

THE MIRROR

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www.CAAonline.org



A QUOTE TO REMEMBER

Taken from a speech by President Theodore Roosevelt (1858-1919)

"Every man owes a part of his time and money to the business or industry in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere."

Jim McDonnell New Los Angeles Sheriff

Long Beach Police Chief Jim McDonnell swept to an easy victory in November's election to become the next Sheriff of Los Angeles County.

The Sheriff's Department has a \$3-billion-a-year operating budget and provides law enforcement services to 42 of the 88 cities in the county as well as patrols on the transit system and in the courts. It also transports prisoners from the jails to the courts every day.

McDonnell, 55, has more than 30 years' experience in law enforcement from his years with the LAPD and Long Beach, where he has received high marks for reducing crime and improving relations with the community. The CAA proudly supported his successful campaign.

City of Chico Votes to Fine Alarm Companies for False Alarms

Industry Contemplates Legal Challenge to Unconstitutional Ordinance

Despite learning that provisions of a similar ordinance was ruled unconstitutional, the Chico city council voted unanimously to begin fining alarm companies for false alarms. The vote came after the council ordered the police department to end the unpopular verified response policy it had put in place. Leaders in the security industry are already meeting with attorneys in anticipation of challenging the new ordinance in court.

"This type of ordinance makes it more difficult for our industry and public safety officials to deal effectively with false alarms," said Jay Hahn, president of the Central Station Alarm Association. "In making alarm companies responsible for their customers' conduct, the city creates a more bureaucratic and complex system that slows the entire process and adds cost and complexity. More importantly, Chico's new ordinance will do nothing to stem incidents of false alarm activations. There is a reason that virtually all alarm ordinances in the U.S. call for fining alarm users if they are the ones causing the problem." The industry supports fines for alarm companies when false alarms are due to their specific actions.

The council was well aware that a similar ordinance passed in Fontana, California was overturned in court when it was challenged by the alarm industry. In that case, Fontana

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CAA Past President
Jon Sargent
congratulated
newly elected
Los Angeles
County Sheriff Jim
McDonnell along
with CAA President
Bob Michel.



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PRESIDENT'S MESSAGE

This is the last issue of *THE MIRROR* for 2014. Hard to believe that it has gone by so quickly. By the time you read this another Winter Convention will be over, or perhaps, you will read this at the convention. It has been a good year for CAA, thanks to the commitment of all the volunteers, and to the diligence and hard work of our Executive Director's office.

By now you will have seen what an incredible event the convention is, and you will have an even better understanding of why membership in the California Alarm Association (CAA), and the national Electronic Security Association (ESA) is so important and so valuable, to individual companies and to the industry as a whole.

As we move into 2015 there will be an even bigger focus on bringing our message to the entire industry. We believe in our cause, and we know our work is critical to the industry. CAA will continuously strive to maintain or increase the value provided, and we will be exploring new, more effective ways of showing all the benefits of membership.

Our successful campaign in 2015 will depend on the help of all the members at the local level. Your input will be invaluable. They say that "All politics is local." And so it is. All the power of the CAA comes from the local members and regional associations. And that synergy gives us all a voice and a power that we could not otherwise have. So I trust that each member and each regional association will step up when they are called to action by the new CAA board in 2015.



Robert Michel

CALIFORNIA ALARM ASSOCIATION WINTER CONVENTION

WYNDHAM PARK 55 HOTEL,
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December 10 - 13

SOARING WITH THE EAGLES



Ron Lander will receive the CAA
George Weinstock Award for
a lifetime of achievement and
service to the security industry.
He will be honored at the CAA
Winter Convention Tribute
Dinner to be held on Dec. 12,
2014 at the San Francisco
Parc 55.





ASSOCIATES CORNER

Set Your Goals for the New Year

By Harvey Eisenstadt

As the year draws to a close we begin to think about the resolutions we will make for the coming year. Resolutions with the promises we make to ourselves that will propel us forward both socially and professionally. We are going to wipe the slate clean and resolve how we will face the challenges of the coming year. Challenges of 2014 must be identified and addressed to create the path for success in 2015. That clearly is honorable, however, taking a realistic look at resolutions history tells us that many are broken within the first few weeks of the New Year and the few that remain are broken within the next few months. So unfortunately New Year resolutions, although satisfying your annual habit, are not the actions that will propel you positively forward both socially and professionally. In a sense it can be aligned with setting yourself up for failure, and knowing it in advance.

Now failure is disheartening when related to a resolution however it is not always inadequate or unfavorable when it is associated with striving to attain a goal. So this year give some thought to setting goals, rather than resolutions, and creating a plan to achieve those goals. When doing this failure along the way becomes part of a learning process and not merely a disheartening shortcoming. Here are some ideas for creating your plan to achieve the goals that you will set for the coming year.

You can begin by analyzing your accomplishments of this past year and where you fell short of success. Identify those activities that were instrumental in your success this year and capitalize on them in the goals you set to overcome the shortcomings of the past year.

Set goals that are realistically achievable and not ones that you can never reach successfully. Setting goals beyond your reach will tend to weaken your faith in yourself as you struggle to achieve what is beyond reason. Realistic goals are ones that you can visualize are possible and can be achieved in a step by step process. Create that step by

step process evaluating where you are after each step as you strive to reach that final goal successfully. Yes, one step at a time towards that final goal.

Create both short term and long term goals and prioritize them. Factor in the importance of these goals and where they fit in your list of priorities. Couple this with the amount of time each day you will have to address these goals and how you are going to address them. Think of the goals in this way. Your short term goals are those which you must have to sustain you and your business today as you move forward to achieve those long term goals for your future growth and the future success of your business. Placing these goals into the proper perspective is critical to how you will address and achieve them.

Find a mentor or someone who you can rely on to discuss your progress at regular intervals. This person should be one who has had successful experience and can encourage you while providing you with critical evaluations as you progress through your step by step process. Having someone knowledgeable about your goals and there to speak to on a regular basis will provide a significant boost to your quest for success.

So welcome the New Year, not with resolutions that are easily broken, but with realistic goals and a plan that will take you from where you are to where you want to be. And, always remember that the secret to success is to plan your work and work your plan. Apply this philosophy to achieving your goals.

Happy New Year and Best Wishes for Success in 2015.

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@hjsales.com

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Chico, continued from page 1

wound up paying its own legal fees as well as approximately \$350,000 in legal fees incurred by the alarm industry.

"It is difficult to understand why Chico city officials would put taxpayer funds at risk by passing an ordinance similar to one that has been overturned in court in another California city," said Hauhn. "While the Fontana case did not set a legal precedent because it was not appealed; it certainly showed how a fair minded court would interpret the issue. With no controversy or threat of litigation, the city could have implemented an ordinance patterned after the model ordinance, which provides for reasonable user permit fees and assesses an appropriate escalating fine structure against the alarm users who cause false alarms, and achieved the same, or better, results in terms of both cost recovery and reducing false alarms."

At the city council meeting the police department expressed view that the alarm industry is responsible for false alarms, ignoring the reality that most false alarms are caused by user error. The police offered no evidence that their proposal would be any more effective in reducing false alarms than fining alarm users.

"The police and council clearly do not understand why the process they propose is more cumbersome, slower and potentially less effective than the best practices utilized throughout the United States," said Hauhn. "Hopefully city officials will recognize, as they did with verified response, that some ideas that look good on paper are impractical or have unintended negative consequences."

Industry leaders are seeking support from members of the industry for this legal challenge in order to head off other cities from taking this unfortunate and illogical path.

Contributions can be made to:

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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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ASSOCIATES NEWS

PROFESSIONAL SALES REPRESENTATIVES, LLC announced its partnership with Veto Pro Pac, a manufacturer of unique tool bags from Norwalk, CT. Pro Sales Reps will represent the product line in 13 Western States. "Veto Pro Pac tool bags allow us to offer a high-quality product that can be customized with our client's logo, which can differentiate the client's install team from their competitors and give them a professional appearance in front of their customers", said Andy Applegate, VP of Sales for PSR. Veto Pro Pac has partnered with Go Logo, a promotional products company, and another Pro Sales Reps' vendor, to help create the custom logo embroidery for the bags. Veto Pro Pac offers several types of bags that provide tool storage and protection solutions for every service technician. Their product line includes totes, backpacks, pouches, and laptop bags. Their bags feature waterproof molded bases, rugged construction built to withstand almost all conditions, and pockets designed to hold a wide variety of hand tools, testers, gauges, and meters. All of the bags are supported by a 5 year limited warranty, guarantying that the bags will be free from manufacturer's defects in materials and workmanship. For more information on Veto Pro Pac, visit their website at www.vetopropac.com, or contact your local PSR rep. For more information on Go Logo, visit their website at www.mygologo.com.

GENERAL MONITORING SERVICES, INC., (GMS), announced that Ken Gresty has re-joined GMS as Executive Project Coordinator. Gresty began his Industry career in 1980 with one of the



Industry's initial leading and highly respected 3rd party Contract Central Stations during their initial stages. He held the positions of Vice President of Operations and Manager of Dealer Relations where Gresty states he was very fortunate to be brought into the Alarm Industry at a time the industry as we know it today was just beginning to embrace new technology. He was able to work with many of today's industry leaders, specifically GMS's founder and CEO, Joey Chetta. Gresty stated that one of the primary reasons that he is very excited to be back with the GMS organization is that Mr. Chetta and the GMS staff exemplify what true ethics and commitment is all about. Lupe Carlos, President of GMS says, "Ken brings over 30 years of industry experience and previously worked several years for GMS holding positions including Operations Manager and Special Projects Manager. We are excited to have Ken back on our team." For more information, visit www.gmscentral.com.

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Elpas, part of the Security Products business unit of **TYCO**, released the Lone Worker Emergency Call Transmitter. The Lone

Worker Emergency Call Transmitter ensures that personnel who may be subject to attack or injury when operating on their own can send alerts about their situation and responders can be dispatched to the exact location of the evolving security incident. "In high-risk environments such as correctional institutions, petrochemical plants, or even in perilous situations in healthcare facilities, workers need to be able to transmit information on their location and situation as quickly and accurately as possible, even when under attack," said David Fensterheim, Vice President, Product Management for Elpas. The transmitter is equipped with two emergency call buttons that are located on either side of the unit for manual, wireless duress alerting. For more information, visit www.elpas.com.

Exacq Technologies, part of the Security Products business unit of **TYCO**, released an update to its exacqVision Z-Series line of hybrid and IP camera recorders. These purpose-built network video recorders (NVR) feature higher performance, reliability and capacity at a lower cost for enterprise video surveillance deployments. The enhanced exacqVision Z-Series recorders offer new robust options creating a performance-optimized solution for demanding applications. The exacqVision Z-Series delivers up to 1,800 frames per second of video to web and mobile clients, allowing users to deploy the freely distributed cross-platform client, web browser client or Exacq mobile app to more users simultaneously. The Z-Series features front-accessible, hot-swappable hard drives for maximum reliability, along with RAID 5 or 6 to protect users against data loss and provide continuous operation. The exacqVision VMS includes the new EasyConnect feature that automatically finds, addresses and connects to over 400 different IP cameras. Z-Series recorders store up to 80TB per server and are expandable to 1.6PB with the addition of exacqVision S-Series networked video storage recorders. For more information, visit www.exacq.com.

NAPCO SECURITY TECHNOLOGIES, INC. announced the appointment of Craig Szmania as Vice President of Sales - NAPCO Intrusion, Fire & Life Safety Division, reporting to Jorge Hevia, Senior Vice President, Sales & Marketing, Napco Security Technologies, Inc. Based in the Southeast, Szmania comes to Napco from UTC Interlogix, with an extensive background in sales management and an impressive record of sales growth in the security industry. For more information, visit www.napcosecurity.com.

FIRE-LITE ALARMS by Honeywell announced its Lite-Connect solution has earned a Campus Safety BEST Award for centralizing the reporting of multiple fire alarm control panels for cost-savings and added electrical protection. This honor is bestowed upon superior safety products for hospital, school and university facilities by Campus

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ASSOCIATES NEWS, continued

Safety magazine. Lite-Connect allows multi-mode fiber optic cable to join as many as 16 remote Fire-Lite Alarms fire alarm control panels together to report all systems' signals to a central monitoring station as one. "Aside from the added protection and monetary savings Lite-Connect offers, schools, apartment buildings and retail shops really benefit because it's non-proprietary," said Richard Conner, Director of Marketing, Fire-Lite Alarms. For more information, visit www.firelite.com.

TRI-ED, an Anixter Company, announced the opening of two new branches. TRI-ED continues to expand its North American footprint and looks forward to serving its new customers in the St. Louis and Fort Lauderdale markets. Brian Kneebone has been named the Branch Manager, which is located at 13312 Lakefront Drive, Earth City, MO. Derek Bonner will serve as the Branch Manager of the Fort Lauderdale branch, located at 1881 West State Road 84, Fort Lauderdale, FL. For more information, visit www.tri-ed.com.

TRI-ED, an Anixter Company, announced the release of its 2014-2015 IP Product Catalog, available at all branches throughout the U.S. and Canada. Dedicated exclusively to all things IP, the 100 page catalog showcases a broad range of products from over 50 of the industry's leading IP manufacturers. The catalog is also available online at www.tri-ed.com/catalog.

GAMEWELL-FCI by Honeywell announced its release of the new Focal4 Shared Situational Awareness (SSA) system to streamline facilities' day-to-day operations and greatly improve response to emergencies in buildings used for education, local government, healthcare, utilities, critical infrastructure, large retail, transportation and other commercial organizations. Focal4 is a software platform able to ag-

gregate information from all brands and variations of systems. Focal4 provides a comprehensive picture of all events in and around a facility or campus, enabling security directors, emergency management officials and first responders to make fast, accurate emergency response decisions. John Stofa, Municipal Account Manager for Honeywell Fire Systems said, "Focal4 gives you the whole picture in real time so you can decipher what's happening and respond quickly and appropriately." For more information, visit www.Gamewell-FCI.com.



SENTRYNET loves to see their dealers grow and are offering them a special incentive to do so. Dealers will earn bonus points as they upsell their customers systems for additional RMR. 100 points will be granted for each AlarmNet, Telular or C24 account that additional services are added to. The added services included in the promotion are remote security, real-time alerts, video, remote home control, energy management, informative content on control pads, and the apps they crave. These points will be awarded by January 30, 2015 and used towards the purchase of cabins for SentryCon 2015 aboard the Carnival Elation. This will be the 20th Annual Dealer Conference hosted by SentryNet and the second cruise for the event. For more information, visit www.sentrycon.us.

Associates News, continued on page 14



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ASSOCIATES NEWS, continued

ADI appointed Cynthia Menna as Commercial AV Business Development Director for North America. With more than 15 years of experience, Menna brings to ADI a wealth of knowledge and expertise across all commercial/pro AV product areas. She previously held the position of Business and Commercial Solutions Director at AVAD where she was responsible for developing and growing the Pro AV business unit, and managing the national and large accounts group and services team. For more information, visit www.adi.com.

DIGITAL MONITORING PRODUCTS (DMP) announced the renewal of its GSA Contract with 42 new Participating Dealer sub-contractors and 10 Letter of Supply (LOS) value added resellers who have existing GSA schedule 84 contracts. DMP provides government agencies with complete intrusion system solutions with its renewed GSA Schedule 84 contract. The contract enables state and federal government agencies to rely on DMP for professional facility security systems and management services. Since the 1990s when DMP introduced networked, encrypted panels to the market, the company has been a recognized leader in intrusion-detection systems for government applications. For more information, visit www.dmp.com.

ADS SECURITY (ADS) has acquired Seaboard Security Systems in Washington, N.C. and added approximately 2,000 residential and commercial customers. The acquisition marks ADS' entry into the state of North Carolina where ADS will operate a branch located in Washington, N.C. Seaboard Security is the fifth acquisition for ADS this year, continuing the company's pursuit of growth across the Southeast. "Adding the state of North Carolina to our service area aligns perfectly with our mission of steady, smart growth across the Southeast," said ADS President and CEO, John Cerasuolo. For more information, visit www.adssecurity.com.

HONEYWELL announced its new commercial wireless fire alarm solution to protect challenging applications and high-cost installations, as well as building expansions. The Smart Wireless Integrated Fire Technology (SWIFT) detectors and modules seamlessly integrate with new and existing fire alarm systems from Fire-Lite Alarms, Gamewell-FCI and NOTIFIER. SWIFT systems are robust and self-healing, making them a highly-reliable fire detection solution. Once a mesh network is formed, a restructuring automatically occurs to find the strongest paths within the network. Unique mesh IDs in each SWIFT network prevents miscommunication with other devices and inherent frequency hopping prevents system interference. "Hybrid applications where both wired and wireless detection can be used are perfect for SWIFT," said Mike Lynch, Vice President-Engineering for Honeywell Fire Systems. "If you've got an ornate interior that makes detector placement difficult, or places like parking garages where drilling through concrete is costly, SWIFT is the ideal solution."

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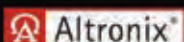


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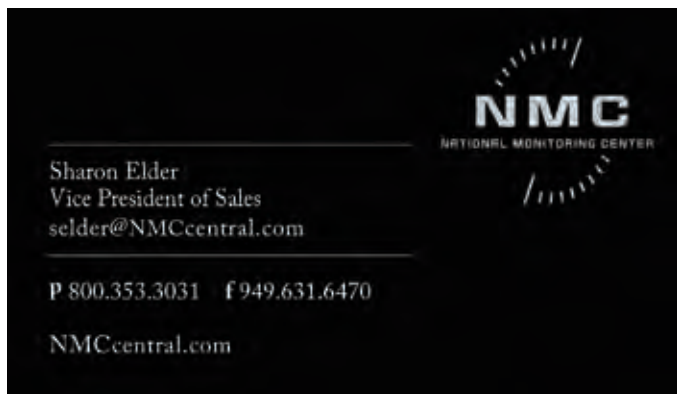
Gary Bullock of ADI presents NSA Treasurer John Perdichizzi with donation to NSA Youth Scholarship Program at the ADI EXPO in Las Vegas.




THE MIRROR was with IACP Past President Mark Marshall, Glen Mowrey of SIAC, William Berger of the US Marshall Service and CAA Past President Jon Sargent at the IACP Conference in Orlando, FL.



Stan Martin of SIAC is recognized for his service on the Public Private Sector Liaison Committee.



Chief Lou Dekmar of LaGrange, GA becomes the 3rd Vice President of IACP.



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INDUSTRY NEWS



Steve Keefer of SIAC, Glen Mowrey of SIAC, Ronald Hawkins of SIA, Lou Fiore of CSAA, CAA Past President Jon Sargent, Chuck Brobeck and Stan Martin of SIAC with THE MIRROR at the IACP Conference in Orlando FL.

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*Sam Aviles of
Fire-Lite and
Jimmy Harrison
of Gentex at the
TRI-ED Burbank
show.*

*GLASAA President
Bill Collins and
Brian Gholston of
Valley Alarm at the
TRI-ED Burbank
show.*



*Gary Gray, Cathe Fulton, Vaughn Wells of TRI-ED welcomed
attendees to the Burbank expo with THE MIRROR.*



*Bill Kensler of Napco and Jack Podolski of Mar Vista Security
at the TRI-ED Expo.*

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CAA Past President John Hopper delivered THE MIRROR to Buckingham Palace.



*Linda Fodor and Debbie Padilla of Arlenco
with THE MIRROR at the Dory Fishing Fleet.*



*Stevie Eisenstadt of Pro Sales Reps and Greg Cortina of
FLIR with THE MIRROR at the TRI-ED Expo in Burbank.*



*Holley Hunt of Bosch and Sam Aviles of Fire-Lite
with THE MIRROR at the TRI-ED Expo.*



*Daniel Ayala and Chris Victor of Titanium LLC at the TRI-ED Expo
in Burbank.*

*GLASAA
President Bill
Collins and CAA
Past President
Tony Smith with
THE MIRROR
at the TRI-ED
Expo.*



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MID-CAL



MID CAL ALARM ASSOCIATION

2015 MID CAL MEETINGS

- ♦ January 13... MCAA General Meeting Fresno
- ♦ April 21..... MCAA General Meeting Fresno
- ♦ August 11..... MCAA General Meeting Fresno
- ♦ Nov. 17 MCAA Golf Tournament..... Fresno

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GREATER VALLEY ALARM ASSOCIATION

Joe Castro, President

2015 GVAA MEETINGS

- ♦ January 8..... GVAA General Meeting..... Manteca
- ♦ April 9..... GVAA General Meeting..... Manteca
- ♦ July 9..... GVAA General Meeting..... Manteca
- ♦ October 8..... GVAA General Meeting..... Manteca

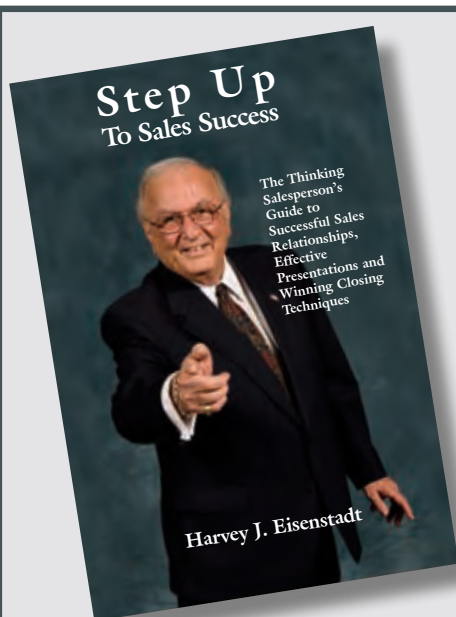
Our meetings are held at Custom Electronic Supply, 1324 Dupont CT, Manteca 95336 and they will start at 11:30 a.m. GVAA meetings are held on the second Thursday of every third month (once a quarter) at the above location. Please contact Joe Castro at 209-384-3305 or by email at josephc@alarmwatch.com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

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Sean Hamm, President

2014 SDSA MEETINGS

♦ December 2. SDSA Holiday Bash.....San Diego

2015 SDSA MEETINGS

♦ Feb. 24 SDSA General Meeting San Diego

♦ May 19 SDSA General Meeting San Diego

♦ August 27 SDSA Day at the Races Del Mar

♦ Sept. 17 SDSA General Meeting San Diego

♦ Dec. 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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REDWOOD
ALARM ASSOCIATION

Sean Cooke, President

scooke@allguardsystems.com

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The Redwood Alarm Association's quarterly meeting was held Wednesday October 22 at Johnny Garlic's restaurant in Windsor, California. Chanel Viola of Outsource Staffing was the guest speaker. Chanel is the Integration Business Development Manager for Outsource Staffing based in San Francisco. She services the Northern California region. Outsource is a nationwide staffing company that specialized in providing low voltage companies with installers and technicians on a contract, contract to hire, and direct hire basis. At the meeting Chanel detailed how Outsource fits in with many different business models and how Outsource can benefit members of the RAA.

The next RAA meeting is scheduled for January 21, 2015 at Johnny Garlic's restaurant in Windsor, California.

2015 RAA MEETINGS

♦ January 21... RAA General MeetingWindsor

♦ May 20..... RAA General MeetingWindsor

♦ October 21... RAA General MeetingWindsor

For more information regarding RAA, its membership and participation, please visit www.redwoodalarmassociation.org or contact Sean Cooke at scooke@allguardsystems.com or 800-255-4273.

The Inland Empire Alarm Association Riverside Police Department Tree of Life charity event encouraging teens to not drink and drive or text and to always buckle up was hosted at the Mission Inn Hotel in Riverside.



INLAND EMPIRE
ALARM ASSOCIATION

By Holley Hunt, President

IEAA is a professional association of alarm companies and leading industry specialists, focusing on bringing together the best resources possible for the mutual benefit of all members and associates. It is our goal to bring knowledgeable people together as a resource to better protect your business and your customers' safety. Please make time to come out and be a part of what I believe is the future of the alarm industry in California. Professional, Beneficial, Informational.

2015 IEAA MEETINGS

♦ March 27 IEAA General MeetingRiverside

♦ May TBD IEAA Poker Tournament.....Riverside

♦ Sept. TBD IEAA General Meeting Riverside

♦ Nov. 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 800-559-90

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.



Steve Sopkin of Mijac Alarm, CAA President Bob Michel, Karen Haverkamp of Riverside Police Department, GLASAA President Bill Collins, IEAA Executive Director Sylvia Jimenez, IEAA President Holley Hunt of Bosch, Jeanne Michel of Valley Alarm and CAA Treasurer Dave Michel at the IEAA Tree of Life Charity Event in Riverside.





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By Steve Maris, President

OCAA held its final meeting for 2014 on November 19 at the Phoenix Club in Anaheim, CA. Our guest speaker was Mitch Reitman of Reitman Consulting Group, Inc. The topic, "Designing Your Business to Sell". As we know selling your business is not an easy or quick thing to do and involves much thought and preparation. Mitch was able to provide our membership with an overview of what is involved in selling a business and why it is important to start preparing your exit strategy sooner than later. Mitch addressed such things as taxes, stocks, contracts and operational issues that you need to be aware of before selling your business. Being prepared and having a plan are essential in making the sale to go smoothly and to get the most out of the sale. We want to thank Mitch for taking his time to join us and sharing some of his valuable insights.

Our next meeting will be held on January 21st at the Phoenix Club in Anaheim. We will have a panel on hand to discuss the latest technologies regarding overcoming the need to use POTS lines for your alarm systems. We will also be holding our elections for the 2015 board. If you are interested in serving on our board please let us know. We are always looking for new people to join our board to help us with new ideas and find ways to make our association beneficially to our membership.

Also please keep in mind we will be holding our annual OCAA golf tournament this year. We have not confirmed a date yet but it will be held in late May or early in June. This is always a fun event with the proceeds going to the scholarship fund.

2015 OCAA MEETINGS

- ♦ January 21... OCAA General MeetingAnaheim
- ♦ March 18 OCAA General MeetingOrange
- ♦ May 20 OCAA General MeetingOrange
- ♦ June - TBD .. OCAA General MeetingOrange
- ♦ Sep. 16 OCAA General MeetingOrange
- ♦ Nov. 18 OCAA General MeetingOrange

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.



EAST BAY ALARM ASSOCIATION

Mike Salk, President

2015 EBAA MEETINGS

- ♦ January 13... EBAA General Meeting.....Richmond

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



Tim Westphal of Bay Alarm, David Ingham of First Alarm, EBAA President Mike Salk present a check to CAA Past President Jon Sargent for the CAA Chico Legal Fund.



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 MEETINGS

- ♦ January 21... SVAA General MeetingSanta Clara
- ♦ April 22 SVAA General MeetingSanta Clara
- ♦ July 22 SVAA General MeetingSanta Clara
- ♦ October 21 .. SVAA General MeetingSanta 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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Sacramento Area Alarm Association
3491 Park Drive Suite 20-234
El Dorado Hills, CA 95762-4549
www.sacalarm.org

By Rich Whitlock, President

City of Chico Votes to Fine Alarm Companies for False Alarms

Industry Contemplates Legal Challenge to Unconstitutional Ordinance

Industry leaders are seeking support from members of the industry for this legal challenge in order to head off other cities from taking this unfortunate and illogical path.

Contributions can be made to:
C.A.A. ~ Chico Legal Fund
333 Washington Blvd. # 433
Marina Del Rey, CA 90292
Phone: 800-437-7658

HOLIDAY PARTY

♦ December 4 - S.A.A.A.

A chance to get together, honor some key participants and have annual board elections.

Where: 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 December 4

Cocktails from 6:00 p.m. - 7:00 p.m.

Dinner, Awards and Elections at 7 p.m.

Cost: Member tickets are \$35.00 each

Non Member tickets are \$40.00 each

No charge for Public Safety Officers who attend

2015 SAAA MEETINGS

- ♦ Feb. 19..... SAAA Police ForumSacramento
- ♦ April 9..... SAAA CCTV ForumSacramento
- ♦ June 18 SAAA River Boat Cruise.....Sacramento
- ♦ August 20 SAAA Industry Trends.....Sacramento
- ♦ Oct. 15..... SAAA Fire ForumSacramento
- ♦ Dec. 17 SAAA Holiday PartySacramento



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GLASAA

Greater Los Angeles Security Alarm Association

By Bill Collins

Reflecting back on my first year as GLASAA President my first thoughts are, where did the time go?

I have a lot to be thankful for, we had great meetings with great turnouts, I can only hope that 2015 is even better. Our Holiday Party and General Elections are just a few weeks away and by the time you all read this you will either be in San Francisco at our CAA Winter Convention or just returned.

Over the next several days our executive board will decide how much money GLASAA will be presenting to the CAA Youth Scholarship fund in San Francisco. As most of you know, the GLASAA Golf Classic has been the primary fund raiser for the CAA Scholarship Fund over the last 8 years. For all of you that have participated as sponsors, volunteers and golfers over these eight tournaments, know that you have made a difference in the lives of some amazing kids. I am proud to have been on board for the last six years and I have wonderful memories and friends that I have made along the way. Thank you all.

Currently GLASAA is focusing on a major issue that effects all of us in the alarm and security world. The City of Chico, California has passed an ordinance that allows them to charge alarm companies and central stations for all customer false alarms regardless of the circumstances. As an industry we need to fight this with everything we have. The City of Fontana tried the very same thing some years back and although it was overturned the legal costs for our industry can be astronomical. You will find much more information regarding this situation elsewhere in this issue of the Mirror. An emergency meeting of the GLASAA Executive Board was held last night and we have agreed to make an immediate donation of \$3000.00 to the legal fund. More information will be forthcoming.

As we head into the Holidays I wish you all a safe and peaceful time with your families and friends. I hope that by the time you read this we have a new member or two on our board. That would be a wonderful Christmas present for me. Onward and upward into 2015.

GLASAA MEETINGS 2014

- ♦ Dec. 4 GLASAA Holiday PartyLos Angeles

GLASAA MEETINGS 2015

- ♦ Feb. 17 General Meeting Los Angeles
- ♦ April 21 General Meeting Los Angeles
- ♦ June 16 Scholarship Presentation.... Los Angeles
- ♦ August 18 General Meeting Los Angeles
- ♦ Oct. 16 General Meeting Los Angeles
- ♦ Dec. 17 General Meeting Los Angeles

GLASAA Meetings and Events

Please visit our website at www.glasaa.org

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.

Bill Collins

GLASAA President, 818-220-1899

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A middle-aged man with grey hair, wearing a dark suit, white shirt, and striped tie, stands with his arms crossed in front of a two-story house with a green lawn. He is smiling at the camera.

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Gary Lowndes, President

2015 GGAA MEETINGS

- ♦ Feb 11..... GGAA General MeetingSan Francisco
- ♦ May 14..... GGAA General MeetingSan Francisco
- ♦ August 13 GGAA General MeetingSan Francisco
- ♦ Nov. 12 GGAA General MeetingSan Francisco

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

2014 Training and Education Calendar

December 2
TRI-ED Union City
IntraSonic Technologies
Counter Day
510-487-1731
www.tri-ed.com

December 2 - 3
Fire-Lite Systems
Las Vegas, NV
www.firelite.com

December 4
Fire-Lite Software Applications
Las Vegas, NV
www.firelite.com

December 4
Potter Seminar
Tri-Ed Seattle
253-395-3930
www.tri-ed.com

December 11
Counter Day - Speco
Tri-Ed Sacramento
916-928-5766
www.tri-ed.com

December 16
TRI-ED San Diego
Hikvision IP Training
858-292-9559
www.tri-ed.com

December 18
TRI-ED Portland
CSM Pancake Breakfast
503-644-0874
www.tri-ed.com

December 19
TRI-ED Riverside
Hikvision IP Training
951-781-2300
www.tri-ed.com

CAFAA Fire Alarm System Training* for 2015

By Bill Hopple, CAFAA Director of Training

We are in the process of establishing Fire Alarm classes training venues (locations) for 2015. We will post the locations of the classes, as well as the classes being offered on our website and in THE MIRROR.

We hope that many of you who are involved in fire alarm system design and installation, as well as inspection, testing and maintenance will take advantage of these opportunities. Our intent is to make you aware of the requirements in California. They aren't that difficult. But if you don't know them and don't reference them – your project will probably be a catastrophe. Some of you have been there. It's my job to keep you away from there.

Stay alert for more information regarding locations in the next issue of THE MIRROR. This announcement is just to let you know we are making additional education available.

*And you can get CEU's for your attendance.



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**AUTOMATIC
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ASSOCIATION**

Who is the AFAA?

The Automatic Fire Alarm Association (AFAA) is the only not-for-profit trade association exclusively focused on the fire alarm industry. Founded in 1953 in Chicago, IL by a mixed group of contractors, engineers and manufacturers, it grew to be a two-tiered organization (National and State) in 1987 when Larry Neibauer became Executive Director. AFAA now has 19 Regional and State Member Associations representing 29 states nationwide.

The National AFAA's primary focus includes active participation in the codes and standards making process of both the International Code Council (ICC) and the National Fire Protection Association (NFPA). AFAA has 34 individuals representing the association on 37 NFPA Technical Committees. In addition, AFAA has representatives on 3 UL Standards Technical Panels and the ICC Industry Advisory Committee. Consistent involvement in the codes and standards making process is vitally important to the sustainability of the fire alarm industry. Without this involvement, requirements for fire alarm systems would erode rapidly. Three years ago, AFAA initiated the Partners Council to help fund involvement as well as fund development of new training material.

AFAA's second focus is the development and presentation of quality fire alarm training programs for the industry. These consist of seminars on basics of fire alarms, testing and inspecting fire alarms and code requirements for fire alarm systems. In addition, AFAA also provides training to help individuals prepare for NICET fire alarm certification. AFAA was instrumental in the development of the NICET Fire Alarm Systems certification program back in 1988, and still remains a strong proponent of certification for our industry.

AFAA recently approved an initiative to develop a new certification for Testing & Inspection personnel. Our industry is constantly attacked as being responsible for nuisance alarms, and this is one way we can improve the quality of systems. More news will be provided as the development begins. The goal is to have this certification in place by 2016.

In addition to seminars, AFAA provides sponsored webinars multiple times per year. These webinars are all technical presentations, not sales pitches by the sponsor. All webinars are free of charge, but only AFAA members get access to past webinar PDF's and recorded webinars for no charge. That is a huge cost saving benefit.

The Member Associations focus is to provide training on a local level, build relationships with AHJ's and other organizations and promote professionalism on a local level. Members of our state and regional associations also are members of the National AFAA.

AFAA membership consists of manufacturers, consulting engineers, distributors, AHJ's and end users. The AFAA website has a link to each Member Association website as well as to a membership application to the National AFAA. Help support the association that supports our industry!

National Headquarters

81 Mill Street | Suite 300 | Gahanna, OH 43230

Office: 614-416-8076 Toll Free: 844-438-2322 (844.GET.AFAA)

Website: www.afaa.org Questions: admin@afaa.org

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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.afaa.org.

AFAA Insurance

AFAA has worked with Willis Insurance for over a year to bring you a Member's Only insurance program guaranteed to save you money. We recently held a webinar to discuss the program. The recorded version as well as applications are available at www.afaa.org. We have policies for Fire Alarm Contractors and one for Security Services Contractors. Find out about this excellent AFAA member benefit. For more information, you can call Dale Wittick with Willis Insurance at 610-260-4342 or email at Dale.Wittick@willis.com



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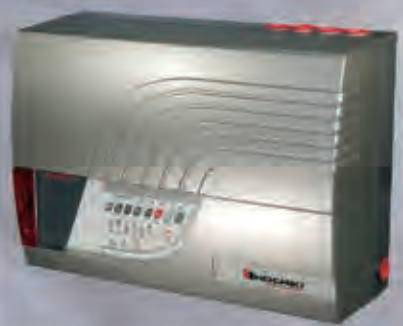


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CAFAA 2014 CALENDAR

December 11CAFAA Meeting San Diego

CAFAA 2015 CALENDAR

January 29-30, 2015

California Automatic Fire Alarm Association (CAFAA)
2015 CAFAA Annual Conference and Meeting

January 29, 2015

California Fire Prevention Officer's Meeting
CAFAA-Fire Prevention Officer's Joint Luncheon
Industry Speakers and Presentations
Product Exhibition and Reception with Vendors
Presidential Reception
Spouse/Guest Event

January 30, 2015

CAFAA's General Meeting

January 31, 2015

CAFAA's Bill Fitchie Memorial Golf Tournament
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APPRENTICESHIP PROGRAM

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Stella McDonald

2015 WAESA MEETINGS

January 13WAESA Western Lunch Meeting..... Tri-Ed, Seattle
January 15WAESA Eastern Lunch Meeting Timberline
February 10WAESA Western Lunch Meeting..... ADI Seattle
March 10WAESA Western Lunch Meeting..... Tri-Ed Seattle
April 14WAESA Eastern Lunch Meeting ADI Seattle
May TBD.....WAESA Annual Meeting Location TBD

WASHINGTON APPRENTICESHIP PROGRAM

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

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The Nevada Security Association attended the Sun City Summerlin Safety Day 2014. Our members spoke to those in the community about keeping safe. We gave residents handouts about basic security devices and the how to choose a quality security and life safety company.

The NSA Youth Scholarship Fundraiser Poker Party was held on November 7, 2014 at the beautiful Anthem Country Club in Henderson, NV. Cocktail Hour, friendly Poker Game, Prizes and Raffles!

Thank you to everyone who attended the NSA Youth Scholarship Poker Fundraiser. It was a great success! We raised money for our Youth Scholarship program and got a chance to enjoy a fun evening with industry colleagues. Special thanks to our generous sponsors:



John Miller of ADI, Dana Scroggins of Optex, Howard Wulforst of Stanley Security and Jeanne Palmer NSA Director at the NSA Youth Scholarship Fundraiser Poker Party.

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2015 NSA MEETINGS

January 14Member Meeting.....Las Vegas

March 11Member Meeting.....Las Vegas

April 16Public Safety Lunch & Scholarship...Las Vegas

Member meetings take place at: Marilyn's Café at the Tuscany, 255 E. Flamingo Rd, Las Vegas, NV 89169. They start at 6:00pm.

ATTENTION!

Membership dues renewal reminders will be sent out soon. Please watch your mail for them.

WANT TO JOIN THE NSA? Join now and your dues will carry you through to the end of 2015.

For membership information and to be notified about upcoming NSA events send your contact information to Jeanne at admin@nevadasecurityassociation.org.

The NSA website is chock full of information including NSA and industry meetings and events, licensing information, information for consumers, scholarship information, regular and associate member contact information. Visit www.nevadasecurityassociation.org.



Players were focused at the final table at the NSA Youth Scholarship Fundraiser Poker Party.



A packed room at NSA Scholarship Fundraiser event in Henderson, NV.

Kevin Marquess of Alarm.com and Kraig Lujan of Honeywell watching the final table at the NSA Scholarship Fundraiser event.



NSA Youth Scholarship Fundraiser Poker Party winners third place Kris Cuva-Scheible of Honeywell, second place Bob Sulliman of Alarmco, NSA President-elect Greg Simmons and first place Winner, Dave Argier.

TEXAS BURGLAR & FIRE ALARM ASSOCIATION



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Surprise Alarm Ordinance in Arizona

The new ordinance in Surprise, AZ took effect May 1, 2014. The ordinance is available at www.surpriseaz.gov. For questions please contact Duane Fletcher at 623-222-4282 or email questions to duane.fletcher@surpriseaz.gov or harold.brady@surpriseaz.gov.

ARIZONA 2014 MEETINGS

Dec. 11Annual Holiday Party Tucson

For information on meetings, please contact the Arizona Alarm Association at 480-831-1318 or susan@azalarms.org.

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

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

OBFAA Membership

If you are not a member of your state's alarm association, join now. We can only make a greater impact, with greater numbers, and your involvement is vital to the growth of your local association and the industry as a whole.

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

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

WBFAA UATC Apprentice Class Set for January

The WBFAA UATC Spring 2015 first semester apprentice course will begin January 2015. Call the WBFAA UATC at 800-809-0280. Class is open to employees of member companies who have an apprentice registered with the State of California.

CERTIFICATION – FIRE/LIFE SAFETY TECHNICIAN - RENEWAL

For Fire/Life Safety Technicians with 4,000 hours of work experience, the state law requires them to be certified by passing the state exam. The renewal application is posted at www.dir.ca.gov/das and the state does not send out reminders. For information on the Electrician Certification Program visit www.dir.ca.gov/das and follow the links.

The WBFAA UATC has certification prep material available to member companies of the WBFAA UATC. If you are a member and would like the material, please contact the WBFAA UATC at 800-809-0280 or email info@wbfaa.net.

CSLB Enforces Zero Tolerance

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

WBFAA UATC Offers Online Continuing Education

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


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ESA Member Buying Program

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

Security America Risk Retention Group

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

NTS Expands Online Courses

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

Electronic Security Association SECURE+ Initiative

The Electronic Security Association (ESA) web presence helps consumers find the most qualified and trustworthy professionals for their home safety and automation needs. The website, www.SecurePlusweb.org showcases ESA member companies who have joined the SECURE+ Initiative. These companies install security systems, along with lifestyle-enhancing features, such as remote control of lighting, air conditioning and heating, making their customers' lives not only safer, but simpler,

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CAA CALENDAR 2014 - 2015

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

DECEMBER 2014

2.....SDSA Holiday Bash.....San Diego
4.....SAAA Holiday Party.....Sacramento
4.....GLASAA Holiday Party.....Los Angeles
10-13.....CAA Winter Convention.....San Francisco
11.....CAFAA Meeting.....San Diego

JANUARY 2015

8.....GVAA General Meeting.....Manteca
13.....MCAA General Meeting.....Fresno
13.....EBAA General Meeting.....Richmond
13.....WAESA Western Lunch Meeting.....Seattle, WA
15.....WAESA Eastern Lunch Meeting.....Timberline, WA
21.....RAA General Meeting.....Windsor
21.....OCAA General Meeting.....Anaheim
21.....SVAA General Meeting.....Santa Clara

FEBRUARY

10.....WAESA Western Lunch Meeting.....Seattle, WA
11.....GGAA General Meeting.....San Francisco
17.....GLASAA General Meeting.....Los Angeles
19.....SAAA Police Forum.....Sacramento
24.....SDSA General Meeting.....San Diego

MARCH

10.....WAESA Western Lunch Meeting.....Seattle, WA
18.....OCAA General Meeting.....Orange
27.....IEAA General Meeting.....Riverside

APRIL

2.....GLASAA General Meeting.....Los Angeles
9.....SAAA CCTV Forum.....Sacramento
9.....GVAA General Meeting.....Manteca
14.....WAESA Eastern Lunch Meeting.....Seattle, WA
21.....MCAA General Meeting.....Fresno
22.....SVAA General Meeting.....Santa Clara

MAY

14.....GGAA General Meeting.....San Francisco
19.....SDSA General Meeting.....San Diego
20.....RAA General Meeting.....Windsor
20.....OCAA General Meeting.....Orange
TBD.....WAESA Annual Meeting.....Seattle, WA
TBD.....IEAA Poker Tournament.....Riverside

JUNE

16.....GLASAA General Meeting.....Los Angeles
18.....SAAA River Boat Cruise.....Sacramento
TBD.....OCAA General Meeting.....Orange

JULY

9.....GVAA General Meeting.....Manteca
22.....SVAA General Meeting.....Santa Clara

AUGUST

11.....MCAA General Meeting.....Fresno
13.....GGAA General Meeting.....San Francisco
18.....GLASAA General Meeting.....Los Angeles
20.....SAAA Industry Trends.....Sacramento
27.....SDSA Day at the Races.....Del Mar

SEPTEMBER

16.....OCAA General Meeting.....Orange
17.....SDSA General Meeting.....San Diego
TBD.....IEAA General Meeting.....Riverside

OCTOBER

8.....GVAA General Meeting.....Manteca
15.....SAAA Fire Forum.....
16.....GLASAA General Meeting.....Los Angeles
21.....SVAA General Meeting.....Santa Clara
21.....RAA General Meeting.....Windsor

NOVEMBER

12.....GGAA General Meeting.....San Francisco
17.....MCAA General Meeting.....Fresno
18.....OCAA General Meeting.....Orange
TBD.....IEAA Charity Tree of Life.....Riverside

DECEMBER

16.....SDSA Holiday Party.....San Diego
17.....GLASAA General Meeting.....Los Angeles
17.....SAAA Holiday Party.....Sacramento

2015 EVENTS

January 29-31CAFAA Annual Conference, Palm Springs
February 8-11.....Leadership Summit
March 25.....CAA Day at the California State Capitol
April 14.....AIREF Golf Classic
April 15.....ESA YSP West
April 15-17ISC West 2015, Sands Expo Las Vegas
May 4 -5ESA on Capitol Hill
June 22-26ESX Baltimore

CAA CONVENTIONS

2014 December 10-13.....San Francisco Parc 55
2015 May 13-16.....Palm Springs Hilton
2015 December 9-12.....Wyndham Parc 55 San Francisco
2016 April 27-30.....Palm Springs Hilton
2017 May 3-6.....Palm Springs Hilton

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



CONTACT THE CAA
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