

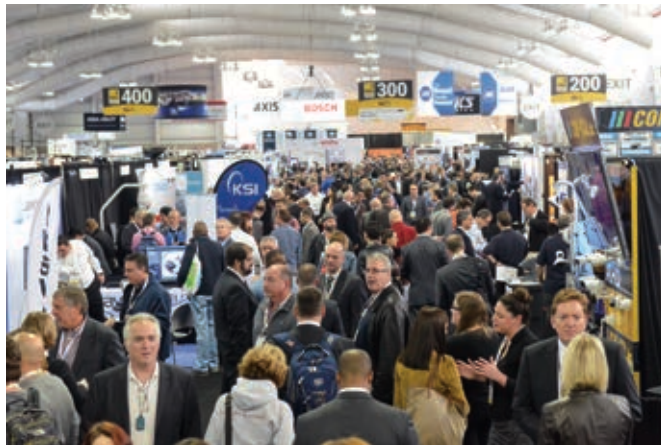
# THE MIRROR

PUBLISHED BY THE CAA FOR THE WESTERN STATES SECURITY ALLIANCE  
VOLUME XXIV, NUMBER 12 — DECEMBER 2015

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



## ISC East Grows Attendance



*ISC East 2015, sponsored by the Security Industry Association (SIA), delivered a solid audience of security professionals with an 8% increase in attendance and a sold out show floor. ISC East offered the security industry more than 210 exhibitors, 18 SIA Education@ISC education classes and the largest Featured Product Showcase all in one location at the Javits Center.*



*Mid Cal Alarm Association donated \$1,700 to the City of Parlier Police Department in support of the City of Parlier Police Department K-9 Unit.*

"This year's ISC East was outstanding," said Ed Seval, Senior Vice President, ISC Events. "The Show floor was 3,000 sq.ft. larger than last year, the attendance increased by 8% and the SIA education classes were informative and valuable. ISC East sponsored by SIA is moving in the right direction. We thank the entire industry along with SIA for their great support."



The SIA Education@ISC education series presented complimentary classes on hot topics such as wearable cameras, scalable storage, open space video surveillance, campus security, why IoT matters and the smart home market.

"Gem Electronics developed 3 New HD 1080p Product Lines this year. These products are absolutely necessary to achieve perfect performance on the New HD-TVI, CVI and AHD security systems. ISC East proved to be the Undisputed BEST Show that we have attended all year to introduce these products to marketplace," said Bill Pitcher, Gem Electronics.

In addition to the products and exhibitors, ISC East offered attendees the chance to swing a club at their favorite golf course in the Golf Simulator sponsored by OneRoof, Ganz Security, ZKAccess and Connectwise. On Thursday, November 19 attendees and exhibitors had the chance to meet baseball great Darryl Strawberry, sponsored by Rapid Response.

Next year ISC East will be held November 16-17, 2016 at the Javits Center. For more information or to register, visit [www.isceast.com](http://www.isceast.com).



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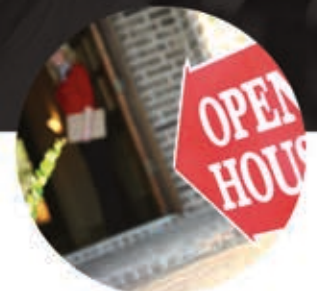
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**Editorial:** Copy is due the 10th of the month preceding  
publication. **Advertising:** Space reservations due the 10th and  
copy due the 15th of the month preceding publication.

For Editorial and Advertising information, contact:

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# PRESIDENT'S MESSAGE

So here we are at the end of 2015 and it never ceases to amaze me how fast a year can go by! We started the year sharing that our focus would be on relevancy and inclusiveness and I thank all of you for your contributions, participation and support that have helped us accomplish these directions. We heard your voices and wanted to ensure we brought relevant content to our conventions focused on making a difference to your companies and our industry. We wanted to ensure our committees were aligned with what was relevant across the security industry to ensure we were on top of legislative issues, ordinances and overall directions within an industry that is converging with like industries.



by Cathy Rempel

We also wanted to ensure, based on converging industries, that we were inclusive not only to those within the alarm industry but also across other professions including integrators, IT professionals, public safety and those working with emerging security technologies.

Thanks to all of your work, I believe great strides were accomplished in all of these areas. Our committee chairs all did amazing jobs taking their commitments very seriously and moving each area forward. Our regional presidents were outstanding bringing in new, relevant and top of mind topics from new speakers and veterans both within and outside the industry.

Our board and executive group were outstanding in making sure the CAA continues to move forward and be on the leading edge of this industry. All of you who participated on CAA chapter boards in your local areas, attended meetings, volunteered for tasks and participated in one of the committees made a difference!

One group I would like to bring special attention and appreciation to is our executive office lead by Jerry Lenander. Through the tireless work from Jerry and all of his team, we accomplished record breaking attendance at our summer convention, are positioned to have record attendance and revenues from our winter convention, and enhanced visibility to our association and industry.

As we pause at the end of the year to spend time with our families and friends celebrating the holidays, know that each of you has much to be proud of for the accomplishments of the organization and industry throughout 2015. Whether a newcomer to CAA or a seasoned veteran, your contributions have not gone unnoticed and we thank you for your support of this industry.

Enjoy the holidays and we look forward to continuing our focus with the implementation of the "Transformational Leadership Platform" throughout 2016 where we will continue to be inspired by our heritage and dedicated to our future.

Sincerely,

Cathy Rempel





By Harvey Eisenstadt

## ASSOCIATES CORNER

### You Are The Difference Past, Present And Future

As 2015 draws to a close and we look back, clearly no one will dispute a year of exciting transformations within our industry. Unprecedented mergers and acquisitions and cutting edge technology are just a sampling of what we have witnessed and endured. Like it or not, we are an industry on the move, and moving forward at a pace exceeding any we have previously experienced. Our enterprising leaders must be prepared to reshape their thinking to be responsive to the ever changing

challenges and new demands that will continue to surface in the coming years.

The leadership in your Association not only represents your company, but more importantly represents the strategies that will pave the way for you to implement your programs and achieve success as you face these dynamic challenges. Your Association must be prepared, and resourced, to face these myriads of challenges that continually make appearances as we travel together towards a successful future.

With your administration poised to lead you in the year 2016, sitting on a solid foundation structured by the current administration and its predecessors, the link that unites these entities is you, the rank and file membership. Your support, your participation, your recognition that in numbers there is strength, is the magic to the formula for continuing this successful path in the years to come.

You can easily detect that the common denominator for continued success is found in the word "strength." Successful results are achieved as a result of strength of the membership, strength of the commitment, strength of a unified response and strength of leadership. Yes, the keyword here is strength and this philosophical significance is paramount to the success of your Association. Worth repeating is the axiom, "in numbers there is strength." Also worth repeating is "in membership there is strength," and as membership increases your Association becomes stronger and more effective to function successfully.

Although membership clearly provides the strength for the Association to be an effective voice for you, the member, it is incumbent upon you to participate in the many activities of the Association that provides the vehicle for you to grow professionally and successfully. You, the alarm dealer and associate member, have an obligation to your industry and your own growth to take advantage of these vehicles and participate in one or more of the many activities and committees within your Association.

You must always remember that the strength of your membership provides your Association with the strong voice necessary to address legislation and ordinances at the local, state and national levels as well as providing the many other benefits of membership including licensing regulations, insurance, legal counsel, public relations, education and more.

For those of you who are members of your Association, I congratulate you for your support that has enabled your Association to function on your behalf in monitoring the activities of your industry. To those who have not yet activated membership in your Association, I ask that you make it your resolution for the New Year to strengthen the support of your industry with your membership. Remember the wisdom of Henry Ford: "If everyone is moving forward together, success will follow."

On behalf of all of the members, both dealer and associates throughout the country, I want to extend my Very Best Wishes to you and your families for a Happy and Healthy Holiday Season and a Safe and Prosperous New Year.

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



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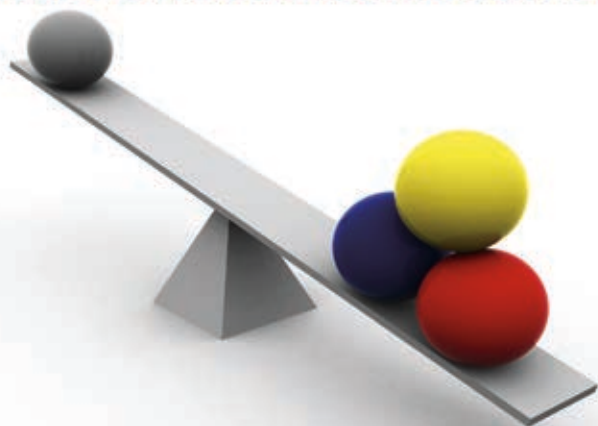
    

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# LEGISLATIVE WATCH

**\*PAC ALERT\***

# \$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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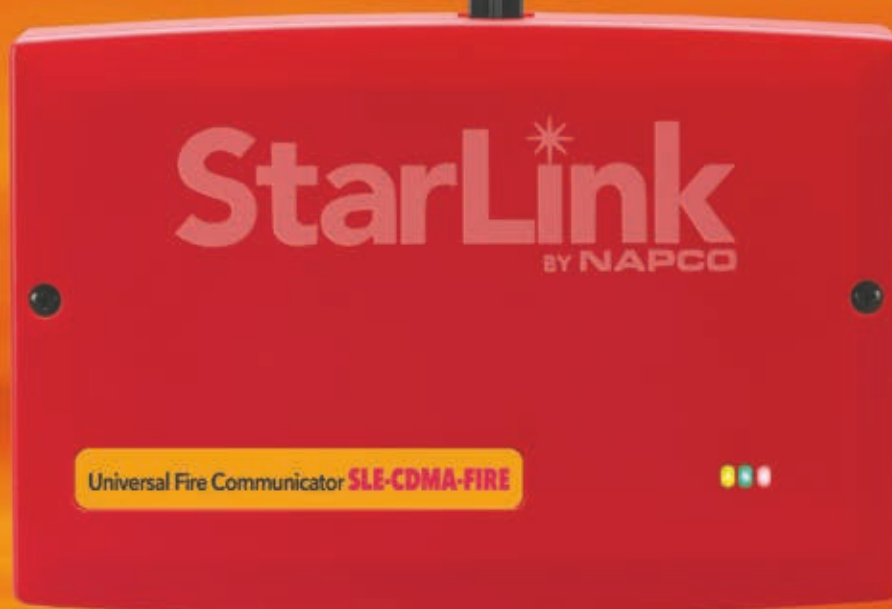


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**TYCO SECURITY PRODUCTS** announced the release of version 6.04 of Kantech's EntraPass security management system featuring a redesign of the EntraPass Go mobile app that streamlines security tasks to bring together door controls, live video and intrusion on a single, simple-to-manage home screen. "EntraPass 6.04 is a highly capable integration platform that allows users to put together a total integrated solution that operates from a mobile, web or traditional client," said Rajeev Dubey, senior product manager Tyco Security Products, Kantech. For more information, visit [www.kantech.com](http://www.kantech.com).

**FIRE-LITE ALARMS** announced the addition of a new wireless relay module to their SWIFT® line of devices as part of version 2.0. The SWIFT relay module expands wireless application opportunities to include the ability to activate a remote power supply and NAC expander, conduct elevator recall or power shutdown, trigger door



holders, fan shutdown or damper control. Eliminating wires saves time and money on installation. A single relay module may be used to activate one output device or two relay modules can be used in parallel to activate multiple devices. The SWIFT relay module operates across our Class A, mesh network using 4 CR123A batteries for power and provides the same contact ratings as its wired counterpart as referenced in the device installation and maintenance instructions. For more information, visit [www.firelite.com](http://www.firelite.com).

**XTRALIS** released an upgrade to its XOa security operating system which enables ADPRO iFT NVR+ systems to double the number of video and analytics channels deployed without any hardware upgrade or added cost. "American Security uses ADPRO solutions to deliver the very best security for the greatest, but toughest, place in the world for security - the New York metropoli-

tan area," commented Sean O'Neill, CEO of American Security. "Our Video Doorman solution is deployed on the ADPRO iFT and provides excellent loitering protection in many high-rise residential buildings across the area. Adding additional video and analytics channels at no cost is a real value to us. We can provide better security while lowering our costs per channel and pass that value onto customers," O'Neill added. The XOa Performance+ Pack also offers support for 6TB hard disk drives, effectively doubling the capacity of an iFT to record video for forensic purposes. For more information, visit [www.xtralis.com/XOa](http://www.xtralis.com/XOa).

**STANLEY SECURITY** acquired wholesale monitoring company SentryNet resulting in new programs for SentryNet's dealer base. "Around the beginning of 2015, we started in conversations with SentryNet about the acquisition. Over that time, we worked with them and closed the acquisition on Aug. 3," Julie Beach, Stanley VP sales and marketing told Security Systems News. "Through that acquisition we acquired alarm monitoring services for approximately 650 independent alarm dealers." Beach said that the company wanted to finalize its new offerings to SentryNet dealers before making a formal announcement of the acquisition. Stanley and SentryNet are working together, creating new programs for SentryNet's dealers, Beach said, such as one that gives dealers access to marketing materials, such as yard signs or trade show materials. For more information, visit [www.sentrynet.com](http://www.sentrynet.com).

**LOCKED UP SECURITY INC. (LMS)** is now offering its LMS wireless intruder security system solutions in the U.S. and Canada. The LMS systems will meet the needs of the next generation of alarm monitoring, with video and audio verification for both indoor and outdoor applications. With LMS's robust and proven wireless technology, users can cover sites without wires up to a one-mile range and with up to eight-year battery life. "Dealers offering residential, business or commercial security systems will recognize that the plug-and-play LMS solution fills a gap in their service offerings," said Mike Streeter, vice president of LMS. "No other program offers the unique combination of one-mile range, highly reliable RF video-burst transmission, proven detection and camera technologies, and quick and easy installations, with the best 24/7 monitoring diagnostics. The LMS Cloud and Remote Tool Kit also provides the security professional with the power to manage customers from anywhere in the world, while giving the customer full App control of their property." For more information, visit [www.lmsshield.com](http://www.lmsshield.com).



**DIGIFORT** has just recorded yet another important project carried out in the city of Las Vegas (USA), inside the car plant of Shelby American, a division of Carroll Shelby International. Considered the main independent vehicle company in American territory, it focuses its operation in automotive products that provide new driving experiences. The first phase of the project included approximately forty 5-megapixel cameras with IP technology and 360-degree rotation operating on a single server, equipped with the Digifort Enterprise 7.0 version. After the success of the initial stage, the second part of the deployment includes the Digifort Analytics modules (Intelligent Video Analysis) and Digifort LPR (License Plate Reading). "The Analytics will be used at the plant's museum to monitor the perimeter around the vehicles on display, while the LPR

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*Associates News, continued on page 12*



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## ASSOCIATES NEWS, continued

will monitor the vehicles on the production line or undergoing maintenance”, explains Arie Hornreich, vice president of business development of Digifort in North America. For more information, visit [www.digifort.com](http://www.digifort.com).

**ALTRONIX** announced that Adam Belkowitz has joined the organization as Western Regional Sales Manager. Previously, Belkowitz has been instrumental in promoting Altronix products in California as a sales representative with Somerville Security Associates, Inc. (SSAI), a longstanding Altronix business partner. “Adam is a successful, experienced professional with a great understanding of technology and products related to systems integration,” said Alan Forman, President, Altronix. “We are excited to have Adam join the Altronix team to support our expanding technology portfolio.” Belkowitz is a graduate of the California Maritime Academy, where he studied International Maritime Affairs. Since joining the industry, Adam has been active with the California Alarm Association (CAA) and has supported various organizations in the security and life safety industry. For more information, visit [www.altronix.com](http://www.altronix.com).



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# INDUSTRY NEWS



*San Leandro Chief Sandra Spagnoli, CHP Commissioner Joe Farrow, Los Angeles Sheriff Jim McDonnell and Sacramento Sheriff Scott Jones at the California Peace Officers Association annual conference in Long Beach.*



*"RenEarl Class" is from the Texas Department of Public Safety license update by RenEarl Bowie, Assistant Director Texas DPS at the TBFAA Annual Convention.*

The California Peace Officer's Association held their annual conference in conjunction with COPSWEST in Long Beach CA. The highlights of this conference began with an open forum, a "View from the Top" discussion for attendees with San Leandro Police Chief Sandra Spagnoli, California Highway Patrol Commissioner Joe Farrow, Los Angeles Sheriff Jim McDonnell & Sacramento Sheriff Scott Jones. They were followed by focus workshops on leadership and training including "Procedural Justice"; the new way of policing in communities that was created by two Yale University Professors for Chicago Police in 2012. The four core principles of Procedural Justice and Legitimacy are:

- Giving others a Voice (Listening);
- Neutrality in decision making;
- Respectful treatment; and
- Trustworthiness.

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**Victoria Ferro**  
President



MKS announced Deanna Blair has joined MKS as Vice President of Business Development. Deanna can be reached at 888-642-7653 or [dblair@microkey.com](mailto:dblair@microkey.com). For more information, visit [www.microkey.com](http://www.microkey.com).







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# Where in the World Is THE MIRROR?

Are you travelling with THE MIRROR? Paris? London? Chicago?  
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Keith Baird, Matt Westphal, Jon Sargent and Eric Taylor found snow in Yosemite with THE MIRROR.



Eric Taylor of Bay Alarm, Jon Sargent of Tyco, Matt Westphal of Bay Alarm & Keith Baird of Honeywell warm up at the Ahwahnee hotel fireplace during the MCAA General Meeting.

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## THE MIRROR IN CHINA

Richard Chase of Global Security Industry Alliance, Richard Jimenez of IE Alarms and Sylvia Jimenez SDSA & IEAA Executive Director with THE MIRROR in China.



Richard Chase of Global Security Industry Alliance, President Asian Professional Security Association Shiv Yadav, Managing Director of Vantage Integrated Security Solutions Parmod Verma, Sylvia Jimenez SDSA & IEAA Executive Director and Richard Jimenez of IE Alarms with THE MIRROR.



Richard Jimenez of IE Alarms, Sylvia Jimenez SDSA & IEAA Executive Director and Richard Chase of Global Security Industry Alliance pause for a photo with the show guards and THE MIRROR.

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# Industry News



**The International Association of Chiefs of Police (IACP) held their 122nd annual conference in Chicago.**

*Chief Tom Sweeney of SIAC, FBI Agent (ret) Bob Pense of SIAC, Chris Heaton of ESA, Kevin Lehan of IESA & Jon Sargent of Tyco with THE MIRROR at the alarm industry reception.*



*SIAC at IACP PSLC in Chicago represented by Chief Glen Mowrey, Chief Steve Keefer, Jon Sargent and Stan Martin with THE MIRROR.*



*Mark Marshall, Jon Sargent, Bill Berger and Joe Estey at the International Association of Chiefs of Police annual conference.*



*Jon Sargent of Tyco, Bob Bonifas of ADS Security Services LLC, Chief Chuck Brobeck, CSAA Executive Director Jay Hauhn, Stan Martin and Ron Hawkins of SIAC at IACP with THE MIRROR.*





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*BSIS and state technicians workers with the new BreEZe computer program and THE MIRROR.*

## Bureau of Security & Investigative Services (BSIS)

On behalf of the California alarm industry Jon Sargent, Mike Salk & Rich Whitlock met with BSIS Chief Laura Alarcon and the California Department of Affairs' Director Awet Kidane to examine the brand new California Department of Consumer Affairs' state licensing & enforcement computer system known as "BreEZe". The new BreEZe system will handle many functions; it will allow individuals to apply online for required BSIS Alarm Company Agent registrations, allow all existing BSIS registrants to easily renew their registrations / licenses online, and allow payment of various fees online with a credit card in a secure environment. The transition to the new system will take place in January 2016, making the required state licensing process much simpler, faster, and accurate for all alarm companies and employees. Chief Alarcon will discuss the new system with the Alarm Industry at the December CAA convention in San Francisco.



*Jon Sargent of Tyco, Director of Consumer Affairs Awet Kidane, BSIS Chief Laura Alarcon, Mike Salk of Reed Brothers Security and Rich Whitlock of Safe Side Security with THE MIRROR.*

## ATTENTION NEW APPLICANTS AND RENEWING LICENSEES

The California Bureau of Security & Investigative Service is scheduled to transition to the Department of Consumer's Affairs BreEZe licensing and enforcement system in January 2016. The transition to the new system will require a temporary shutdown of all Bureau licensing and complaint intake processes for several business days, and

could result in delays in processing initial license applications, license renewals, and updating license information such as name and address changes.

Individuals seeking a new license from BSIS can apply after January 2016. The BreEZe system will, among other things, allow individuals to apply for BSIS licenses online, BSIS licensees to renew their licenses online, and allow payment of various fees online with a credit card in a secure environment. For information visit [www.bsis.ca.gov](http://www.bsis.ca.gov).

### BSIS Address and Telephone Numbers

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

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

Main Number: ..... 916/322-4000

Toll Free Number: ..... 800/952-5210

Licensing Fax Number: ..... 916/575-7290

Enforcement Fax Number: ..... 916/575-7289

Email: ..... [bsis@dca.ca.gov](mailto:bsis@dca.ca.gov)

Web Homepage: ..... [www.dca.ca.gov/bsis](http://www.dca.ca.gov/bsis)



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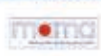
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# Understanding Redefined Alarm Verification

Stan Martin, Executive Director, SIAC

Our friends and partners in law enforcement have come to us with a request to redefine and clarify how the word “verification” is applied when communicating and/or requesting a law enforcement dispatch. Our terminology which seemed simple and clear to us for many decades has long been confusing to many of their members and their leadership. It didn’t take me long to see their point of view and agree that it is time to make a change. So, let me explain it as I see it....



The word verification has a tortuous past in the arena of alarm management, false alarms, unnecessary dispatches to alarm systems. Most widely used applications:

1) The original single call to the location of an alarm activation - considered by

the industry as “Call Verification” defined as means an attempt by the monitoring company, or its representative, to contact the alarm site and/or alarm user by telephone and/or other electronic means, whether or not actual contact with a person is made, to attempt to determine whether an alarm signal is valid before requesting law enforcement dispatch

2) ECV - Enhanced Call Verification or referred to as 2-Call Verification - we take the above definition and add this second part: as a minimum that a second call be made to a different number if the first attempt fails to reach an alarm user who can properly identify themselves to attempt to determine whether an alarm signal is valid before requesting law enforcement dispatch.

These terms we created and defined are well established and as an industry we’ve been satisfied with their use as intended.

However, some in law enforcement had a problem with our definition and our ability to screen out unnecessary dispatches. This resulted in a new procedure and term called “Verified Response” - requiring “confirmation” or “verification” that an actual crime had been committed or was “in progress” BEFORE a dispatch would be processed. How that was accomplished was and still is subject to debate and not the focus of this article. However, their use of the term “verify” or “verification” is significant to this discussion.

Our differences with the definition and application of the word “verification” was exacerbated in recent months as our industry (through PPVAR) worked on guidelines and standards for determining the protocols to implement “Priority Dispatch” recommendations. As a result of that productive and cooperative effort a recommendation that originated with law enforcement was placed on the table for consideration. That the revised standard would clearly define the use of “verified or verification” when used in communications to 911 centers to mean an “highly probable crime in progress” or “Actual crime in progress.” This would mean ending the traditional use of the terms Enhanced Call Verification and 2-Call verification.

Let’s take a moment and look how the dictionary defines “Verification”: evidence that establishes or confirms the accuracy or truth of something; a formal assertion of the truth of something; the process of research, examination, etc., required to prove or establish authenticity or validity.

In reality, ECV or 2-call verification was an attempt to ascertain or screen out invalid alarm dispatches by calling the customer to see if there was a reason or situation that created the alarm condition other than actual criminal activity. Rarely do we confirm or verify a crime in progress. Statistically we know the high probability (80% or more) the customer is aware they have done something to cause that alarm, that’s really what we’re trying to determine so we don’t needlessly dispatch law enforcement.

If there wasn’t enough confusion already the industry found yet another use for this word when we began promoting remotely monitored video signals? Now we were throwing yet one more definition of verify by calling these alarms “video verification”. And let’s not forget “audio” or “Listen-in” verification.

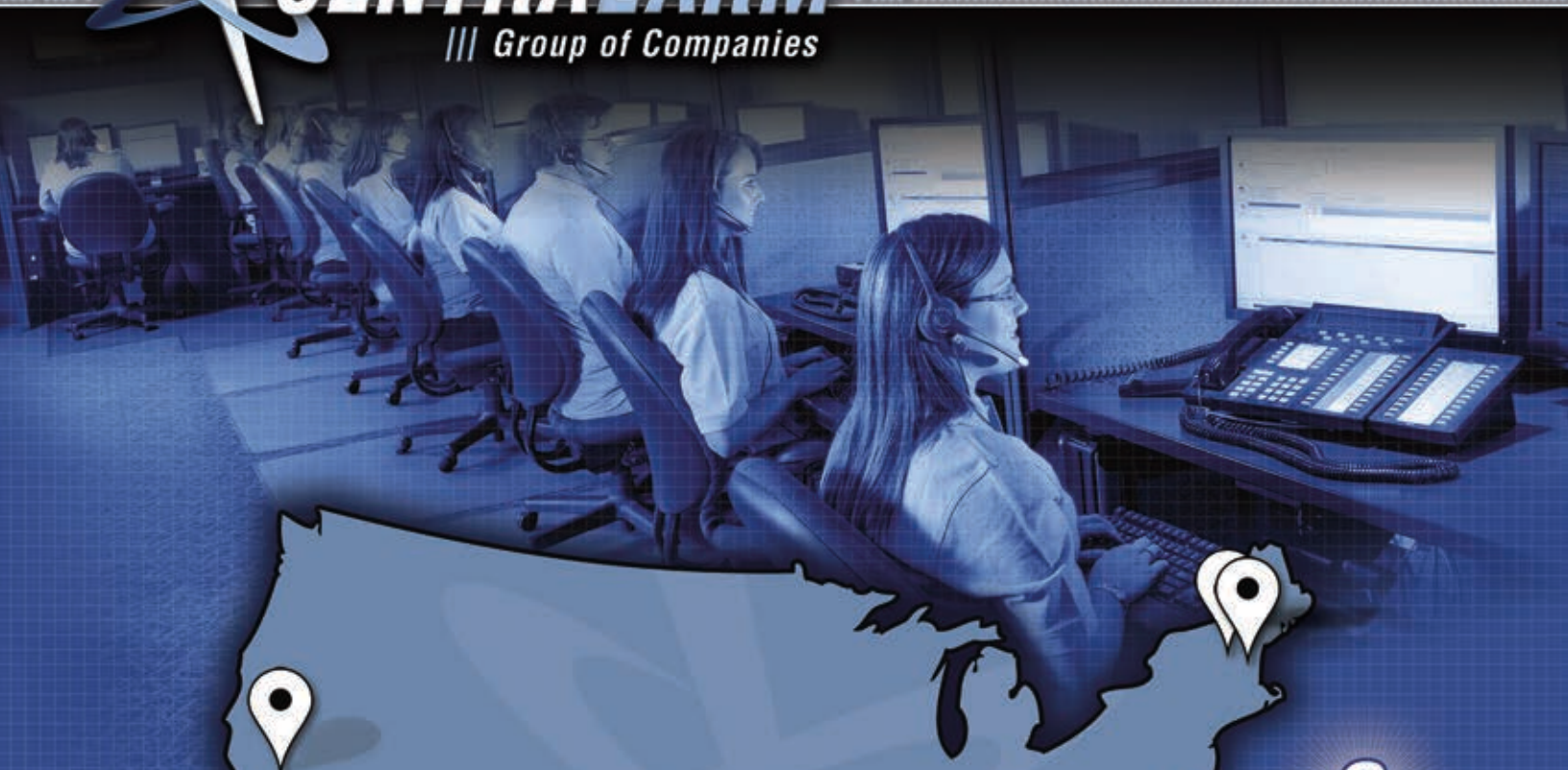
Think about it, law enforcement doesn’t care about our terminology or methodology as it applies to screening alarm signals as long as we do the job well. But they very much care about terminology when we call them for a dispatch, especially when determining the priority for that call. There can be no confusion, the communication must be crystal clear and this simply means if we use the term “verified or verification” for a dispatch request it must mean a “crime in progress” or “highly probability of a crime in progress” which should typically result in the call being assigned a higher priority, subject to individual department guidelines.

You may be thinking if ECV or 2-call verification terminology is out, what will we call it? We’re moving towards substituting the word “confirmation” or maybe “2-call pre-dispatch confirmation” If you have an idea send it to me [stan@siacinc.org](mailto:stan@siacinc.org).

Over the last two decades our relationship with the law enforcement leadership has vastly improved. With this improved relationship we are able to have open and honest conversations and as part of this they want us to come to an agreement on what verification is. We have an obligation to our customers and our partners in public safety to support this change they have requested. It makes sense and it is long overdue. Let’s embrace the change enthusiastically! I believe we will see law enforcement adjust priority dispatch decisions which will result in quicker response to customer alarms, resulting in more apprehensions - a win-win-win for all parties...that is all except for the bad guys!







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THE MIRROR

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DECEMBER 2015





## ORANGE COUNTY ALARM ASSOCIATION

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*Capt. Travis Whitman of Garden Grove PD, Joe Petrillo of SDS Alarms, Kurt Wallace, Communications Manager of Anaheim PD and Chief John Incontro of San Marino PD at the OCAA General Meeting.*

### CITY OF IRVINE PERMITS

The City of Irvine requires all alarm users to register their systems with a no fee permit. Alarm users may obtain an alarm permit application at the Irvine Police department website at [www.irvinepd.org](http://www.irvinepd.org). The City also offers quarterly Alarm Awareness Classes to help defray the cost of false alarm fines. For more information about 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.

For information contact:

Cristine Gaiennie  
Regulatory Affairs Supervisor  
Irvine Police Department  
949-724-7066  
[cgaiennie@cityofirvine.org](mailto:cgaiennie@cityofirvine.org)

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

### 2016 OCAA MEETINGS

- ♦ January 20 ..... OCAA General Meeting ..... Anaheim
- ♦ March 16 ..... OCAA General Meeting ..... Anaheim
- ♦ May TBD ..... OCAA Golf Tournament ..... Anaheim
- ♦ September 21 . OCAA General Meeting ..... Anaheim
- ♦ November 16 .. OCAA General Meeting ..... Anaheim



## EAST BAY ALARM ASSOCIATION

Mike Salk, President

### 2016 EBAA MEETINGS

- ♦ January 19..... EBAA General Meeting.....Richmond
- ♦ March 8 ..... EBAA General Meeting.....Richmond
- ♦ May 10 ..... EBAA General Meeting.....Richmond
- ♦ July 12 ..... EBAA General Meeting.....Richmond
- ♦ September 13.. EBAA General Meeting.....Richmond
- ♦ November 8 .... 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](mailto:info@caaonline.org).

The following were elected to serve on the 2016 EBAA Board of Directors:

Mike Salk - Reed Brothers  
Amy Roither - Detect All  
Larry St. John - Eclipse Insurance  
Tim Westphal - Bay Alarm  
Stan Hellman - PSR  
Ben Martinez – Grand Central Station  
/All Guard  
George Stewart – ADT LLC  
Ron Lenz – WESCO/CSC

*George Stewart of ADT, Jon Sargent of Tyco, Dorsie Mosher of Davis Mergers & Acquisitions, Larry St. John of Eclipse Insurance, Stan Hellman of PSR, Amy Roither of Detect All and Ben Martinez of Grand Central Station with THE MIRROR at the EBAA General Meeting.*



*Dorsie Mosher, Sr. Partner with Davis Mergers & Acquisitions Group was the guest speaker at the EBAA November meeting in Richmond, CA.*





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# GLASAA

Greater Los Angeles Security Alarm Association

Bill Collins

Fall is my favorite time of year. I welcome the crisp cool days and longer nights. We are just a week away from Thanksgiving as I write this and less than a month away from our annual CAA Winter Convention in San Francisco.

Thanksgiving is my favorite holiday. It's a 5 F holiday, family, friends, fun, food and football. What more can a guy ask for? I hope that all of you have a safe and blessed Holiday season. In keeping with the Thanksgiving theme I have some thanks to offer.

This is my last President's message as my term has come to an end. My two years as GLASAA President has flown by quickly. I like to think I made a difference but that is for all of you to judge. I can say that I leave the GLASAA coffers in very good shape and it looks like we may have some new folks stepping up to join the board and that makes me thankful, so for the last time from me, our organization is only as strong as its members. Volunteer, participate, walk the walk.

I would like to thank Dave Michel who as our immediate Past President was a great consigliere for me. I hope I can do as well for our incoming President, Tom Rankin.

Thanks and gratitude to Jeanne Michel, Mark Sepulveda, Tom Rankin, Tim Contraman, Bob Jennison and Brett Henderson for serving on the board during my tenure, you all made a difference.

To fellow Association President Rich Whitlock for always being a sounding board thanks Rich.

To all of my friends who come out and support the GLASAA Golf Tournament year after year, muchas gracias.

To Jerry Lenander and his staff, always a pleasure, thank you.

See you all in San Francisco.

Bill Collins

## GLASAA MEETINGS 2015

♦ December 17 ... GLASAA General Meeting..... Los Angeles

## GLASAA MEETINGS 2016

♦ February 16 ..... GLASAA General Meeting..... Los Angeles

♦ April 19..... GLASAA General Meeting..... Los Angeles

♦ June 21 ..... GLASAA General Meeting..... Los Angeles

♦ August 16 ..... GLASAA Summer Outing..... Los Angeles

♦ October 6..... GLASAA Golf Classic..... Los Angeles

♦ December 13 ... GLASAA Holiday Party..... Los Angeles

## GLASAA Meetings and Events

Please visit our website at [www.glasaa.org](http://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](http://www.glasaa.org) if you would like to contribute by serving on a committee.



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## MID-CAL

Alarm  
Association



**MID CAL ALARM ASSOCIATION**



Mid Cal Alarm Association donated to help purchase K9 Officer for the City of Parlier Police Department.

## 2016 MID CAL MEETINGS

♦ February 17 ..... MCAA General Meeting ..... Fresno

♦ April 18..... MCAA Golf Tournament ..... Fresno

♦ June 1 ..... MCAA General Meeting ..... Fresno

♦ September 14 .. MCAA General Meeting ..... Fresno

♦ November 7 ... MCAA Golf Tournament (tentative) ..... Fresno



Mike Matson of Matson Alarm presented a \$5,000 check to Margaret Mims for the Sheriff's Foundation at the 6th Annual Sheriff's Foundation Crab Feed.





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## GOLDEN GATE ALARM ASSOCIATION

Gary Lowndes, President | (650) 722-3044 | glowndes@rfi.com

### 2016 GGAA MEETINGS

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



## 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.

### 2016 IEAA MEETINGS

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.



Riverside Police Department Lt Charles Payne, Dave Michel of Valley Alarm, Bill Collins of Stanley Security and Richard Jimenez of IE Alarms at the IEAA Tree of Life Meeting with THE MIRROR.

## SAN DIEGO SECURITY ASSOCIATION

## SAN DIEGO SECURITY ASSOCIATION

Sean Hamm, President

### 2015 SDSA MEETINGS

♦ Dec. 15 ... SDSA Holiday Bash ....Tom Ham's Lighthouse, San Diego

### 2016 SDSA MEETINGS

♦ February 23 ..... SDSA General Meeting .....San Diego

♦ May 17 ..... SDSA General Meeting .....San Diego

♦ August 25 (tent.) .... SDSA Day at the Races.....Del Mar

♦ September 20..... SDSA General Meeting .....San Diego

♦ December 14 ..... SDSA Holiday Bash.....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 hgongalezreed@pd.sandiego.gov. If you have any questions, please contact Hilda Gonzalez Reed at hgongalezreed@pd.sandiego.gov or 619-531-2247.

Visit our website: [www.sandiegosecurityassociation.org](http://www.sandiegosecurityassociation.org)



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 2016 MEETING

♦ January 12..... SVAA General Meeting .....Santa Clara

♦ April 20 ..... SVAA General Meeting .....Santa Clara

♦ July 20..... SVAA General Meeting .....Santa Clara

♦ October 19 ..... 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.



## GREATER VALLEY ALARM ASSOCIATION

Joe Castro, President

### 2016 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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[www.sacalarm.org](http://www.sacalarm.org)

### Holiday Party, Awards and Election of Officers

We are just days away from the S.A.A.A.'s election of 2016 Officers. Our elections will be held on December 17 at our Holiday party located at the Holiday Inn on J Street. This is a time to give recognition to some key members, honor the Board Members, and elect some new ones.

You are Cordially Invited to the Sacramento Area Alarm Association's 2015 Annual Holiday Event

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 17th

Cocktails from 6:00pm - 7:00pm

Dinner, Awards and Elections from 7:00 –

Cost: Member tickets are \$35.00 each

Non Member tickets are \$40.00 each

No charge for Public Safety Officers who attend

### 2016 S.A.A.A. Election of Officers

Sacramento Area Alarm Association Officers Nominees are:

President..... Leanne Boger ..... Burgarello Alarm

Vice President.. Andrew Young .... Safe Side Security, Inc.

Treasurer..... Tauni Wallace ..... ProfessionalSalesRepresentatives

Secretary..... Kassie McGehee Hue & Cry Security, Inc.

Sgt of Arms ..... Tim Tracy ..... Honeywell Security

Officer at Large Dawn Smith ..... Total Monitoring Services

Past Presiden... Rich Whitlock ..... Safe Side Security, Inc.

Please help me congratulate and support this great group of people in their endeavors for our association!

### Honoring an Icon

This year the Sacramento Area Alarm Association has the privilege of recognizing Jon Sargent with Tyco Integrated Security with the Parker Maurie Award. The award is to be given to those individuals who go "above and beyond" their duties on behalf of the Sacramento Area Alarm Association. The Parker Maurie Memorial Award is not an annual award, but one that is given when the board of directors collectively feels that special recognition is warranted. Jon is such an instrumental part of our industry. From his work with the CAA, ESA, BSIS and SIAC he is out there fighting the fight on our behalf.

Personally, Jon has been a great mentor. He has included me in some of his efforts throughout the state even when he did not need to. He has pushed me to grow and challenged me to excel. He has always been there for me and for our State and Regional Associations. I could not be more pleased to be able to present him with the highest honor the Sacramento Area Alarm Association has. To learn more about the award or review past recipients, please visit our website at <http://sacalarm.org/parker-maurie-memorial-award/>

### Save the Dates

All of us at the S.A.A.A. would like to wish you and yours a safe holiday season. The new Board is already gearing up for an eventful 2016. As you see below they have some great things in store for you. Some are new events. Some are a continuation of the successful program we have put together over the last few years, like our 9th

annual Police and Fire Forums. Hopefully having some fun along the way and making new contacts and solidifying relationships. As I have been saying for years, Membership does have its benefits. Attend the Sacramento Area Alarm Association meetings and find out what yours are.

### The 2016 SAAA Meeting and Forum Dates are:

♦ February 18, 2016 .....Police Forum

♦ April 14, 2016 .....CCTV Forum

♦ June 16, 2016 .....Mardi Gras Night

♦ August 16, 2016 .....Industry Trends

♦ October 28, 2016 .....Fire Forum with SRFMA at Sun City

♦ December 15, 2016 .....Holiday Party

### Thank you

This is the last time I write to you as the S.A.A.A. President. I would like to say thank you to the Associate Members, the guest speakers and the event sponsors. Thank you to the Public Safety members and thank you to the Regular Members. It is because of you that our events are a success. I would also like to thank Safe Side Security and especially Peter Saar for allowing me the time to participate. I am truly honored that you all allowed me to represent the S.A.A.A.

Lastly, I would like to thank the 2014-2015 members of the S.A.A.A. Board. This group of people are among the best I have ever had the pleasure to work with. Their commitment to an industry they are passionate about and their desire to serve made for an unforgettable term. Please help me recognize the following members and give your appreciation to them for making the Sacramento Alarm Association what it is today. We could not have had the success we have had during my term if it were not for them.

Tim Tracy, Honeywell Security – Vice President 2014

Ed Sherry – Vice President 2015

Leanne Boger – Secretary 2014-2015

Tauni Wallace, PSR – Treasurer 2014-2015

Rodger Young, Safe Side Security – Sgt of Arms 2014

Andrew Young, Safe Side Security – Sgt of Arms 2015

Eileen Berberich, Access Hardware Supply - Officer at Large 2014

Tim Tracy, Honeywell Security – Officer at Large 2015

Ben Martinez, Grand Central Station - Past President 2014-2015

Please keep the S.A.A.A. in mind when planning your 2016 budgets and calendars. The S.A.A.A. has hosted several great events over the years that could not have happened without your help. The new board will continue to need your support for these events in the coming year, so your endorsement and attendance is hoped for! We have Sponsorship Opportunities available for each of these events. Please contact any member of the board for more information.

Regards,

Rich Whitlock

S.A.A.A. President

### 2015 SAAA MEETINGS

♦ December 17 ... SAAA Holiday Party.....Sacramento

### 2016 SAAA MEETINGS

♦ February 18 ..... SAAA Police Forum .....Sacramento

♦ April 14..... SAAA CCTV Forum.....Sacramento

♦ June 16 ..... SAAA Mardi Gras Night .....Sacramento

♦ August 16 ..... SAAA Industry Trends.....Sacramento

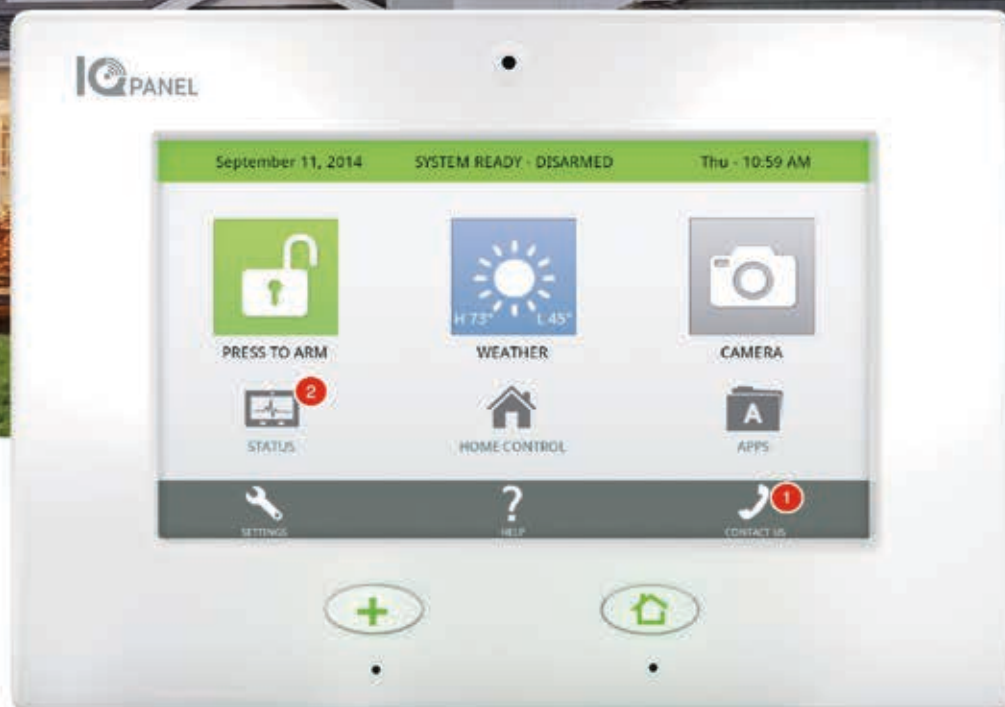
♦ October 28..... SAAA Fire Forum with SRFMA.....Sun City

♦ December 15 ... SAAA Holiday Party.....Sacramento

An RSVP is required for our events. Call 800-437-7658 ext. 3 or email [info@caaonline.org](mailto:info@caaonline.org).



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# INDUSTRY NEWS

## ASAP® Network Widens with Addition of CMS

Criticom Monitoring Services (CMS), one of the largest wholesale alarm monitoring companies in the United States, went live with ASAP® in the city of Richmond, VA on October 21. "Awareness of ASAP's very real benefits to PSAPs is spreading," said Jay Huhn, executive director of CSAA. "The program gathers momentum with each prestigious national monitoring company that comes on board. Having CMS go live is a big step in the process of implementing this service around the nation."

"CMS is now live with its ASAP-to-PSAP adoption," commented Tony Wilson, President, CMS. "Our hope is that the ASAP program will increase the speed and accuracy of our dispatches." CMS serves more than 3,500 alarm companies and their 800,000 customers. "It took about a year to launch the ASAP program," continued Wilson. "We did this intentionally so that we could minimize the impact to our dealers. ASAP-to-PSAP is currently implemented for our 21 dealers located in the city of Richmond, VA; this affects approximately 500 subscriber accounts."

ASAP was launched in 2011 as a public-private partnership, designed to increase the efficiency and reliability of emergency electronic signals from central station alarm companies to Public Safety Answering Points (PSAPs). ASAP utilizes ANSI standard protocols developed cooperatively by the Association of Public Communications Officials (APCO) and the Central Station Alarm Association (CSAA). With ASAP, critical life safety signals and accurate information is processed more quickly, through the Nlets system of state-to-state PSAP communication, insuring that complete and accurate information is transmitted to the PSAP every time. The ASAP program has the potential to save PSAPs and emergency services millions of dollars.

Bill Hobgood, Project Manager, Public Safety Team Department of Information Technology City of Richmond, Virginia, has noted that "The percentage of alarm notifications transmitted to Richmond using the ASAP service has increased exponentially with the addition of each new central station to the ASAP program. In contrast, the Richmond Emergency Communications staff are receiving fewer telephone calls from central stations, which is one of the ASAP goals."

For more information on ASAP or to access ASAP resources (videos, webinars, training and outreach materials), contact CSAA at [asap@csaaintl.org](mailto:asap@csaaintl.org) or 703-242-4670, or visit [csaaintl.org/asap](http://csaaintl.org/asap).

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## Hairy for a Good Cause

Things look to be getting a bit hairy for Tri-Ed President and CEO Pat Comunale. Leading by example, Comunale is taking on the challenge to make November his hairiest month in about 40 years by sprouting a moustache to raise awareness and funds for the Movember Foundation. A global charity committed to men living happier, healthier, longer lives, The Movember Foundation has, since 2003, raised \$650 million and funded over 1,000 programs focusing on prostate cancer, testicular cancer, poor mental health and physical inactivity. Tri-Ed, An Anixter Company, has taken on a personal pledge to support men's health, and honor its colleague and friend, Bill Brown, who lost his battle with cancer in August. "I'm very proud to take on this challenge," Comunale says. "The Movember Foundation brings leading experts together from around the world to collaborate on solutions that will fundamentally change the way men's health issues are treated and supported. I hope that by making this November my hairiest month, we can all raise funds together for a great cause and honor Bill Brown's memory in the process."



*Pat Comunale*

Donations can easily be made @ <http://mobro.co/motri-ed>. For more information, visit <https://us.movember.com/> For more information, please visit [www.tri-ed.com](http://www.tri-ed.com).



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## AFAA Testing & Inspection Seminar

The Automatic Fire Alarm Association (AFAA) announced a new seven-hour accredited course on the testing and inspection requirements of NFPA 72 (2013). The new AFAA Fire Alarm System Testing & Inspection (AFAA026) seminar was developed for installers, service technicians, build and fire inspectors, and owner-representatives. Visit [www.affaa.org](http://www.affaa.org) for the latest training calendar or email [info@affaa.org](mailto:info@affaa.org) to sponsor a local seminar.

## AFAA Annual Meeting and Codes Conference

April 5-8, 2016 - Hilton St. Petersburg Bayfront  
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## A User's Guide for Simplifying NFPA 72 and NEC Fire Alarm Requirements

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Portland, OR

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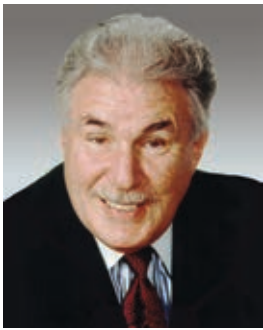
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## THE BIG IDEA

By Ron Davis

### Does BOLD's Vision of The Future Fit Your Plans?

*This month's Big Idea comes from Chuck Speck, President of Bold Technologies, Colorado Springs, CO.*

#### SPECK'S BIG IDEA:

"With the onset of The Internet of Things, cyber security, the connected home, mobile apps and the desire to have information about so many things, the alarm dealer must continue to add value and be able to handle the receipt and delivery of a variety of forms of communication. The future of alarm dealers and central stations will become more of a communication center rather than the simpler signal processing center of old."

CHUCK SPECK IS ONE OF THOSE GUYS who everybody seems to like. Professionally, he is the president of Bold Technologies (boldgroup.com), a Colorado Springs, CO software company that produces central station automation software for hundreds of alarm companies and wholesale monitoring companies. Speck and his team are "go-to" guys (and gals) for information on how to automate central stations. Speck is also somewhat of a futurist, since a lot of his job involves predicting changes that are coming into the alarm industry, and then implementing that information into the software that his firm develops.

I asked Speck, "What is the greatest idea that you could pass on to alarm dealers about the future of the industry?" After considerable thought, he answered: "As the needs and desires on the part of the customer and industry change, it is important for the alarm dealer to remain flexible. It used to be that monitoring and technology were relatively static, but with the onset of the Internet of Things, cyber security, the connected home, mobile apps and the desire to have information about so many things, the alarm dealer must continue to add value and be able to handle the receipt and delivery of a variety of forms of communication. The future of alarm dealers and central stations will become more of a communication center rather than the simpler processing center of old."

## RECENT DEVELOPMENTS PROVE ANYTHING'S POSSIBLE

While I'm the last person who should be writing about anything technical, I know, absolutely, that the industry is changing and what Speck has to say about the future is spot on. All you have to do is look at the players who are coming into the industry that weren't even around five years ago. Telephone companies, Internet companies, direct marketers, software developers, manufacturers, etc., are all helping us to define what the future of the industry is going to look like.

The adage, "what the mind of man can conceive and believe, it can achieve" holds here. For example, can you conceive of a patrol service that is operating entirely by drones? Can you, in your wildest imagination believe in virtual reality that allows you to walk through your home, every bit of it, from thousands of miles away? Two years ago, would you have believed in the new watch being produced by Apple? Five years ago, would you have believed that a direct marketer (door-to-door, Vivint) would become one of the major players in our industry?

## CHANGE YOUR TRADESHOW PERSPECTIVE & APPROACH

Since tradeshows always present opportune times for leaning about future technology, let's consider Speck's idea in terms of how you might rethink your approach to them. Don't just walk the floor hoping something will strike you as interesting. Rather, take the list of exhibitors with you. As you go past a booth that has some sort of a demonstration, check it off on the exhibitor list and be prepared to go back and listen to the presentation. Once you have walked the floor completely, you likely will have identified at least a dozen or more exhibitors as being those that have something of interest that you are not now doing.

Also, start viewing shows not just as a bunch of exhibitors, but rather, a large and rare education opportunity. Listen to speakers who are talking about their company's plans now and for the future. Think of it as getting a preview of what's going to happen in the industry. Go home and think about the messages that make sense to you and that you would like to act upon. Then go to your computer and start doing some basic research. Little by little, that will give you a vision of the future - one that I suspect Chuck Speck would approve.

One thing to keep in mind, as before, and even more so now, recurring monthly revenue (RMR) will be the cornerstone of your business and your future. As I've seen in my day job of being a broker, exclusively in the alarm industry and exclusively representing sellers,

I can tell you that buyers are becoming more acclimated to bundling varying forms of RMR into one basket and applying a higher multiple than many would think. And as Speck suggested, the central station of the future will be a communication center for an alarm company's customers, offering services that only exist in the mind's eye of people whose job it is to develop those services.

*Ron Davis is the columnist for SSI's WHAT'S THE BIG IDEA? Column and is a contributing marketing analyst for the publication. He is president of DAVIS MERGERS AND ACQUISITIONS GROUP has more than 40 years of experience in the industry. This article is reprinted from Davis's best-selling book the GREATEST IDEAS OF THE ALARM INDUSTRY'S GREATEST THINKERS, recently published. It first appeared as a column in SSI magazine www.securitysales.com. He can be reached at rdavis@graybeardsrus.com or 847-910-7716.*

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ExecutiveDirector@tbfaa.org  
Brad Shipp, Executive Director  
385-229-2120



*Attendees of the TBFAA Annual Convention at the FARA Public Safety Forum.*

## 2015-2016 Training and Education Calendar

December 1  
International Building Code (IBC)  
Houston, TX  
888-447-1689  
www.esaweb.org/nts

December 2  
Professional Fire Alarm Design (PFAD)  
Houston, TX  
888-447-1689  
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December 8-9  
NICET Fire Alarm 1&2 Training  
Las Vegas  
702-648-8899  
www.nationatrainingcenter.net

December 15-16  
NICET Fire Alarm 1&2 Training  
San Diego  
702-648-8899  
www.nationatrainingcenter.net

December 8  
Tri-Ed Denver  
Arecont & Exacq Training Seminar  
9 a.m. - Noon  
303-733-8600  
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### 2016 TRAINING CALENDAR

January 26-27  
NICET Fire Alarm 1&2 Training  
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January 26-27  
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February 2-3  
NICET Fire Alarm 1&2 Training  
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March 1-2  
NICET Fire Alarm 1&2 Training  
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*The Texas Burglar & Fire Alarm Association Golf Tournament before the TBFAA Annual Conference was a huge success.*

## NSA NEVADA SECURITY ASSOCIATION



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Our 6th Annual Scholarship Fundraiser Poker Party on November 6th was a great success! We raised money for our Youth Scholarships for children of police and firefighters. We had a great group to network and just have some plain old fun with.

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### NSA 2016 MEETINGS

January 13 .....NSA Regular Meeting.....Las Vegas  
Jan. 31-Feb 3 .....ESA Leadership Summit.....Chandler, AZ  
March 9 .....NSA Regular Meeting.....Las Vegas  
April 6-8 .....ISC West Expo .....Las Vegas

Regular meetings take place the second Wednesday of every other month 6:00pm at Gordon Biersch Restaurant, 3987 Paradise Rd, Las Vegas, NV 89169.

Plan to join us in 2016. Download a membership application and then join us for a great year. [www.nevadasecurityassociation.org](http://www.nevadasecurityassociation.org). Add your voice to ours in this ever changing industry.



*NSA Members enjoying themselves at the 2015 NSA poker Tournament to raise funds for the Youth Scholarship.*



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Jeff Oakie of Alarmax (on left with glasses) sits next to his table sponsor sign. NSA wants to thank all of the sponsors.



NSA Member Bob Gasner and NSA Vice President Jon Perry accept the First Players Out Award at the 6th Annual Scholarship Fundraiser Poker Party.



NSA Fundraiser Poker Tournament Winners, 1st Place Winner Kyle Sutton of ASAP Security, 2nd Place Winner Mike Stuart of Colliers and 3rd Place Winner Kris Cuva-Schieble of Honeywell.

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stella@reachone.com

### 2016 WAESA MEETINGS

January 12 .....WAESA Westside Meeting  
January 21 .....WAESA Eastside Meeting .....Spokane, WA  
February 9 .....WAESA Westside Lunch & Learn Meeting  
February 18 .....WAESA Eastside Meeting .....Spokane, WA  
February 23 .....WAESA Board Meeting  
March 8 .....WAESA Westside Meeting  
March 17 .....WAESA Eastside Meeting .....Spokane, WA  
April 12 .....WAESA Westside Meeting  
April 21 .....WAESA Eastside Meeting .....Spokane, WA  
May 5 .....WAESA Eastside Meeting .....Spokane, WA  
May 18 .....WAESA Annual Meeting  
June 16 .....WAESA Eastside Meeting .....Spokane, WA  
July 13 .....WAESA Board Meeting  
July 14 .....WAESA Golf Tournament .....Redmond, WA  
September 13....WAESA Westside Meeting  
September 15....WAESA Eastside Meeting .....Spokane, WA  
October 11 .....WAESA Westside Meeting  
October 20 .....WAESA Eastside Meeting .....Spokane, WA  
November 8.....WAESA Westside Meeting  
November 17....WAESA Eastside Meeting .....Spokane, WA

### 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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December 9, 2015 ..... Holiday Party  
August 17-19, 2016 ..... Annual Meeting



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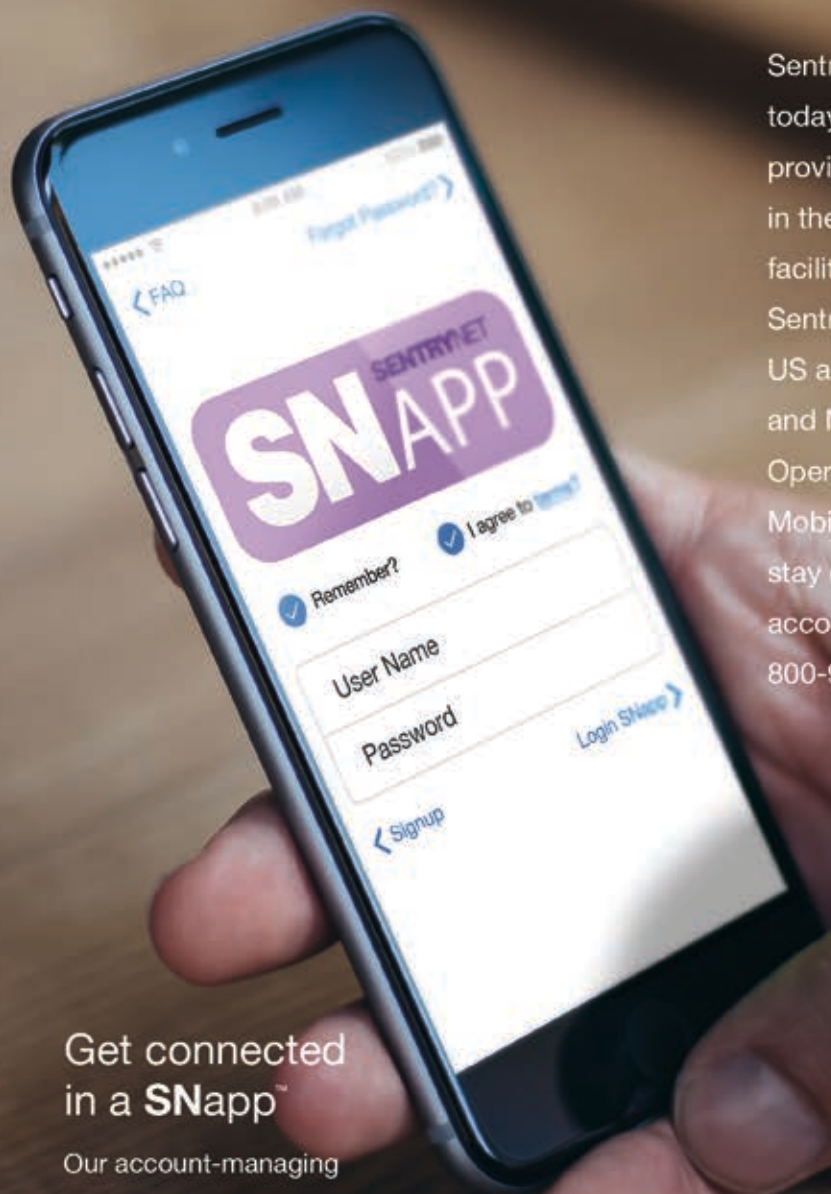
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Please contact us if you would like to be a member of the OBFAA. Being part of the OBFAA has many benefits such as the latest news dealing with the alarm industry in the Pacific Northwest, OBFAA represents You and Your opinion to consumers, lawmakers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

### Benefits of Membership:

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

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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](mailto: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](http://www.dir.ca.gov/DAS/ElectricalTrade)

## WBFAA UATC Offers Online Continuing Education

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

## WBFAA UATC Invites Membership

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



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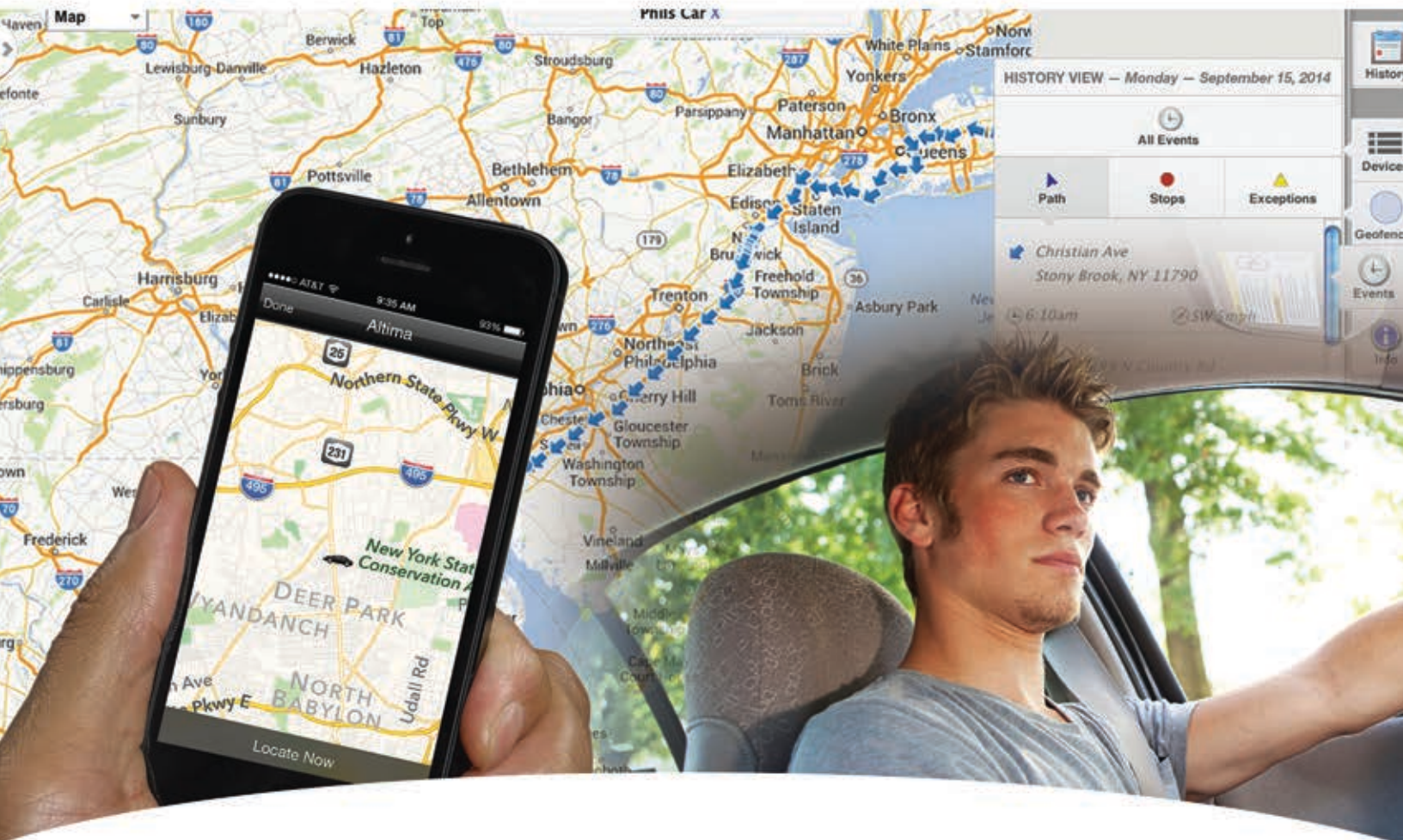
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### Electronic Security Association SECURE+ Initiative

The Electronic Security Association (ESA) web presence helps consumers find the most qualified and trustworthy professionals for their home safety and automation needs. The website, [www.Secure-Plusweb.org](http://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](http://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](http://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](http://www.securityamericarrg.com), call 866-315-3838 or e-mail [info@security-america.com](mailto:info@security-america.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](http://www.esaweb.org).

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**CAA CALENDAR 2015 - 2016**

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

**DECEMBER**

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

**2016**

**JANUARY**

8	GVAA General Meeting	Manteca
12	SVAA General Meeting	San Jose
19	EBAA General Meeting	Richmond
20	OCAA General Meeting	Anaheim
31-3	ESA LEADERSHIP SUMMIT	Chandler, AZ

**FEBRUARY**

16	GLASAA General Meeting	Los Angeles
17	MCAA General Meeting	Fresno
18	SAAA Police Forum	Sacramento
23	SDSA General Meeting	San Diego

**MARCH**

8	EBAA General Meeting	Richmond
16	OCAA General Meeting	Anaheim

**APRIL**

5	AIREF GOLF	Las Vegas, NV
6-8	ISC WEST	Las Vegas, NV
9	GVAA General Meeting	Manteca
14	SAAA CCTV Forum	Sacramento
18	MCAA Golf Tournament	Fresno
19	GLASAA General Meeting	Los Angeles
20	SVAA General Meeting	San Jose
27-28	ASIS Security Conference	New York, NY

**MAY**

4-7	CAA Palm Springs Convention	Palm Springs Hilton
10-12	PSA TEC CONFERENCE	Westminster, CO
10	EBAA General Meeting	Richmond
17	SDSA General Meeting	San Diego
TBD	OCAA GOLF	Mission Viejo

**JUNE**

1	MCAA General Meeting	Fresno
8-10	ESX 2016	Fort Worth, TX
15-17	SIA Government Summit	Washington D.C.
16	SAAA Mardi Gras Night	Sacramento
21	GLASAA General Meeting	Los Angeles

**JULY**

	GVAA General Meeting	Manteca
12	EBAA General Meeting	R Richmond
20	SVAA General Meeting	San Jose

**AUGUST**

16	GLASAA Summer Outing	Los Angeles
16	SAAA Industry Trends	Sacramento
25	SDSA Day at the Races	Del Mar

**SEPTEMBER**

13	EBAA General Meeting	RICHMOND
14	MCAA General Meeting	FRESNO
20	SDSA General Meeting	San Diego
21	OCAA General Meeting	Anaheim

**OCTOBER**

6	GLASAA General Meeting	Los Angeles
8	GVAA General Meeting	Manteca
19	SVAA General Meeting	San Jose
28	SAAA Fire Forum with SRFMA	Sun City

**NOVEMBER**

7	MCAA Golf Tournament	FRESNO
8	EBAA General Meeting	RICHMOND
16	OCAA General Meeting	Anaheim

**DECEMBER**

7-10	CAA Winter Convention	San Francisco Marriott Marquis
13	GLASAA Holiday Party	Los Angeles
14	SDSA General Meeting	San Diego
15	SAAA Holiday Party	Sacramento

**CAA CONVENTIONS**

**2015**

December 9-12	Parc 55 San Francisco
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**2016**

May 4-7	Palm Springs Hilton
December 7-10	San Francisco Marriott Marquis

**2017**

May 10-13	Palm Springs Hilton
Nov 29-Dec. 2	San Francisco Marriott Marquis

**2016 Industry Events**

June 15-17, 2016	April 6-8
SIA Government Summit, The Westin Washington, D.C. City Center	ISC West 2016, Las Vegas
August 17-19, 2016	April 5-7
AZAA 2016 Annual Meeting	SIA Education@ISC, Las Vegas
April 5	November 16-17
SIA/ISC Loves Security, Rock House Las Vegas	ISC East 2016, New York, NY



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