With the market flooded in new disruptive technologies, for commercial and residential security, and easy access to many choices in services, the CAA can be the path to value for the industry.

The alarm industry space continues to grow and is much more focused in complete electronic security today beyond the traditional burglar alarm services. Today, IT professionals are an essential component of many alarm companies. The integrator, who in the past was a separate profession, is now what many of our members are. As technologies continue to converge and markets change, many companies provide fully integrated solutions in the commercial and residential arenas. Therefore, organizations that previously had different professions than those in the CAA, now have a cross pollination of same or similar members. To continue to grow, it is imperative that transformational leadership is embraced and the CAA is positioned to provide this platform.

From global economic factors, such as cybercrime, to new technologies and services, new generational influences, different emerging competitors and converging professions, change is happening at new speeds. Our members, our associates and our partners have shared with us that these transitions are affecting their businesses and they would like to learn or teach others how to transition through these times.

During this transformational time, the CAA is focused on leadership for our members and potential members. We would like you to participate as a key founding contributor as we launch the "Transformational Leadership Platform" at our CAA Winter Convention December 9th – 12th at the PARC 55 in San Francisco. During this "Leadership Forum" you will have the opportunity to participate in industry relevant workshops on key topics you have asked for, leadership panels focused on relevancy for your businesses, motivational leadership key note speakers and new networking opportunities. Following the Leadership Forum we will continue the momentum throughout 2016 and beyond. We want to hear your voice and invite you to join us at this foundational level to bring together the leadership directions that will make a difference in this industry.

We will embrace change and transformational leadership. This means continuing to listen and having meaningful conversations with our members, our future members, our affiliates, our sponsorship partners and industry leaders. We will be focused on relevancy that positively supports the individual and business goals of those we serve. As part of our team of inspired and committed professionals we are inspired by our heritage and dedicated to our future!



Security Industry Alarm Coalition (SIAC)

Visit www.SIACinc.org for alarm management resources for alarm companies, law enforcement and public safety policy development officials. Resources include model ordinance, ECV information and alarm school materials.



By Harvey Eisenstadt

ASSOCIATES CORNER

Communicate to Succeed

The sales process is comprised of many critical steps that must be identified, perfected and practiced to achieve sales success. These critical steps have been identified and tools to perfect them have been provided in the many articles I have written in the past twenty plus years. This month I want to focus on the common denominator of all of these steps. Communication! Yes, the art or skill of communicating effectively to achieve sales success. The exhibition of true

professionalism is displayed in the way you communicate. The characteristics of communication play a significant role as you progress through the steps to sales success. The following paragraphs will take a look at a few of these critical steps and the important role of communicating effectively.

After your initial contact with a prospect, usually when trying to make that all important appointment, it is crucial that how you begin your introduction to that person - who has never in the past spoken to you - will determine if they will want to hear more from you. Here is where communicating the correct message with the appropriate tone of voice is so important. Think about it this way. To hear the second part of your message, the prospect must resonate positively with the first words you deliver. People respond positively to "what's in it for me." Begin your comments, after introducing yourself, with a benefit or two that the prospect will realize from your product or service. Once the prospect responds in the affirmative, you then ask for the appointment to explain how these benefits will be achieved.

E-mails can be, and should be, an effective way to communicate important information. All too often E-mails fall into one of the following two categories.

First, even though the recipient of your E-mail can reply, personal contact is quite often necessary. Make sure your contact information is easily located and easy to identify in the E-mail.

Secondly, keep your E-mails short and to the point. E-mails that are unnecessarily lengthy will quite often lose the interest of the recipient, and the important message you want delivered never gets to your target. Wherever possible, begin your E-mail with the most important part of your message so the reader will want to read on to learn more about the subject of your E-mail.

Be responsive. There are few reasons, if any, why you don't respond to an E-mail or phone call. Let's discount one of those reasons immediately, and that is our displeasure with telemarketers. However, what I have seen and experienced in the business world in the last several years has nothing to do with telemarketers. Too many salespeople do not respond in a timely manner, or do not respond at all, to an E-mail or phone call. So often the excuse is "I'm too busy." That is clearly a lack of organizational and management skills, and not only a case of rudeness but a lack of communication skills. Every communication should be considered for a response with a sense of urgency. It should not be difficult to plan your day or your week to allot a certain amount of time to respond in a timely manner to E-mails and phone messages.

Here is something to remember. Potential sales can be lost because of the lack of a timely response, while new business can be closed with more timely responses.

Think of effective communication as the lifeline to your business success. If you maintain that lifeline, then strong and healthy success is on the horizon. If you allow that lifeline to weaken or break, then success is clearly an uncertainty.

Harvey Eisenstadt is a Sales Consultant, Trainer, Speaker, Mentor and Author. Harvey possesses over 45 years of successful sales and sales management experience and is a nationally recognized authority on relationship building. Harvey can be reached at 818-701-7799 or harvey@hjesales.com



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Codes, continued from page 1

Dormitories: According a 2011 National Fire Protection Association (NFPA) report U.S. fire departments responded to an estimated annual average of 3,840 structure fires in dormitories, fraternities and sororities in 2005-2009. These fires caused an annual average of 3 civilian deaths and 38 civilian fire injuries. To reduce property damage and civilian casualties an automatic smoke detection system will be required to be installed in common spaces outside of dwelling/sleeping units of college and university buildings.

Improved Waking Effectiveness for High Risk Segments of the Population: Most fire alarm horns and integral sounders in smoke alarms/detector produce an audible tone in the 3 KHz frequency range. Findings from numerous research studies have concluded the 3 KHz audible signal is not as effective at waking up high risk segments of the population, such as people who are hard of hearing, school age children and the elderly, as a low frequency 520 Hz tone. To improve the waking effectiveness for high risk segments of the population fire alarm systems are required to produce the low frequency audible alarm signal in all sleeping areas to wake up people sleeping. Several examples are hotel and dormitory sleeping rooms as well as dwelling unit bedrooms within apartment buildings.

It is essential jurisdictions adopt the 2012 model fire and building codes as the consequential changes will have on public life safety are substantial.

Richard Roberts is Industry Affairs Manager for Honeywell Fire Safety and can be reached at Richard.roberts@systemsensor.com.

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LEGISLATIVE WATCH

PAC ALERT

\$30,000 GOAL FOR 2015

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 2015 and encourage CAA members to contribute what they can to reach this goal.

As a reminder, PACs allow citizens with a common interest to join together to participate in the political process. Members of an industry association or employees of a company have an interest in supporting candidates whose philosophy is conducive to creating an environment in which their business can succeed. By donating to the company or association's PAC fund, employees or members help ensure that legislators will be elected who are interested in and responsive to the concerns of the company or industry.

CAA PAC FUND CONTRIBUTIONS

The California Alarm Association has a very strong government relations program that works on the local, state and national level. In addition to the hundreds of hours of volunteer service from our members, we have a CAA PAC Fund which supports our interests in Sacramento.

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VERLIANCE's customizable customer service will be able to provide client retention, web access, customer service appreciation programs, unbinding contracts, and A/R Consulting. Verliance, Inc. aspires to produce a win-win result in everything we do. Verliance keeps the integrity of the relationship between their clients and their client's customer. Rapid technological innovations, such as digital sensors being developed in alarm systems have allowed the alarm industry to continue to grow. The increasing demand of wireless and energy-efficient electrical equipment and preference in personal monitoring have allowed firms to offer differentiated products to their current consumers and to other markets. With new consumer demand, business have realized that they are unable to nurture their current relationships while developing new ones. "Verliance wants to change how the collection industry works and is perceived by always caring for the debtors. Verliance cares about more than just the bottom line; they believe that people should be treated like people," said Ken Green President/CEO. For more information, visit www.verliance.com.

TYCO SECURITY PRODUCTS announced that its advanced intrusion products and technology will enable new interactive and smart home automation solutions for residential customers of ADT in the U.K. and South Africa. The new interactive solution leverages the PowerMaster 360 intrusion gateway, Tyco Security Products' revolutionary wireless intrusion solution. "Leveraging the interactive platform with the Tyco Security Products intrusion technology will enable us to provide an entirely new level of service and experience for our customers," said Gail Hunter, Director of Marketing for ADT in the U.K. "Savvy consumers are increasingly interested in lifestyle management and connected home services, and the ADT solution, powered by Tyco Security Products, is the ideal solution." The interactive solution can be delivered as a packaged suite of services for home security, monitoring, automation and energy management on a single, integrated platform. For more information, visit www.tycosecurity-products.com.

TRI-ED DISTRIBUTION unveiled the U.S. Stadium Tour where they and their vendor partners welcome customers to take part in a day of networking, demonstrations & trainings, an expo, and a night out at the ballgame. The events will be held August 4 Los Angeles Angels vs. Cleveland Indians at Angel Stadium in Anaheim, August 19 Philadelphia Phillies vs. Toronto Blue Jays at Citizen's Bank Park in Philadelphia, September 9 Seattle Mariners vs. Texas Rangers at Safeco Field in Seattle, September 23 Chicago Cubs vs. Milwaukee Brewers at Wrigleyville Rooftops in Chicago, and October 20 Sports Authority Field at Mile High Stadium in Denver for a special private tour of the stadium. "Technologies continue to evolve and TRI-ED is committed to keeping our customers on the cutting edge of new applications and opportunities," notes James Rothstein, TRI-ED's Senior Vice President - Global Security Marketing. "From branch trainings to the U.S.A. Stadium Tour, our dealers can always count on us to deliver the training they need to succeed." For more information, visit www.tri-ed.com.

DMP's Arming App is a basic version of the Virtual Keypad App, and it's perfect to add to your basic packages to include with every sale. Offering the app on every sale will help you close more deals. With the Arming App, users can have just the basic features: arm/disarm, change settings, notifications and history. It's the starter version of mobile control with a cost so low that there's really no reason for your customer to NOT add it to their security system. Once your customers see how easy it is to use and discover the benefits of mobile control, you will have started them on the path toward upgrading to

the full-featured app, adding new automation devices and other system enhancements, and increasing your RMR. For more information, visit www.dmp.com.

NAPCO's new StarLink Universal Sole Path Fire Cellular Communicator #SLE-CDMA-FIRE provides affordable full-event CDMA reporting for any brand 12V-24V panel or FACP reporting in Contact ID. Reporting to any central Station, it's an easy and ideal 2G trade-up solution, with Verizon™ Network Certified nationwide coverage. Fully-compliant NFPA 72 Editions: 2013, 2010, 2007; UL 864, 9th Ed. UL1610, UL985, UL1023, UL1635. Newest model in field-proven StarLink Cellular Alarm Reporting Solutions. For more information, visit www.napcosecurity.com.



MARKS USA, a division of NAPCO Security Technologies, Inc., announced the appointment of Jeffrey Holbrook and Thomas Masterson as Eastern and Western Regional Sales Managers, respectively. Jeffrey Holbrook joins Marks USA as its Eastern Regional Sales Manager, having worked prior in the architectural door and hardware industry for 20 years, and beginning in contract hardware distribution. Masterson comes to Marks with over 30 years experience in the door and door hardware/security industry. For more information, visit www.marksusa.com.

AES CORPORATION announced that the United States Patent and Trademark Office has issued U.S. Patent No. 8,072,945 for AES Link Layered Networks. The patented Link Layered Networks extend the functionality and reliability of AES-IntelliNet private wireless mesh radio networks. The issuance of this patent is a testament to AES Corporation's technology advancements, validating the Company's forward thinking and engineering progress. "AES Corporation is focused on continuously building and strengthening our patented technology to keep pace with the ever-changing technology landscape in the security industry," said Bill Kieckhafer, President & COO of AES Corporation. "This is part of our commitment to AES partner customers, to ensure their investment in AES technology continues to stay strong and provide protection for the future. This new patent complements AES Corporation's portfolio of patented technology, intellectual property, and product line fully compliant with government and local regulations. For more information, visit www.aes-intellinet.com.

SENTRYNET is jumpstarting Summer RMR for Independent Alarm Installers. "A drill may seem like such a little item in the big scheme of things, but SentryNet listens to our needs and it's a big thing when installing a new system," comments Greg, a Florida technician installing a system to be monitored by SentryNet. In an effort to jumpstart Summer RMR for its independent alarm installers SentryNet has started the Summer Madness Promotion. The promotion runs through August 31, 2015. Every dealer new or existing whom grows their account base by 10 accounts during those dates will receive a cordless 18V power drill. Peggy Marie Page, Marketing Coordinator at SentryNet noted, "These contests have the goal to boost their (the independent alarm installers) RMR and provide them with the tools they need every day." "We know our success is dependent upon our dealer's success and we do everything we can to help them grow their business be it with contests, personal business consulting or back office support. We are there for them," added David J. Avritt, President of SentryNet. For more information, visit www.sentrynet.com.

Associates News, continued on page 12

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- MARK ROSENFELD, PENINSULA SECURITY SYSTEMS, CA

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- ORESTE MESA, MESA SECURITY & COMMUNICATIONS, INC, FL

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ASSOCIATES NEWS, *continued*

HORSEMEN PARTNERS, a U.S. veteran-led investment firm founded by Sam Alaimo and Mike Lahiff and backed by a team of leading entrepreneurs, investors, and executives is looking to acquire and manage one lower middle market business with an emphasis in electronic security, home automation, life safety, monitoring or integrated security services. "Our goal is to acquire, actively manage, and grow just one privately-held middle market company anywhere in the United States," said Sam Alaimo, Managing Partner for Horsemen. Horsemen is initially looking for businesses with \$5 million-\$30 million in revenue, contractually recurring revenue and low customer concentration. For more information, visit www.horsemenpartners.com.

XTRALIS provides mobile situational awareness solutions to assist and protect first responders with ADPRO iRespond™ mobile app and HeiTel by Xtralis Nano video transmitter for body worn cameras. The Xtralis innovations protect and guide first responders to deliver a comprehensive, effective, and efficient response safely. "We are extremely proud to have won a PSI award three years in a row. Being chosen by professional security installers over six other solutions is a clear validation that Xtralis solutions continue to deliver value and innovation to security markets," commented Mick Goodfellow, Vice President of European Sales for Xtralis. "Worldwide interest in iRespond and the Nano transmitter is incredible, as first responders embrace Xtralis technology for efficient threat response. These solutions not only protect end customers, but also reduce risk and increase effectiveness of first responders." ADPRO iRespond is a mobile application designed for first responders to provide event notification and live remote video views at sites protected by ADPRO Remotely Managed Multi-service Gateways (RMG) including the FastTrace 2 and iFT Series. For more information, visit www.xtralis.com.

HONEYWELL introduced a new line of Industrial Fire and Gas Protection products featuring the HS81-HS Controller and compatible components. The HS81-HS Controller performs flame, smoke and gas detection and extinguishing/agent release, and seamlessly interfaces with plant safety and control systems through multiple protocols. It also features a unique "hot swap" capability for the replacement and auto-configuration of CPUs and power supplies without performing a critical system shutdown. "Honeywell already offers gas, smoke and flame detection and other hazard protection products for the industrial space, so it made sense to provide a fire and gas controller that efficiently ties everything together with the plant safety system," says Gene Pecora, general manager for Honeywell Industrial Fire Protection. "Response from safety engineers and end users has been overwhelming, particularly when they learn about the HS81's hot

swappable cards and see how easy it is to integrate and configure." For more information, visit www.industrialfire.honeywell.com.

SYSTEM SENSOR announced a new addition to the FAAST line of aspirating smoke detectors: FAAST XS. This device is ideal for smaller applications and uses the same trusted, innovative technology. "FAAST XS is a small but powerful device," says Christa Poss, Sr. Manager of Product Marketing for System Sensor. "It has a variable speed fan which allows users to select the best coverage for their space – up to 5,000 square feet – all in a single model. Plus it's a more affordable option for small spaces." FAAST XS brings all the capabilities of FAAST Aspiration Smoke Detection – such as three-stage filtration, Very Early Warning Fire Detection, increased nuisance immunity, and various built in connectivity options – to a broader range of applications. For more information, visit www.systemsensor.com/faast.



DMP launched iComSL Universal Network Communicator. The iComSL provides fully supervised alarm communication over network or Internet connections. "Dealers can gain new market share by having the ability to update any control panel to include new lifestyle features with the iComSL Series," said Vice President of Sales, Mark NeSmith. "When introduced, the CellComSL series of universal alarm communicators created an easy upgrade path to provide older panels and now the iComSL offers the same benefits but on a network connection." For more information, visit www.dmp.com.



DMP's CellComSLCF Universal Fire Alarm Cellular Communicator includes Ademco ECP keypad bus support. The CellComSLCF provides fully supervised alarm communication over CDMA networks and is approved for commercial fire applications and meets NFPA Standards. The primary function of this cellular unit is to provide alarm dealers with a fire solution to update existing customer panels or takeovers. Dealers don't have to worry about lock-out codes; they can just add the DMP CellComSLCF unit onto the existing 'dialer' installations and benefit from DMP Alarm features. Panic, Fire and Burglar signals will be sent to DMP receivers with full reporting



Associates News, continued on page 14



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COMPLIANCES: NFPA72 Editions: 2013, 2010, 2007; UL 864, 9th Ed., UL1610, UL985, UL1023

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capabilities. "In the event of fire, it's essential to have a fast, reliable communication path from the panel to the Central Station," said Vice President of Sales, Mark NeSmith. "When the CellComSL series of universal alarm communicators was introduced, it created an easy upgrade path to provide older panels with all the benefits of cellular communication. The new CellComSLCF takes those benefits a step further by adding the ability to use the communicator in commercial fire systems." For more information, visit www.dmp.com.

DIGITAL MONITORING PRODUCTS (DMP) introduced the first in-line of SecureCom Smart Z-Wave devices now in stock. The Z-5010T Thermostat is battery operated for quick installation and is esthetically pleasing to any decor. The Z-5010T thermostat is fully



programmable, provides complete Z-Wave communication, and can even operate as a Z-Wave repeater. Its battery-only operation means it does not require the 5th wire during installation making

this a quick install for your technicians so they can spend more time showing the end-user how the thermostat works. "24VAC lines are a thing of the past. Installers do not need to spend hours replacing existing thermostats with the new Z-5010T device", said Vice President of Sales, Mark NeSmith. "Now they do what took an hour or more in minutes and what's even better is the customer can change their own batteries when the display indicates low battery". For more information, visit www.dmp.com.

DIGITAL MONITORING PRODUCTS (DMP) broke ground on June 4 for the latest expansion of its Springfield, Missouri headquarters. The \$7 million project will provide growth space for many of the company's functions as well as the addition of approximately 65

new jobs over the next two years. The new space will enable DMP to meet the increasing demand for its industry-leading array of intrusion, fire, access control, and network and cellular communication products. Project completion is planned for summer 2016. "In the company's 40 years, we have had to move or expand our facility about every four years to create the space needed to keep up with growth," said President and CEO, Rick Britton. "This kind of sustained growth is possible only because of the innovative spirit and dedication of DMP employees to provide the members of the DMP-authorized dealer network with industry-leading security technology. Everyone at DMP is excited about the prospects of further growth and being able to serve even more customers both here in the US and the other countries DMP is now entering." For more information, visit www.dmp.com.

DMP (DIGITAL MONITORING PRODUCTS) launched the UL Listed 1164 Wireless Smoke Detector, a first-of-its-kind wireless smoke detector with synchronized sounders. When any DMP 1164 detects smoke, it signals the panel to command all 1164s to sound the temporal code 3 cadence alarm. This meets NFPA 72 requirement for sounder synchronization in commercial installations; 1164 is also listed for residential installation. "Wireless sensors and other devices have been beneficial to both security-system dealers and end users," said Vice President of Sales, Mark NeSmith. "But until now, there was no NFPA 72-compliant wireless sounder. DMP changes that with the development of the new line of wireless smoke detectors. Security dealers will benefit from the ability to provide customers with compliant fire-alarm systems that install quickly, and at a price point never before available, and building occupants benefit from more effective alarm signaling." The DMP 1164 Smoke Detector is a wireless device with integrated synchronized sounder. For more information, visit www.dmp.com.



HONEYWELL announced that its Focal4 Shared Situational Awareness (SSA) system now delivers real-time topic trending information from Twitter. An add-on to the Focal4 software, CAPSOL, which stands for Capture Social Media, uses search engine optimization to look for keywords cited in open Twitter feeds, for example shooter, bombing and fire. Because most Twitter activity is public and includes geo-locations based on the IP address of the person posting information, CAPSOL and Focal4 can accurately pinpoint the location of that communication and determine if it is relevant to the safety and security of an organization. "When we look at how people communicate today, it's through social media," says John Stofa, CET,

CFPS and municipal consultant, Honeywell Fire Safety. "Twitter provides a platform for real-time communication and CAPSOL can analyze those messages and make them actionable if they help identify a potential threat." Visit GAMEWELL-FCI.com for more information on the Focal4

system. A free whitepaper on SSA, "Combining Situational Awareness and Emergency Communication," is also available on the website.



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Past President of ESA Bob Bonifas with THE MIRROR in Cuba at the US Naval Station, Guantanamo Bay.



Lori Lambert of ADI at the 30 year party.



CAA Past President John Hopper, now with Facebook, with THE MIRROR at Crater Lake, OR.



Richard Ramos of Optex with THE MIRROR on the BC Ferry heading to Vancouver Island.



Stan Martin, Ron Walters and Jon Sargent of SIAC with AIREF Chairman John Jennings on the ESX Show floor with THE MIRROR.



Glen Guldbeck, Silas Finnigan and Kirk McDowell of Alarm.com with THE MIRROR at the Volutone Expo in Van Nuys.



Scott Jones of Volutone, Kirk McDowell of Alarm.com and Trevor Hansen of Volutone with THE MIRROR at the Volutone Expo in Van Nuys.



Russ Barkelew of RussCo Marketing with THE MIRROR at the Volutone Van Nuys Expo.



Ron Walters and Stan Martin of SIAC, ESA Past President Mike Miller, ESA Secretary Jon Sargent, Police Chiefs Steve Keefer and Glen Mowrey of SIAC with THE MIRROR.

Industry News



John Walsh of America's Most Wanted was presented the first National Sheriffs' Association Lifetime Achievement Award for his decades of work on missing and exploited children by National Sheriffs' Association President John Aubrey and Executive Director John Thompson at the Association's 75th Anniversary.



John Kaloper of DSC and Jason Keyz of Epic Alarm at the Volutone Expo in Van Nuys.



Mike Huckabee and Jon Sargent at the Sheriffs' debate in Baltimore.



The National Sheriff's Crime Prevention and Private Security Committee meeting is Co-Chaired by Sheriff Mark Wasylshyn and Stan Martin of SLAC.

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CSAA Honors Public Sector

CSAA International announced that Bill Hobgood, Project Manager, Public Safety Team in the Department of Information Technology for the City of Richmond, Virginia, is the recipient of CSAA's inaugural Public Sector Award. This special honor is given by CSAA in recognition of a public sector

individual's contribution to the alarm industry.

"Over the past several years, Bill has worked tirelessly to promote and implement ASAP®, a program that increases the efficiency and reliability of emergency electronic signals from central station alarm companies to Public Service Answering Points (PSAPs)," said CSAA President Pamela J. Petrow. "Bill is the ideal recipient of this inaugural award—he has been an indefatigable advocate for the ASAP program, which benefits both the private and public sector."

Hobgood was nominated for the award by Vector Security and by CSAA Past President Louis T. Fiore. "This award is so well-deserved!" said Fiore. "Bill has done a great deal for CSAA, ASAP and the industry as a whole, and I congratulate him on this recognition." ASAP was launched in 2011 as an initiative by the alarm industry in a cooperative effort between the Association of Public Communications Officials (APCO) and CSAA. With ASAP, critical life safety signals and accurate information is processed in seconds, not minutes, through the Nlets system of state-to-state PSAP communication, insuring that critical time is not lost, and that complete and accurate information is transmitted to the PSAP every time. "ASAP is a critical initiative that will improve public safety," said Petrow, "and it is being implemented all around the country thanks to Bill." For more information, visit www.csaaintl.org.



CSAA Honors Guardian Protection Services

CSAA International announced the winners of the CSAA 2015 Excellence Awards on June 25 at the Electronic Security Expo (ESX) in Baltimore, MD. The winners are:

- Central Station of the Year: Guardian Protection Services
- Central Station Support Person of the Year: Kyle Johnson, DMC Security Services
- Central Station Operator of the Year: Susan Farris, Security Central Inc.
- Central Station Manager of the Year: Randy Ambrus, Cooperative Response Center

"The entire Guardian Protection Services team is honored to receive this prestigious recognition," said Mike Overby, vice president of customer service. "The Central Station of the Year Award embodies CSAA's dedication to the electronic security industry and exemplifies the unwavering effort of each Guardian employee in the pursuit of the delivery of unparalleled excellence. I want to commend Guardian's Central Station teams, led by Jason Bradley, Guardian's Director of Central Station Operations; I know that they are especially proud and humbled by this award." The CSAA Central Station Excellence Awards recognize FM Approvals, Intertek/ETL or UL-listed central stations and outstanding personnel that perform in the highest professional manner, thereby making a significant contribution to the betterment of the alarm industry and the alarm profession while demonstrating exceptional service to their customers and community. Entries are judged by a blue-ribbon panel appointed by CSAA. For more information, visit www.csaaintl.org.



Guardian Protection Services was awarded the Central Station of the Year at the 2015 Excellence Awards at ESX.

PSA Annual TEC Conference

PSA Security Network announced its annual TEC security conference will be held on May 10-12, 2016 at the Westin in Westminster, CO. TEC 2016 will feature three full days of quality education and certification programs, networking, and dedicated exhibit hours designed to advance the skills and expertise of security industry professionals. The complete schedule lineup will be announced in January 2016. The theme for TEC 2016 is "Beyond the Edge," which affirms the education program direction that will feature learning tracks for sales and marketing, operations, business owners and technical professionals focused on industry trends and polishing attendees' business acumen. TEC 2016 will continue to offer a comprehensive registration package that includes access to all networking events, meals and all non-certification courses at no additional cost to all attendees. For more information, visit www.psatec.com.



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Legislative News

The 2015-2016 Legislative Session and the November 2016 ballot will likely see major debates on tax policy. California's revenue stream is notoriously volatile. This is due, at least in part, to the fact that California has relied increasingly on income taxes over sales and property taxes. Therefore, California's tax rolls have become increasingly dependent on taxes assessed to the highest earners whose income is also volatile. This trend, in conjunction with a tendency to spend at the high-water mark for revenue, has landed the state in hot financial waters on more than one occasion.

Most recently, the Great Recession of 2008 punched a hole in the state budget in the magnitude of tens of billions of dollars. At the beginning of Governor Brown's third term in 2011, the state was facing a persistent \$26 billion deficit. Governor Brown spent his first two years back in office focusing intensely on finding a way to get a tax increase on the ballot, and approved by voters. That effort culminated in Proposition 30 (Prop 30) which increased the sales tax by a quarter cent for four years and increased the personal income tax for only the highest income earners through 2018. To bolster the measures chances at the ballot and to reduce the portion of the deficit which would not be eliminated by Prop 30's passage, Governor Brown championed billions of dollars in spending reductions in the Legislature. These spending cuts included reductions to the state's social welfare programs and higher education systems, realignment of criminal justice costs to the local level, and elimination of redevelopment agencies.

Prop 30 has ultimately been a windfall for the state. While originally projected to result in a \$6 billion increase in revenue, the measure has routinely outpaced this projection by as much as \$2 billion as the state's economy improves. The expiration of these taxes and the specter of a future economic downturn loom however, and stakeholders and legislators are beginning to consider ways of replacing this revenue.

Prop 30 Extension

For proponents of higher taxes and revenues, one of the simplest solutions to the loss of Prop 30 revenues is to extend the tax increases. In late March, the Public Policy Institute of California (PPIC) released a survey which demonstrated that a slim majority (51%) of likely 2016 voters would support an extension of Prop 30. Historically, such slim margins in polls have spelled defeat for ballot measures. Arguably, however, the PPIC's findings – which are independent of any campaign messaging in support of an extension – indicate that voters may be well disposed to extend Prop 30 in 2016 if a robust well-funded campaign is working in support. A number of health and welfare advocates and unions – most notably the California Federation of Teachers – have indicated their interest in extending Prop 30.

Extension of Sales Tax to Services

As noted above, California has historically suffered from volatile revenue streams due to an over-reliance on personal income taxes. One oft-cited solution to this problem is the expansion of the sales tax to services which would broaden the tax base and arguably make revenues more stable.

This idea is the linchpin of a proposal being championed by Senator Bob Hertzberg. Senator Hertzberg is interested in a massive restructuring of the state tax system. Conceptually, his proposal would extend the sales tax to almost all services while lowering corporate and personal income taxes for a net revenue gain of \$10 billion. This revenue would be allocated as follows:

- \$3 billion for K-14 education
- \$2 billion for higher education
- \$3 billion for local governments
- \$2 billion for a new earned income tax credit

Senator Hertzberg introduced a vehicle for this proposal early in 2015. However, like all legislation to increase taxes, the bill would require a 2/3 vote – and by extension the support of at least some Republican legislators – in order to pass. This would be a tall order for what is ultimately a significant tax increase. As such, the bill (SB 8) has served more as a conversation starter for Senator Hertzberg who has expressed interest in teeing up his proposal for the 2016 ballot.

Split Roll Tax

As you know, in 1978 California voters approved Proposition 13 (Prop 13) which limited property taxes to 1% of full cash value for the property as shown on the 1975-1976 tax bill. More significantly, Prop 13 prevented the reassessment of property value until the property was purchased, constructed, or a change in ownership occurred. The net effect of Prop 13 has been a reduction in property taxes over time.

While promoted as a means of protecting residential homeowners from rapidly escalating property taxes, Prop 13 has also effectively insulated commercial property owners as well. Democrats and public employee unions have frequently bemoaned this fact and have mounted several efforts to create a "split roll" for property tax in California which would return commercial and industrial properties to a continuous reassessment of property value.

Efforts have been made in recent years to pass split roll measures through the Legislature and on the ballot. The proponents – teachers and public employee unions – have expressed their intent to move forward again with an initiative. In the meantime, a constitutional amendment (SCA 5) has been introduced in the Legislature which would create a split roll. The SCA would direct the additional tax increment from this change – \$6 to \$10 billion – to K-12 and community colleges. As is the case with Senator Hertzberg's service tax bill, SCA 5 faces the likely insurmountable hurdle of a 2/3 vote.

In the meantime, the Howard Jarvis Taxpayers Association – the original champions of Prop 13 – are promoting an initiative to strengthen Prop 13. In addition to the protections noted above, Prop 13 provided a \$7,000 property tax exemption which reduces the assessed value of property by \$7,000. The Howard Jarvis initiative would increase the exemption to \$32,000.

Special Sessions and Tax Increases

In enacting the annual state Budget in June, Governor Brown called two special sessions of the Legislature. The First Extraordinary Session relates to funding for transportation infrastructure. The state's main source of funding for road maintenance and repairs is the fuel excise tax which brings in roughly \$2.3 billion annually. As California's transportation sector has become more fuel efficient and gas prices fluctuate, revenue from the fuel excise tax has diminished, leaving \$5.7 billion in unfunded repairs to state transportation assets annually. In calling the special session, the Governor has asked the Legislature to develop a new funding source for maintenance and repairs.

While little work has been done yet, there are already some options on the table. One option has been an assessment on vehicle miles traveled in lieu of the fuel excise tax. While relatively untried, this proposal has the benefit of recapturing revenue which has been lost as the state becomes more fuel efficient. Republican legislators have

Legislative News, continued next page

suggested that revenue associated with the expansion of the state's cap-and-trade program to the fuels sector should be redirected for this purpose. However, the legality of diverting cap-and-trade revenue for road maintenance and repair is dubious as cap-and-trade revenue must be used to reduce GHG emissions.

The Second Extraordinary Session relates to funding for the state's healthcare and developmental services program. The state has long relied on a Managed Care Organization (MCO) tax to increase federal participation in the state's Medi-Cal program, which reduces the general fund obligation to Medi-Cal by \$1.1 billion annually. However, the federal government recently invalidated the structure of the state's MCO tax. In calling the Second Extraordinary Session, Governor Brown is seeking a way to replace the invalidated MCO tax and any revenue that would otherwise be lost from its expiration. In addition, the Governor intends to use some of the revenue from the MCO tax to support court mandated payments to In Home Supportive Service workers. Meanwhile, legislative leadership is interested in increasing revenue from the MCO tax to reverse recession era spending cuts to Medi-Cal and developmental services. To comply with federal rules, a new MCO tax would have to apply broadly to all managed care health plans and could, as a consequence, lead to increased insurance premiums.

As with all taxes adopted by the Legislature, the special session measures would need a 2/3 vote to become law. This may prove to be a tall order given the opposition from managed health care plans. As noted above, if the MCO tax is not replaced, the General Fund will need to cover \$1.1 billion in lost federal funds and, coupled with the expiration of the Prop 30 tax increases, would expose the tenuous nature of the existing General Fund surplus.

Conclusion

The Legislature is adjourned for its summer break until August 17. Upon return, we expect the managed care tax and the various transportation taxes to receive a lot of attention and possible action. It is too early to predict the outcome for either special session. However, given the fact that many businesses and some Republicans support dedicated funding for transportation, it is conceivable that the Legislature itself could adopt a transportation-related tax increase and leave all the other potential tax increases to be decided at the ballot box.

ESA Leadership Summit

ESA has announced that the 2016 Leadership Summit will be held on January 31 - February 3, 2016 at the Wild Horse Pass Hotel & Casino in Chandler, Arizona. The 2016 Summit program will focus on providing intensive learning and networking opportunities for security integration professionals interested in growth strategies for their respective companies. For more information, visit www.esaweb.org.



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2015 OCAA MEETINGS

- ♦ September 16 . OCAA General MeetingAnaheim
- ♦ November 18 .. OCAA General MeetingAnaheim

CITY OF IRVINE PERMITS

The City of Irvine requires all alarm users to register their systems with a no fee permit. Alarm users may obtain an alarm permit application at the Irvine Police department website at www.irvinepd.org. The City also offers quarterly Alarm Awareness Classes to help defray the cost of false alarm fines. For more information about the City's alarm program you can contact the Alarm Coordinator at 949-724-7066. Classes are 9 a.m. - 10 a.m. and fee is \$15.

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For more information about OCAA activities, contact the OCAA office at 800-339-1420 or email OCAAlarmAssoc@aol.com. Visit our new website at www.alarmassociation.org for meeting information and registration forms, training opportunities, members list and a whole lot more.

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Save October 8 for the 9th Annual GLASAA Golf Classic. This year our tournament co-chairs are GLASAA Vice President Tom Rankin and Russell Massrey from Massrey and Associates, with me assisting as needed.

Please visit the GLASAA website at www.glasaa.org.

GLASAA MEETINGS 2015

- ♦ August 18 GLASAA Harbor Cruise.....Marina del Rey
- ♦ October 8..... GLASAA Golf Tournament.....Los Angeles
- ♦ December 17 ... GLASAA General Meeting.....Los Angeles

GLASAA Meetings and Events

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

GLASAA and its members continue to support the extremely important work of the CAA and ESA.

Contact GLASAA at 888-826-9149 or through the web at www.glasaa.org if you would like to contribute by serving on a committee.



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MCAA General Meeting

♦ Tuesday, August 11, 2015 11:30 a.m. – 1:00 p.m.

CES Fresno - 3950 N. Chestnut Diagonal, #102, Fresno, CA 93726

Special Guest Speaker, Dorsie Mosher of Davis Mergers & Acquisitions Group, Inc. "Today's Trends – What are they and what can you do about them?" Dorsie will discuss the impact on the electronic security industry of high tech companies (Google, AT&T, Comcast, etc.), summer door knocking programs and today's constantly changing technology.

2015 MID CAL MEETINGS

♦ August 11..... MCAA General MeetingFresno

♦ November 17 ... MCAA Golf TournamentFresno



GREATER VALLEY ALARM ASSOCIATION

Joe Castro, President

2015 GVAA MEETINGS

♦ October 8..... GVAA General Meeting.....Manteca

Our meetings are held at Custom Electronic Supply, 1324 Dupont CT, Manteca 95336 and they will 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.



INLAND EMPIRE ALARM ASSOCIATION

Matt Standiford, 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.

2015 IEAA MEETINGS

♦ September 15.. IEAA General MeetingRiverside

♦ November TBD IEAA Charity Tree of Life.....Riverside

If you would like to attend a meeting or if you have a desire to get involved, then please join us or call 800-559-9060.

IEAA Membership

If you would like to become a member, or have any suggestions on ways to increase our membership, please us a call at 800-559-9060.



Kayla Martinez accepted the IEAA Youth Scholarship award of \$1,000. She was accompanied by her father Marshall Martinez of Ontario Police Department and IEAA President Matt Standiford.

Matt Standiford

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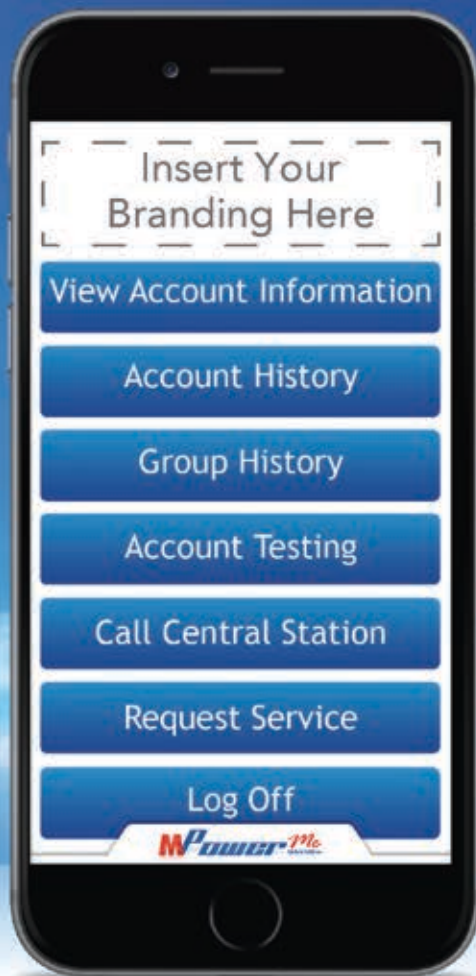
Gary Lowndes, President

2015 GGAA MEETINGS

♦ November 12... GGAA General MeetingSan Francisco

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

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All meetings are held at Fiorillo's Restaurant – Santa Clara, 638 El Camino Real, Santa Clara, CA 95050. Please RSVP to info@caaonline.org or call the CAA office at 800-437-7658, Ext. 3.

SVAA 2015 MEETING

♦ **October 21** SVAA General Meeting **Santa Clara**

SVAA Information

If you are not on our e-mail list please contact Mark Simpson at 408-882-4260 or msimpson@rfi.com. It is so important to get involved with your local associations more than ever and to keep up to date on all the new information.



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Sean Hamm, President

SDSA DAY AT THE RACES 2015

Del Mar Race Track at the Seabiscuit Skyroom
2260 Jimmy Durante Blvd, Del Mar, CA 92014
Thursday, August 20, 2015

\$40 Members - \$60 Non-Members - \$100 Associate Members
Limit 2 Tickets per Company

San Diego County Priority Tickets until July 31, 2015

Sponsorship Opportunities Available. Space is extremely limited! To purchase tickets and RSVP for this event please email Sylvia Jimenez at sylvia@alarmexec.com or call 951-264-5664.

2015 SDSA MEETINGS

♦ **August 20** SDSA Day at the Races **Del Mar**

♦ **September 17 ..** SDSA General Meeting **San Diego**

♦ **December 16 ...** SDSA Holiday Party **San Diego**

City of San Diego Permit Process

The San Diego Security Association and SIAC have been working cooperatively with the City of San Diego to assist with their fire alarm program, and now their burglar alarm program. The police are requesting alarm companies to submit their active burglar, panic and holdup alarm customer lists to the San Diego Police Department. The preferred method is to send your excel customer list electronically by email to Hilda Gonzalez-Reed at hgonzalezreed@pd.sandiego.gov. If you have any questions please contact Hilda Gonzalez Reed at hgonzalezreed@pd.sandiego.gov or 619-531-2247.

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Rich Whitlock, President

Dawn Smith from TMS was recognized as the SAAA Mark Schubert Nominee. I always say that it is not often enough when we get the opportunity to honor one of our own. At the CAA Palm Springs convention, we were able to do just that. Past SAAA Secretary and advisor to the Board, Ms. Dawn Smith of Total Monitoring Services, Inc. was recognized as our Nominee for the Mark Schubert Award. I would like to again thank Dawn for her professionalism and dedication to our Industry. She is an asset to the SAAA and one of the reasons

our Association is a valuable resource. We are also pleased to congratulate Mr. Larry St. John of Eclipse Marketing and Insurance as the State recipient of this distinguished award. Larry remains an active participant and friend to the SAAA. You are sure to see him at most of the CAA State and Regional events. Please help me congratulate both of these Industry Leaders.

SAAA Meeting August 20 - Industry Trends

Come share in the discussion on August 20 as we discuss what the current and future trends in our Industry are. We have the CAA Industry Trends Committee Chairman, Mr. David Hood with First Alarm moderating. Tim Tracy with Honeywell, Michelle Chiles with Hikvision, Jeff Dickerson with 2Gig and Elias Melendrez with DSC/Qolsys as our panel. The meeting will be held at the TMS Events Center. Check in at 10:30. Meeting if from 11:00 to 1:00.

2015 SAAA MEETINGS

- ♦ August 20 SAAA Industry Trends.....Sacramento
- ♦ October 15..... SAAA Fire ForumSacramento
- ♦ December 17 ... SAAA Holiday Party.....Sacramento

An RSVP is required for our events. Call 800-437-7658 ext. 3 or email info@caaonline.org. We hope that throughout the year you make a commitment to get involved with your Association and aid us in continuing to grow, communicate, prosper and leave a legacy for future generations. We have all benefited from the efforts of those who have participated before us and your current board hopes you will help them build on the foundation our predecessors have provided.

Sponsorship is needed for the SAAA event of the year, on October 15. SAAA's 8th Annual Fire Forum with First Responders' Electrical Awareness by CJ Hamilton, Electrical Awareness Instructor. Holiday Inn Sacramento – Capitol Plaza, 300 J Street, Sacramento, CA 95814. The Capitol Plaza is located between Old Town and downtown Sacramento. Valet parking is available as well as garage parking.

When: Thursday October 15, 2015 from 9:30 a.m. to 12:30 p.m. with lunch served.

Cost: Member tickets are \$50 each

Non Member tickets are \$75 each

No charge for Public Safety Officers who attend

CJ and Chris Hamilton, a father and son team, tour wherever they are needed, offering interactive training on Electrical Safety and Awareness, raising awareness to help save lives. Their training has helped over 10,000 first responders (Fire Fighters, Police Officers, and Paramedics) become more aware of electrical hazards. They train on the Faraday Cage, Arch Flash, Arch Blast, and Down Power Lines.

Their presentation is great for anyone from First Responders and Electrical Technicians to the Weekend Warriors; anyone who gets their hands on electrical. Check out their website at: electricalawareness.com or look up CJ on YouTube! "Whatever you did yesterday, after my class today, you won't do it again tomorrow... I guarantee it!" - CJ Hamilton

Please send in your RSVP, starting on 8/21/15 to SAAASecretary1@gmail.com, Call 800-437-7658 ext. 3 or email info@caaonline.org.

We hope that throughout the year you make a commitment to get involved with your Association and aid us in continuing to grow, communicate, prosper and leave a legacy for future generations. We have all benefited from the efforts of those who have participated before us and your current board hopes you will help them build on the foundation our predecessors have provided.



SAAA President Rich Whitlock and Dawn Smith of TMS at the CAA Palm Springs Convention where Dawn was a nominee for the Mark Schubert Memorial Award.

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EAST BAY ALARM ASSOCIATION

Mike Salk, President

2015 EBAA MEETINGS

♦ September 8 ... EBAA General Meeting.....Richmond

♦ November 10 .. EBAA General Meeting.....Richmond

Our General Meetings are held at Chevy's, 3101 Garrity Way, Richmond. The meetings start at 11:30 a.m. For further information contact EBAA President Mike Salk 510-652-2477. RSVP to 800-437-7658, Ext. 3 or info@caaonline.org.



Members of the East Bay Alarm Association gathered for the EBAA General Meeting which was held at Chevy's in Richmond, CA.



Past EBAA President Tom Rood congratulates Ed Medina of the Richmond PD for his retirement after 27 years. Ed has been a strong supporter of the EBAA and a regular participant in our meetings.



Mitch Reitman of Reitman Consulting Group was the special guest speaker at the EBAA General Meeting in Richmond, CA.



REDWOOD ALARM ASSOCIATION

Sean Cooke, President

scooke@allguardsystems.com 800-255-4273

The next meeting is set for October 21, 2015. Located at Johnny Garlic's in Windsor starting at 11:30 am.

If you have any questions or want to participate in the Redwood Alarm Association please contact Chuck at 707-443-6366 or visit www.redwoodalarmassociation.org

2015 RAA MEETINGS

♦ October 21 RAA General Meeting Windsor



Michael Amerlan of West Alert and RAA President Sean Cooke of All-Guard Systems

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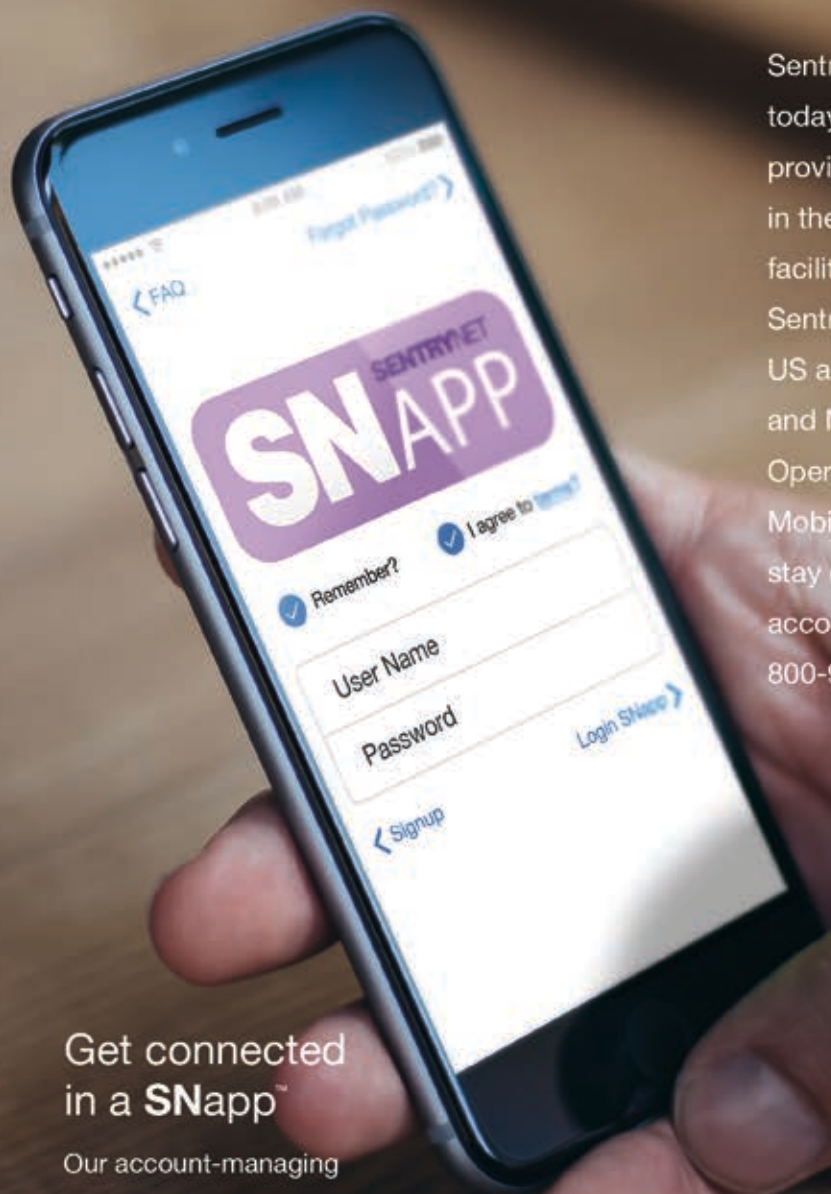
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August 4
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August 5
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August 26
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August 25-27, 2015
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September 9
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Rangers
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September 14
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September 15
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September 16
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September 17
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September 15-17
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October 6-8
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NFPA72 & The NEC
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October 13-15
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AFAA Seminars

AFAA now has a new NICET prep seminar called “A User’s Guide to Simplifying NFPA 72 and the NEC.” This is an interactive course designed to help attendees better understand how to use NFPA 72- 2013 and the NEC 2011 fire alarm wiring requirements. All NICET fire alarm tests are now updated to the 2013 NFPA 72 and 2011 NEC. For more information, visit www.afa.org.



Annual AFAA breakfast in Chicago

AFAA Breakfast at NFPA a Success

The AFAA Annual Breakfast at NFPA was a great success with program updates, awards and a great panel on fire systems. On June 23 more than 215 people attended to listen to our distinguished panelists on the topic of Fire Alarm Systems and 3rd Party Reporting. Our panelists consisted of:

- Moderator: Jason Dupuis, General Manager, Cintas Fire Protection, Anaheim, CA
- Stephen Hrustich, Assistant Chief/Fire Marshal, Gwinnett County, GA
- Leigh Fabbri, Director of Fire Prevention, Itasca Fire Protection, IL
- Bob Yerger, President, Berkshire Systems Group, Inc.
- Dr. Shane Clary, Vice President, Bay Alarm Company, Pacheco, CA
- Matthew L. Gatewood, Fire Captain II, City of Los Angeles, CA
- Jill Cotton, Inspection Reports Online, Aurora, IL
- Bryan Schultz, The Compliance Engine (Brycer), Warrenville, IL.

Thank you to our 2015 Breakfast Sponsors and Supporters.

AFAA President Jack McNamara presented three awards at the annual breakfast. This year there were two recipients for the 2015 Person of the Year Award, Sean DeCrane and Adolf Zubia. Zubia has served as the chairman for the IAFC’s FLSS for the past three years (2012-15). He is an Assistant Fire Chief with Clark County Building & Fire Prevention, overseeing over forty Fire Inspectors. He has served on the International Code Council (ICC) Board of Directors, President of the New Mexico Fire Marshal Association (NMFMA), and President of the New Mexico Fire Chief’s Association.



A. Zubia

Chief Sean DeCrane is a 23 plus-year



Chief DeCrane

veteran of the Cleveland (OH) Fire Department and is a battalion chief and chief of training for the Cleveland Fire Training Academy. He represents the International Association of Fire Fighters in the International Code Council. He has served on the 2009 and 2012 International Fire Code Development Committees and is the current committee chair for the 2015 Edition. DeCrane also serves on the National Fire Protection Association’s NFPA 1 Fire Code Technical Committee.

Lee Richardson was the recipient of the 2015 Larry Niebauer Lifetime Achievement Award. He is a retired Senior Electrical Engineer at NFPA, where he was staff liaison for NFPA 72, National Fire Alarm and Signaling Code and NFPA 720, Standard for the Installation of Carbon Monoxide (CO) Detection and Warning Equipment. Richardson is coeditor of the 2002 & 2007 editions of the National Fire Alarm Code Handbook and the 2010 & 2013 editions of the National Fire Alarm and Signaling Code Handbook, has written several articles for the NFPA Journal, and is the author of the Fire Alarm Systems chapter of the NFPA Fire and Life Safety Inspection Manual.

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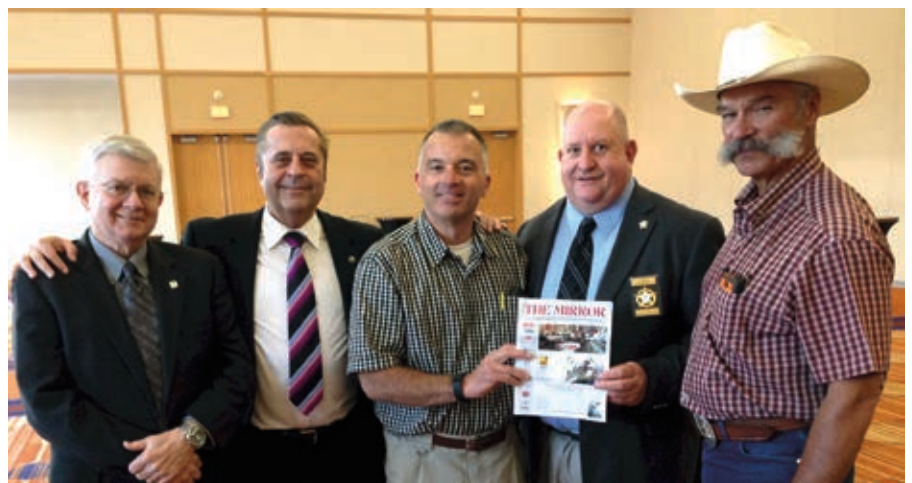
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Our July meeting saw a great presentation by Nevada State Fire Marshall Peter Mulvihill. In keeping the fire theme, Heather Hayes from Honeywell Fire Systems was our vendor spotlight. The meeting had a great question and answer segment that provided lots of information. We have committee meetings coming up with the Henderson Police Department and City of Las Vegas. Join the NSA and lend your voice to industry goings-on.



National Sheriffs' Association President John Aubrey is welcomed at the Sheriff's Alarm Industry Reception by CSAA Executive Director Jay Hahn and SIAC Executive Director Stan Martin.

Chief Glen Mowrey of SIAC, Jon Sargent of Tyco and SIAC, Sheriff Mark Wasylshyn of Wood Co. Ohio, Sheriff Bill Bohnyak of Orange Co. Vermont and incoming National Sheriff's President Danny Glick from Laramie County, Wyoming with THE MIRROR.



— IN MEMORIAM —

The Nevada Security Association remembers good friend and industry colleague John Rodda who passed away in July. John was in the security and life safety field for many years, most recently at Alarmax in Las Vegas. He was a former Associate Director of the NSA and a very active associate member. We extend our condolences to his family and friends for their loss. We will miss him.



John Rodda at NSA National Night Out 2014



Howard Wulforst of Stanley Convergent Security Solutions, NSA Treasurer John Perdichizzi, NV Fire Marshall Pete Mulvihill, Greg Simmons of Eagle Sentry and Jon Perry of Sting Surveillance at the NSA July Meeting.

NSA 2015 MEETINGS

Member meetings take place at our NEW LOCATION: Gordon Biersch Restaurant, 3987 Paradise Rd, Las Vegas, NV 89169. We meet on the second Wednesday of every other month starting at 6:00pm. Visit www.nevadasecurityassociation.org.

- September 9..... Member Meeting
(Guest Speaker: Las Vegas Metro Sheriff Lombardo)
- September 23-25 NTS Certified Level 1 Technician Class
- October..... Member Only tour of Switch
- November Annual NSA Scholarship Fundraiser Poker Party

*Join the NSA today! Download our member application at
www.nevadasecurityassociation.org.*

NSA Member Testimonial

John & Jessica Perdichizzi, Owners of ASAP Security



When we moved to Las Vegas and opened ASAP Security in 2003, we immediately searched for an alarm association to join. We belonged to an association in New York and they always dealt with pertinent information. We also wanted to meet other alarm company owners to discuss issues that affected the companies in our industry. We found the Nevada Security Association just starting up.

The one issue that is prevalent now is unlicensed contractors. With the help of the Nevada Security Association, we have joined forces with the Nevada State Contractor's Board to combat this issue.

The Nevada Security Association has come a long way since our first meeting with 4 people, and it is nice to watch the membership grow; however, we still need new members to have an even more powerful voice.

"Together we have a voice!"

John & Jessica Perdichizzi

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AZAA 2015 MEETINGS

October 14..... General Meeting Tucson, AZ
November 18.... General Meeting Phoenix, AZ
December 9 Holiday Party

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Government Affairs - By our membership and participation in other industry related groups, we advocate for our industry and for our customers. By our participation, we have our finger on the pulse of changes in alarm ordinances, installation requirements, consumer issues, etc. On your behalf, we regularly participate with NWFAA, FARA, Multnomah County Alarm Task Force, Portland Police Bureau Alarm User Education, WAESA, etc.

The Latest Industry News - Professionals know that only the most current information can keep them on top, and only OBFAA members receive the latest news dealing with the alarm industry in the Pacific Northwest. This keeps you on top of local trends, laws, products and people and allows you to make informed decisions as to the future of your business.

Making Your Opinion Count - As the only professional organization in the state dedicated to furthering the interest of business in our industry, the OBFAA represents YOU and YOUR opinion to consumers, lawmakers, and the public at large.

Strength in Numbers - The bigger the organization, the louder its voice. As the OBFAA continues to grow, our ability to influence the outcome of major issues increases. It also helps to know you're not alone—the OBFAA is out there fighting for you.

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OBFAA 2015 MEETINGS

October 6OBFAA General Meeting.....Lake Oswego, OR
We will be hearing from Ellen Klem, Director of Consumer Outreach and Education at the Oregon Department of Justice. Please visit our Website for Meeting locations and times. www.obfaa.com.

PUBLIC SAFETY AGENCY MEMBERS: We are proud to have as our affiliate members the following agencies:

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

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Any inquiries regarding the Nevada Association of Security Professionals can be directed to Scott Wulforst from Stanley Convergent Security Solutions 775-287-8110.

Please contact me if you have any questions.

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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.

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WBFAA UATC Offers Online Continuing Education

The WBFAA UATC is offering an online continuing education program for electronic security systems technicians with nearly 100 hours of course offerings. Registered technicians with member companies will have access to 18 hours of online courses annually at no fee. In addition, registered technicians will have access to courses offered in physical classrooms and can submit third-party training for certification for renewal of the state Fire/Life Safety Certification card. For more information, visit www.wbfaa.net or www.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 or call the WBFAA UATC at 800-809-0280.

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

Electronic Security Association SECURE+ Initiative

The Electronic Security Association (ESA) web presence helps consumers find the most qualified and trustworthy professionals for their home safety and automation needs. The website, www.Secure-Plusweb.org showcases ESA member companies who have joined the SECURE+ Initiative. These companies install security systems, along with lifestyle-enhancing features, such as remote control of lighting, air conditioning and heating, making their customers' lives not only safer, but simpler, more energy-efficient and more convenient. For more information about the SECURE+ Initiative, go to ESAweb.org or contact the ESA Member Service Center at 972-807-6801.

ESA Member Buying Program

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

Security America Risk Retention Group

Security America Risk Retention Group (SARRG) is an insurance company developed by the ESA and administered through Marsh Insurance. Security America RRG was formed in 2003 to provide affordable and stable insurance coverage exclusively to ESA member companies. Security America RRG offers general liability including errors & omissions insurance specifically tailored to meet the needs of electronic life safety, security, and systems professionals throughout the country. Domiciled in Vermont, Security America RRG is registered in all 50 U.S. states. For information visit www.securityamericarrg.com, call 866-315-3838 or e-mail info@security-america.com.

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Working with security integration companies, manufacturers and service providers, the Electronic Security Association (ESA) established the SECURE+ Initiative as a way of increasing public awareness of the lifestyle-enhancing features offered by ESA Members.



WESTERN STATES SECURITY ALLIANCE CAA CALENDAR 2015

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

AUGUST

6	ADI EXPO	Honolulu, HI
11	MCAA General Meeting	Fresno
13	ADI EXPO	Houston, TX
18	GLASAA General Meeting	Los Angeles
20	SAAA Industry Trends	Sacramento
20	SDSA Day at the Races	Del Mar

SEPTEMBER

8	EBAA General Meeting	Richmond
15	IEAA General Meeting	Riverside
16	OCAA General Meeting	Anaheim
17	SDSA General Meeting	San Diego
29	ADI EXPO	Vancouver, BC

OCTOBER

6	OBFAA General Meeting	Lake Oswego, OR
8	GVAA General Meeting	Manteca
8	GLASAA Golf Tournament	Los Angeles
14	AZAA General Meeting	Tucson, AZ
15	SAAA Fire Forum	
21	SVAA General Meeting	Santa Clara
21	RAA General Meeting	Windsor
27	ADI EXPO	Santa Clara

NOVEMBER

10	ADI EXPO	Dallas, TX
10	EBAA General Meeting	Richmond
12	GGAA General Meeting	San Francisco
17	MCAA General Meeting	Fresno
18	AZAA General Meeting	Phoenix, AZ
18	OCAA General Meeting	Anaheim
18-19	ISC East	New York, NY
TBD	IEAA Charity Tree of Life	Riverside

DECEMBER

9	AZAA Holiday Party	
9-12	CAA Winter Convention	San Francisco
16	SDSA Holiday Party	San Diego
17	GLASAA General Meeting	Los Angeles
17	SAAA Holiday Party	Sacramento

CAA CONVENTIONS - 2015 - 2017

2015	December 9-12	Wyndham Parc 55 San Francisco
2016	April 27-30	Palm Springs Hilton
2016	December 7-10	San Francisco Marriott Marquis
2017	May 3-6	Palm Springs Hilton
2017	Nov 29-Dec. 2	San Francisco Marriott Marquis

INDUSTRY EVENTS 2015 - 2017

Nov. 18-19, 2015	ISC EAST	New York, NY
May 10-12, 2016	PSA TEC	
	Annual Conference	Westminster, CO
April 6-8, 2016	ISC WEST 2016	Las Vegas
April 5-7, 2017	ISC WEST 2017	Las Vegas

ASIS NATIONAL CALENDAR

ASIS International Annual Seminar & Exhibits

September 28 – October 1, Anaheim, CA, www.securityexpo.org



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

Web Homepage: www.dca.ca.gov/bsis



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