

THE MIRROR

PUBLISHED BY THE CAA FOR THE WESTERN STATES SECURITY ALLIANCE

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www.CAAonline.org



Roseville Fire Department, Patrick Chu, Rich Whitlock of Safe Side Security and the Honor Guard during the SAAA Fire Forum.



Teresa Gonzalez, President of United Central Control was awarded CSAA's Highest Honor, the Stanley C. Lott Memorial Award for Exemplary Service by CSAA President Pam Petrow.

Teresa Gonzalez Awarded Highest CSAA Honor

Teresa Gonzalez, president of United Central Control, was awarded the Central Station Alarm Association (CSAA)'s highest honor, the Stanley C. Lott Memorial Award for Exemplary Service, at the 2016 Annual Meeting in Marco Island, Florida.



This award was created to honor the memory of Stanley C. Lott, a CSAA past president renowned for his above-and-

Gonzalez, continued on pg. 6



Robert Few of Time Warner Cable - Intelligent Home, Morgan Hertel of Rapid Response and ESX Chair George De Marco with THE MIRROR, THE SENTINEL & THE SENTRY at ISC East 2016.



Joe Miskulin of State Farm Central Monitoring Services was awarded the CSAA President's Award for his service to the monitoring industry by CSAA Executive Director Jay Hahn.

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THE MIRROR

PRESIDENT'S MESSAGE

By Cathy Rempel

For the past two years, it has been my honor and privilege to have served you as president of the CAA and to have been surrounded with truly great leaders. Thank you to our CAA Officers Tim Westphal "Southern California VP", Chuck Petrusha "Northern California VP", Dave Michel "Treasurer", Rich Whitlock "Secretary", Mike Matson "Sergeant at Arms" and Bob Michel "Immediate Past President" for their tireless work and dedication of ensuring your voice was heard and strategic directions delivered upon. Thank you to our board of directors including Les Gold "Legal Counsel", Charles Schwager "CPA", Jon Sargent "Large Company Representative" and Sam Aviles "Associate Director". Thank you to our committee chairs Lilianne Chaumont "Scholarship Committee", Larry St. John "Membership Committee", David Morgan "Communications Committee", Dave Hood "Technology Industry and Trends Committee", Mark Simpson "Public Safety Committee", Tim Westphal "Government Relations Committee" and Dave Michel "Business Operations Committee". Thank you to all our Regional Chapter Presidents who successfully led their associations with relevant meeting content, exciting events, significant fund raising, membership focus and dedication to those they served. It is this dedication from all, whether you have served in an official capacity or as speakers, ambassadors or participants in our meetings and events. This is the spirit that has and will continue to successfully propel The California Alarm Association forward into the future where we will remain an inclusive and relevant organization within the electronic security industry.



There is no job too small or too big for those who are dedicated to our association and industry. I share with you that your 2015 - 2016 CAA team was so much more than the age-old adage of the eighty-twenty rule where 20 percent of the people do eighty percent of the work. This was a group of dedicated professionals where everyone came to the table ready to take on one hundred percent of what needed to be done. Through the support of our national association, ESA, and our partners including ESX, ISC, SIA, SIAC, CSAA, CAFAA, WBFPA and the BSIS, the CAA was able to achieve several successes.

Here are some highlights: our legislative committee and government advocate, Trent Smith, worked and kept us apprised of several bills that would affect our businesses including the negotiation to a change in SB1196 so the new evergreen notice requirement for residential customers would only apply to new contracts; several new ordinances were reviewed with SIAC and local chapters to ensure a true win-win could be achieved for public safety officials, alarm companies, the public and our industry including the Chico negotiations that lead to the overturn of an ordinance that would have resulted in the collection and payment of all fines for false alarms to alarm companies. Two successful annual events were held at the Capitol in Sacramento where alarm companies had the opportunity to meet with our legislatures and build important relationships. The leadership forum was initiated with the support of Kirk MacDowell, George de Marco, Ken Nelson and Robert Owens where we all had the opportunity to learn new and be reminded of classic leadership skills that we could employ for our industry, our companies and ourselves. Winning participants of the CAA Youth Scholarship were celebrated around the state as never before enhancing our relationships with public safety officials in each regional chapter. New technology directions and trends were shared at regional and state levels to ensure we will remain relevant to those we serve. The best practices guide for regional presidents was re-written and provided to all chapters to enhance meetings, events and sharing between boards. The website was enhanced to ensure the latest information be made available to all in a central hub. These are a few highlights only as the successes for chapters, committee chairs and all of you are too numerous to count in this one letter but no effort went unnoticed or unappreciated. Thank you and know the highest level of gratitude and respect is shared to all for your support, resources and time.

Last, but most certainly not least, I would like to thank our executive director, Jerry Lenander, and his team (Dan Van Hart, Daniel Freitas, Kurt Meierhenry and David Steinbach). It is through their focused efforts and positive attitudes that we were supported in all of the above achievements, events, chapters, directions and meetings that have and will continue to make a significant difference to all of us.

It was John Maxwell who said "Leadership is not about titles, positions or flowcharts. It is about one life influencing another." All of you have done this for me and I thank you from the bottom of my heart for the opportunity to have served you, our association and our industry. Our horizon is overflowing with great leaders and I look forward to the momentum each of them will provide as we continue to be inspired by our heritage and dedicated to our future with relevancy and inclusiveness for all.

Sincerely,

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DECEMBER 2016



ASSOCIATES CORNER

Closing Successfully

As we approach the end of the year it is always helpful to look back and define the type of year you experienced. Are you satisfied with the successes you achieved in the business world? Did you enjoy the social time you spent with friends and family? Overall, could you have had a better year? Surprisingly, many of us who truly analyze the past year may find we could have done better in each of these areas. However, even if your analysis says that you did have a good year, don't ever forget that there is always room to improve upon what you are doing. Inter-

estingly, this can be accomplished with who you surround yourself with, and the influence they have on both your business and social world. It is a

By Harvey Eisenstadt



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fact that you do tend to adopt the attitudes, habits and demeanor of those types of individuals with whom you most closely associate.

Throughout the years I have found that there are two types of people who have had a profound positive influence on me in both my business and social worlds.

The first are those with whom I can engage in an intelligent conversation. They may not necessarily agree with me nor I with them. However we can intelligently discuss subjects and learn from each other. Because of the strong influence this has on both individuals we both prosper.

The second are those who always emanate a positive attitude. Since it has been proven that you do tend to adopt the attitudes and behavior of those with who you most closely surround yourself, you want to try to minimize your time with negative thinking individuals. Placing yourself in the company of positive thinking individuals can be a significant factor in the increase of your happiness, peace of mind and success in both your business and social worlds.

As a result of the influence these two types of people can have on you, I view them as winners, and yes, placing yourself in their company as often as possible moves you closer to and into the winner's circle.

So, when you sit down at the end of this month and identify the resolutions you will promise to follow for the new year, consider the influence these types of people can have on you and resolve to increase your association with people who you can have more intelligent conversations with, and those emanating a positive attitude.

Of course, there is one more resolution that is necessary and that is to follow through on the resolutions you have made.

I wish you all for a Very Happy, Healthy, Prosperous and Safe 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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Denis Cooke, President

Gonzalez, continued from pg. 1

beyond efforts to lead and financially support the Association through difficult times.

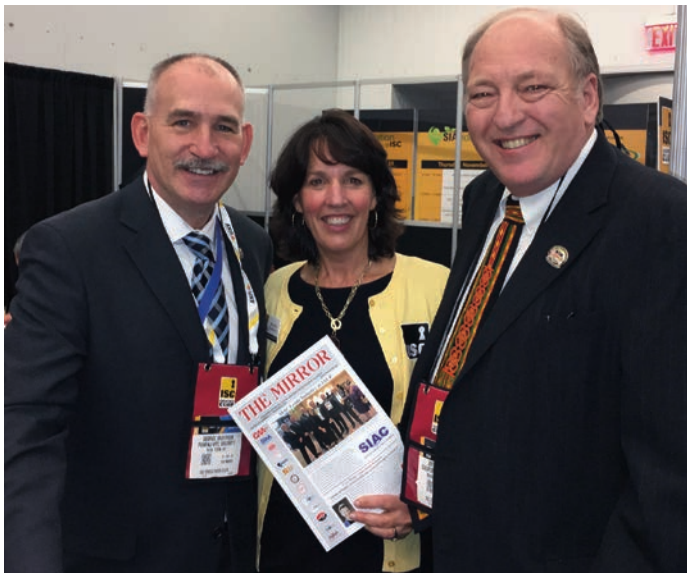
"On behalf of CSAA, I am thrilled that Teresa has been selected as the recipient of the 2016 Stanley C. Lott Award," said Pamela J. Petrow, president of CSAA. "This award is not presented each year, but reserved for the very special recognition of individuals who have made significant contributions to the security industry over an extended period of time. Teresa's efforts distinguish her among the volunteers who move CSAA forward — this award is well deserved."

Teresa Gonzalez has 25 years of experience in central station operations and technology, including 15 years managing personnel, business operations and technical advancements in the central station. She joined UCC in 1997 and served as UCC Vice President and General Manager until being promoted to President in 2008. She is a member of the CSAA Board of Directors and a Co-Chair of the CSAA Education Committee.

"I am very humbled and honored to have been selected to receive this award," said Gonzalez. "It is definitely an unexpected but pleasant surprise! Over the last 15 years, it has been a gratifying experience to work with and share ideas with other CSAA members who are passionate about this industry and its professionalism, especially all those who have contributed to the education committee over the years. I also feel fortunate to have had the opportunity to learn from so many great leaders at CSAA. I am grateful to them for their support and friendship."

As chair of the CSAA Education Committee, Gonzalez has been a driving force behind creating and updating CSAA's educational content, one of the Association's most important programs. "Be it upgrades to existing programs, such as the Distance Learning Programs for frontline staff, or bringing in relevant speakers for the Fall Operations Conference and CSAA Annual Meeting, Teresa's vision has been critical in our effort to create relevant content that our business members can use to improve performance and bottom line results," said Petrow. "As we have been working to advance CSAA, her work in the area of education has significantly contributed to our success."

"It's an exciting time to be a part of CSAA," said Gonzalez. "Under the leadership of President Pam Petrow, Executive Director Jay Hauhn, and all the support staff, CSAA has had new direction and positive change. Board members have a renewed commitment of participation, a common goal and desire to re-create value and relevance for our members, and to continue the furtherance of professionalism in our industry. I am proud and thankful to work with such exceptional people."



World Trade Center Security Director George Anderson, Mary Beth Shaughnessy of ISC Events and CAA Executive Director Jerry Lenander.

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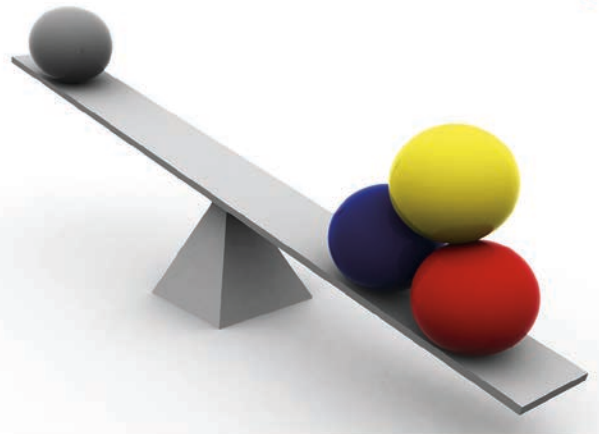
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Your alarm company is receiving this letter with the express purpose of collecting subscriber information of residents and businesses that are covered by your alarm systems in the City of Gardena, California. The information you provide regarding your clients will be kept confidential in accordance with California State Law Government Code Section 6254 and will be used to upgrade the Gardena alarm program. The client information you provide will only be shared with our alarm administrator, Alarm Program Systems LLC. The customer information we are requesting should be sent to Jim Huchingson, President of Alarm Program Systems. Please submit your information via the attached Microsoft Excel document to Jim's attention at: jim@alarmprograms.com (510) 267-0414.

Should you have any questions regarding this request you can contact the Gardena Police Department by calling Assistant Community Development Manager, Stephany Santin, directly at (310) 217-9648. I would like to thank you in advance for your cooperation.

Sincerely,

Edward Medrano, Chief of Police

From the ESCONDIDO POLICE DEPARTMENT

Craig Carter, Escondido Chief of Police

Phone: 760-839-4721

ccarter@escondido.org

Your alarm company is receiving this letter with the express purpose of collecting subscriber information in regards to residents and businesses in the City of Escondido, CA. The information you provide regarding your clients will be kept confidential in accordance with California State Law Government Code Section 6254 and will be used to upgrade the City of Escondido Alarm Program. The client information you provide will only be shared with our alarm administrator, Alarm Program Systems LLC. The customer information I have requested should be sent to Jim Huchingson, President of Alarm Program Systems LLC. Please submit your information via the attached Microsoft Excel document to Jim's attention at: jim@alarmprograms.com. Should you have any questions regarding this request, you can contact the Escondido Police Department by calling Police Business Manager, Lisa Rodelo at (760) 839-4905. I would like to thank you in advance for your cooperation.

Sincerely,

Sam Abed, Mayor Michael Morasco, Deputy Mayor Olga Diu, Ed Gallo, John Masson

INDUSTRY NEWS

Yuma to Issue Fines

According to KYMA-TV, the city of Yuma, AZ, will begin issuing fines to businesses and residents who are responsible for false alarm calls starting December 1. Third-time offenders will have to pay a \$100 fine, however, it can reach up to \$250, according to a press release issued by the Yuma Police Department (YPD) on Tuesday. City officials passed an ordinance in May of 2015 aiming to reduce the overall number of false alarm calls YPD responds to. The department gets about 5,000 alarm calls per year, many of which turn out to be false alarms. Alarm users are required to register their alarm systems at www.crywoldservices.com/yumaaz. Officials say, registered alarm systems help reduce false alarms by ensuring alarm service providers and law enforcement have current alarm response instructions and contacts to confirm whether alarm response is really necessary.

LEGISLATIVE WATCH

PAC ALERT

\$30,000 GOAL FOR 2016

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 2016 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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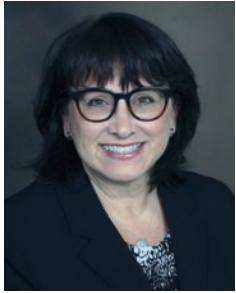
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ASSOCIATES NEWS

NATIONAL MONITORING CENTER (NMC) announced the hiring of Dawn Scifo to join its sales team as Eastern Regional Sales Manager. Scifo brings an impressive resume to the NMC Team, earning experience in a variety of positions in security. Scifo worked for ADI/Honeywell in New York where she was responsible for multiple roles and responsibilities including pricing, sales support and customer care. In 2010, Scifo was promoted to National Account Customer Service Supervisor. While managing the sales team two of the members that were nationally ranked No. 1 and No. 2 in sales. "We are excited to add Dawn's industry knowledge and experience to the NMC team," commented Woodie Andrawos, NMC President. "With two key facilities in California and Texas, the hiring of Dawn Scifo is an important and strategic move for NMC as we expand our national presence on the east coast." For more information, email at sales@NMCcentral.com.



TYCO SECURITY PRODUCTS introduced the new exacqVision M-Series. ExacqVision M-Series expands the All-in-One Recorder category Exacq launched last March with the LC-Series PoE+ recorder. The M-Series includes integrated PoE camera ports and the feature-rich exacqVision START video management software, which can easily be upgraded to the Professional or Enterprise software. "It's always our goal to provide the most cost-effective, intuitive video solutions to our customers," said Ryan Hulse, Senior Product Manager, Tyco Security Products. "The exacqVision M-Series does exactly that – bringing unique PoE camera management and reliable video recording performance at a price point that is appealing to smaller applications." The M-Series recorder enables users to remotely monitor and control power to individual cameras with no separate switch management software required. For more information, visit www.exacq.com.

QOLSYS announced that AMP Security will deploy the next generation IQ Panel 2 as its flagship product supporting the "AMP Smart" solution. The tablet-like 7" touchscreen with built-in panel camera and innovative software applications includes glass break detection, Bluetooth touchless disarming, disarm photos sent to users, robust IP camera and doorbell camera support and more. "We are excited to launch our next generation product this year with the AMP Smart team. The IQ Panel 2 represents the culmination of two years of development and integration of our best in class partnerships with Alarm.com, Qualcomm, Foxconn and Android," said Mike Hackett, Qolsys, SVP Sales and Marketing. The AMP Smart panel from Qolsys will include the Qualcomm® Snapdragon™ quad-core 400 processor – a highly integrated system-on-a-chip (SoC) that supports LTE cellular, Wi-Fi®, Bluetooth®, on-board router, Android and HD display. The AMP Smart Panel delivers a broad set of enhancements, including data encryption on every radio interface, industry-leading IoT support, integration of Alarm.com services, and flexibility to accommodate customization and future innovation. For more information, visit www.qolsys.com.

TYCO SECURITY PRODUCTS introduced video intelligence analytics at the edge for Illustra IP cameras to improve security operations and reduce response time. Illustra now offers its IP camera customers powerful video intelligence analytics to automatically analyze captured video and alert users of specific motion detected activities. The new intelligence analytics alert operators of key events that need immediate attention for perimeter detection in airports and critical infrastructure and give additional insight to daily operations such as crowd monitoring for retail applications. For example, if a line is forming in the wrong direction or a bag is left unattended in a restricted area for a period of time operators will be notified instantly to take action. "These new sophisticated onboard video analytics gives our customers a valuable tool to minimize operator's time searching video and improve operational efficiencies, delivering a

Associates News, continued on page 12

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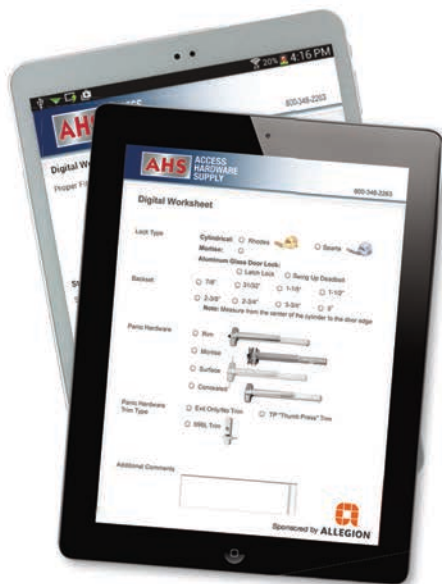
Paul Sargenti, President and CEO of **SAFE SECURITY®**, announced that lead agent Ironwood Capital and co-investor OFS Capital Corporation have made an investment in SAFE Security®. “With the completion of this critical financing, SAFE can continue executing its business plan. We look forward to working with Ironwood Capital and OFS Capital”, noted Paul Sargenti. Carolyn Galiette, President and Chief Investment Officer at Ironwood Capital stated, “Our extensive experience in the security alarm industry, combined with the quality of management, makes SAFE a good fit for us.” Roger Roche, Ironwood's Senior Managing Director noted, “SAFE's established customer base, organic growth

engine, growing dealer program and strong relationships with independent dealers is impressive. We like the team; we like their growth plan and we like the business trajectory.” For more information, visit www.safesecurity.com.

TRI-ED's 2016 Stadium Tours wrapped up with a final stop in Atlanta. The customer appreciation and training events, held in 6 cities across the US throughout the 2016 baseball season, drew hundreds of attendees and supplier partners. Dealers and integrators were eager to take in the technical trainings and product demos, supplier expo, dinner, and ball game presented at every venue. “The 2016 U.S.A. Stadium Tours provided our customers with valuable training and product introductions, followed by networking opportunities with our supplier partners at the ballgame,” says James Rothstein, TRI-ED Senior Vice President - Global Security Marketing. “The tour was a Win-Win for our customers and suppliers alike and, incidentally, every home team won the game at each stop, making us 6-0!” TRI-ED thanks all of its sponsoring suppliers for their support at the Stadium Tours: ACP, ADT, Aiphone, Alarm Lock/Marks, Alarm.com, Allegion, Amsec, Arecont, ASSA ABLOY, Axis Communications, Bolide, Bosch, Canon, CDVI, DITEK, D-Link, Eaton, Gentex, Geovision, Hanwha (Samsung), HID Global, Hikvision, Honeywell, Interlogix, Intrasonic, ipDatatel, Kwikset, Milestone, Monitronics Security, Napco, Nortek, OnSSI, Panasonic, Panavise Products, Pelco, Quantum, Rosslare, SDI Fire, Seneca, Stanley, Telguard, Trine, Tyco (DSC, Kantech, Exacq), USA Central Station and Veracity.

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GREATER VALLEY ALARM ASSOCIATION

Joe Castro, President

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.



EAST BAY ALARM ASSOCIATION

Mike Salk, President

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@caonline.org.



GOLDEN GATE ALARM ASSOCIATION

Dave Hood, President

For further information, contact Dave Hood at dhoo@firstalarm.com.



MID CAL ALARM ASSOCIATION

Mike Tarin, President

2017 MID CAL MEETINGS

♦ May 8, 2017 MCAA Golf Tournament.....Fresno



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REDWOOD ALARM ASSOCIATION

Sean Cooke, President

Redwood Alarm Association had a very informative meeting on October 26. The speaker was Bob Barker, director of operations from FFE. He presented "Beams 101"- a comprehensive overview of the latest technology in Smoke Beam Detectors. Attendees were engaged and asking a lot of questions.

MEETINGS

Our meeting dates for 2017 are Jan. 25, May 24, and Oct. 25.

The next meeting will be January 25, 2017 at 11:30 am at Johnny Garlic's, 8988 Brooks Road South, Windsor. Please RSVP to cori@advancedsecurity.us or call 707-443-6366.

If you have any questions or want to participate in the Redwood Alarm Association, please contact Sean Cooke at scooke@allguard-systems.com or 800-255-4273.



Bob Barker of FFE, Mindy and Gary Buth of TAKEX at the October RAA meeting.

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Mark Simpson, President

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 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.

**SAN DIEGO
SECURITY ASSOCIATION**

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SECURITY ASSOCIATION**

Jason Beardsley, President

2016 SDSA MEETINGS

♦ **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.

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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.

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.



ORANGE COUNTY ALARM ASSOCIATION

P.O. Box 2149, Newport Beach, CA 92659
800-339-1420
www.alarmassociation.org

Steve Maris, President

CITY OF IRVINE PERMITS

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

For information contact:

Cristine Gaiennie
Regulatory Affairs Supervisor
Irvine Police Department
949-724-7066
cgaiennie@cityofirvine.org

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



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GLASAA

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Tom Rankin, President

GLASAA MEETINGS 2016

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

GLASAA Meetings and Events

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

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

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saaasecretary1@gmail.com
www.sacalarm.org

Leanne Boger, President

Sacramento Area Alarm Association and California Automatic Fire Alarm Association had a special joint meeting hosted by Patrick Chu for the California Fire Chiefs Association NorCal Fire Prevention Officers on October 28, 2016, it was a tremendous success.

The meeting was started with the pledge of allegiance by the Honor Guard. Skip Vandeventer President of CAFAA from Simplex/Grinnell, Inc. spoke about changes to the 2016 Edition of NFPA 72, Fire Alarm Code.

A special thank you to Patrick Chu with the Roseville Fire Department and all of our sponsors which made this event possible Honeywell, System Sensor, Notifier, Hetnet Wireless, Otis Elevator, AES, FSE, Gentex, CAFAA, Sabah, Roost Inc., Intrepid, Interlogix, Kidde, Victaulic Company, Lubrizol's Blazemaster, Flowguard, Interwest Consulting Group, Napco Security, RF Signalman, Grand Central Station and Potter.

The Sacramento Area Alarm Association shall be making a donation from the extra proceeds to the Firefighters Burn Institute.

Our last forum of the year is our Holiday Party on December 15, 2016 from 6PM to 10PM at the Holiday Inn 300 J St. Sacramento. Elections shall be held for the board, and the Parker Maury award shall be presented.

Don't forget to bring an unwrapped gift for Toys for Tots.

2016 SAAA MEETINGS

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

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The Honor Guards during the opening ceremony at the SAA Fire Forum in Sacramento.

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ESA Committee Chair Angela White, ESA Secretary Jon Sargent and ESA Executive Director Merlin Guilbeau with THE MIRROR.



Dick and Donna Soloway with Dave Lyons of NAPCO at ISC East with THE MIRROR, THE SENTINEL & THE SENTRY.



Dana Scroggins of Optex, NSA President Greg Simmons, NSA Associate Director John Miller, NSA Exec. Dir. Jeanne Palmer at NSA Scholarship Fundraiser Poker Party with THE MIRROR.



Eagle Sentry team members Rob Belzer, Trent Norman, Vice President Greg Simmons, Pat Schoeffel and Aaron Coe with THE MIRROR.



THE MIRROR made a visit at the Mission 500 Appalachian Service Trip. The 5-day service trip assisted children and families in need.



Tony Wilson, Mark Buckley, Jeff Hoblick and Zuzana Spencer of CMS with THE MIRROR.



Gordon Hope of Honeywell Security & Fire, Sandy Marciani, CSAA Executive Director Jay Hauhn and 2016 SIA Insightful Practitioner Award Winner Dr. Lou Marciani at the SIA Honors Night at ISC East.



Greg Caulkins of Eclipse Insurance and Ben Martinez of AG/GCS representing the CAA with THE MIRROR.



Shane Clary – CSAA PSLC Co-Chair/Fire, Jon Sargent – CSAA PSLC Co-Chair/Law Enforcement, Terrence Cunningham – President/International Association of Chiefs of Police, Stan Martin – SIAC, Greg Champagne – President/National Sheriffs Association, John Sinclair – President/International Association of Fire Chiefs with THE MIRROR.



Ed Several of ISC Events, Ron Rothman of AFA, Kenneth and Jack Mara of Life Button 24 and Donna Soloway of NAPCO with THE MIRROR, THE SENTINEL, THE SENTRY at ISC East 2016.

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AFAA Training Seminars

AFAA continues to expand our benefits to members and provide continuing training opportunities designed to enhance your skills. Through our regional delivery program, AFAA is committed to providing training regionally in various part of the US and beyond.

Please check the AFAA training calendar (www.afaa.org) for a seminar near you. If you would like to host or sponsor specific training in your area or at your facility, please contact us directly at training@afaa.org.

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Security Industry Alarm Coalition (SIAC)

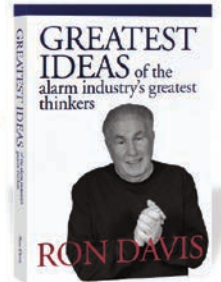
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Security Industry Alarm Coalition

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2016 NSA Scholarship Fundraiser Poker Party



Thank you to everyone who participated in the NSA Youth Scholarship Fundraiser Poker Party on November 11th. Everyone had a great time and we raised money for the Scholarship Program. We witnessed exciting final table play and came out with our first woman tournament winner: Dana Scroggins of Optex! We look forward to seeing YOU at this event next year!

Members: Renew your membership as soon as you get the notice. Let's continue this momentum into 2017!

Be a part of this award-winning chapter by joining the NSA today! Download application from our website or contact Jeanne. Mark your calendar for our upcoming meetings and events.

NSA 2017 MEETINGS

January 10.....NSA Regular Member Meeting

March 8.....Regular Member Meeting

April 6.....NSA Public Safety Luncheon at ISC-West, Las Vegas, NV

Regular meetings take place at 6:00pm at Gordon Biersch Restaurant, 3987 Paradise Rd, Las Vegas, NV 89169.



Charlie Lester of
 ADI and Jon Perry of
 Sting Alarm making
 their moves during
 the NSA Poker
 Tournament.



Kyle Sutton of ASAP
 Security, Gary McPheters
 and Preny Rodriguez of
 Hikvision, Glen Coates and
 John Verville of Shield Fire
 at the NSA Poker Party.

Dana Scroggins of Optex,
 Lida and Scott Jones
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 Security at the final table of
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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.

2016 OBFAA MEETINGS

December..... OBFAA Holiday Party

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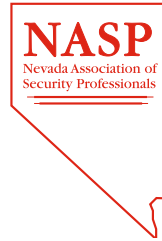


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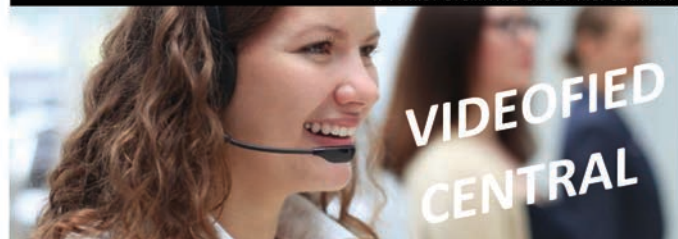
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WBFAA UATC Apprentice Spring Semester Class Begins January 2017

The WBFAA UATC Spring 2017 semester begins January 18, 2017. Call the WBFAA UATC at 800-809-0280. Please register new apprentices in advance of this start date. The WBFAA UATC is open to member companies of the CAA or CAFAA who require having registered apprentices 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.

WBFAA UATC Invites Membership

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



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The 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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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.

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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.

The advertisement features a laptop displaying the SentryNet website. The website has a purple header with the SentryNet logo and navigation links: Home, Products, Enhanced Services, Marketing, Online Training, Industry Links, Library, Calendar, News, Support. Below the header, a banner reads "Welcome to the SentryNet Landing Page". A section titled "Don't Miss These Special Offers" lists three promotions: Honeywell (a \$25 incentive), Telguard (a \$25 credit), and Uplink (no service fee and no activation fee). A large, semi-transparent box with the text "Service Dealer Portal" and "One-Stop-Shop for Information and Discounts." is overlaid on the right side of the laptop screen. At the bottom of this box, a yellow arrow points to the text "Learn More www.sentrynet.com". The laptop is on a desk with a coffee cup and a pen visible in the background.

WESTERN STATES SECURITY ALLIANCE CALENDAR 2016 - 2017

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

DECEMBER

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

2017

JANUARY

12	GVAA General Meeting	Manteca
18	OCAA General Meeting	Anaheim
25	SVAA General Meeting	San Jose
25	RAA General Meeting	Windsor

FEBRUARY

12-15	ESA Leadership Summit	Tampa, FL
21	SDSA General Meeting	San Diego
23	IEAA General Meeting	Riverside
23	SAAA Police Forum	Sacramento

MARCH

15	OCAA General Meeting	Anaheim
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APRIL

4-6	SIA EDUCATION @ ISC	Las Vegas, NV
5-7	ISC WEST 2017	Las Vegas, NV
13	GVAA General Meeting	Manteca
20	SAAA CCTV Forum	Sacramento
26	SVAA General Meeting	San Jose

MAY

8	MCAA Golf Tournament	Fresno
9-10	ESA Day On Capitol Hill	
10-13	CAA Palm Springs Convention	Palm Springs
16	SDSA General Meeting	San Diego
17	OCAA General Meeting	Anaheim
18	IEAA General Meeting	Riverside
24	RAA General Meeting	Windsor

JUNE

13-16	ESX 2017	Nashville, TN
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JULY

13	GVAA General Meeting	Manteca
20	SAAA Spring Fling	Sacramento
26	SVAA General Meeting	San Jose

AUGUST

24	SAAA Industry Trends	Sacramento
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SEPTEMBER

19	SDSA General Meeting	San Diego
20	OCAA General Meeting	Anaheim
21	IEAA General Meeting	Riverside

OCTOBER

12	GVAA General Meeting	Manteca
25	SVAA General Meeting	San Jose
25	RAA General Meeting	Windsor
26	SAAA Fire Forum	Sacramento

NOVEMBER

15	OCAA General Meeting	Anaheim
29 - Dec. 2	CAA Winter Convention	San Francisco
TBD	IEAA Holiday Charity	Riverside

DECEMBER

7	SAAA Holiday Party	Sacramento
TBD	SDSA Holiday Bash	San Diego

2017 Industry Events

ESA Leadership Summit 2017

Feb. 12-15, 2017
Tampa, FL

AIREF Golf Classic

April 4, 2017
Revere Country Club / Lexington
Golf Course - Las Vegas, NV

SIA Education@ISC 2017

April 4-6, 2017
Las Vegas, NV

ISC WEST 2017

April 5-7, 2017
Las Vegas, NV

ESA Day on Capitol Hill 2017

May 9 - 10, 2017

ESX 2017

June 13 - 16, 2017
Nashville, TN

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December 6
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