THE MIRROR

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ISC West 2018 Educational Sessions

ISC West, sponsored by the Security Industry Association (SIA), is the largest converged security event of the year, constantly evolving to educate security professionals on the tools and skills needed to protect against today's emerging cyber-physical security and safety threats and the anticipated ones of tomorrow.

ISC West announced 85+ plus accredited sessions, covering a range of industry topics, are designed to arm attendees with the assets and knowledge they need to protect and defend against developing threats in today's complex security landscape. ISC West 2018 will take place April 11-13 at the Sands Expo in Las Vegas, NV. SIA Education@ISC will kick off a day prior to the exhibits, on April 10.

Through its partnership with SIA, ISC West has organized a comprehensive program for attendees from all industries, roles and functions across physical, IT and IoT security. Now that registration is officially open for ISC West, the Connected Security Expo and the Unmanned Security & Safety Expo, attendees can sign up to take part in key sessions. Sample sessions include:

How Advanced IoT Technology Can Create the Connected Workplace of the Future

The Internet of Things (IoT) is booming, but there's no one-size-fits-all approach for deploying an IoT project in the enterprise, nor for securing it. This session will provide attendees with a model for implementing an end-to-end IoT ecosystem and how to leverage its predictive benefits to improve efficiency and security.

You Are the Password: Frictionless Biometric Security

Biometrics will continue to be a hot topic this year, with everyone wondering if using facial recognition or fingerprints is truly more secure than traditional passwords and pins. This session will define where we are with biometrics, how it's changing the way we interact and transact, and how its increasing popularity will impact our relationship with physical devices.

Active Shooter Workshop

Today's defense environment is unpredictable, and active shootings are a real concern for businesses and communities. Back by popular demand, join this hands-on workshop to learn how to protect and defend from a communications and infrastructure perspective.

Another Brick in the Firewall: Security Leaders Discuss the Elements of Complete Cyber Protection

As a 50-year-old brand, ISC West has evolved from a physical security event to a converged security event, adapting to stay on the cusp of the changing environment. This diverse panel comprised of experts across intelligent power, surveillance, access control, identity management and cybersecurity will address these vital topics.

Case Study of Law Enforcement Uses of UAVs

Listen to a firsthand account of how the Nevada Highway Patrol has pioneered the use of unmanned aerial vehicles (UAVs) to investigate motor vehicle crashes. A case study will be presented showing the capabilities of UAVs to speed up on-scene investigations, allowing roadways to be cleared faster. A comparison of the data obtained by the UAV and by a total station will be presented.

"Each year, our mission is to provide attendees with the knowledge, strategies and tactics they need to fight emerging threats, straight from industry experts who are experiencing the same security concerns," said Will Wise, group vice president of the ISC security portfolio at Reed Exhibitions. "This year is no exception; we're providing education covering everything from access and ID management to connected security to video surveillance to unmanned systems to IoT and AI, and more."

For more information visit www.iscwest.com.

ISC'S GOT TALENT

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President's Message

2018 is off and running and so is your CAA!

By Chuck Petrusha

With a flip of the calendar, February is here and so are the events.

I've pulled out the suitcase as I'm headed to Savannah, GA, for the ESA Leadership Summit. This is a must attend industry event for me as my calendar is filled with networking opportunities, great industry speakers, educational events, and the opportunity to sit and talk with my EMP peer group. I haven't traveled to Savannah before, so I am looking forward to a little southern hospitality and another great event from your ESA. You can get more info or register for this event at www.esa-summit.com.

I won't put the suitcase in the attic though, for as soon as I 'm back, I'm headed to Sacramento! The CAA is excited to hold our first quarterly board meeting of 2018 – A Day at the Capitol Building – with our legislators and attend the Police Forum offered by the Sacramento Area Alarm Association. As much as our Legislative Affairs have had on their agenda, it is important to me to be in Sacramento to continue to build relationships with our state's legislators before we ask for them to listen to our concerns. Mark your calendars and book your hotels for February 27 at the state capital. To sign up or get additional info, contact info@caaonline.org or call the CAA at 800-437-7658.

Vegas Baby!

The ISC West this year is April 11-13 and your CAA will be there. Once again, we will be hosting the kick-off cocktail party ISC's Got Talent at the Rockhouse, the opening Leadership Breakfast, and the public safety luncheon. We are excited to have our grand booth space at the show entrance again. Please stop by and say hello as you come and go to the trade show. I would like to give a special thank you to Mary Beth Shaughnessy and her staff for rolling out the red carpet for California once again. This will be an event that you won't want to miss. And remember, "What happens in Vegas ends up on the internet."

Please check the calendar for your local chapter events. From January through April there are at least 10 local association meetings and these events are likely where your next great idea will come from!

See you there.

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By Harvey Eisenstadt

ASSOCIATES CORNER

Creating A Partnership with the Prospect

Salespeople will realize their competitive advantage when they can identify how to differentiate themselves from their competition. All too often salespeople fail to accept that their competition is telling prospects exactly the same story that they are telling them. So, if it is not the features of your product, not the strength and longevity of your company, not the cost effectiveness of your pricing that truly differentiates you from other salespeople, then what is it? The answer is YOU and the strength of your own personal selling skills that provide your competitive advantage.

Now there are numerous personal selling skills possessed by salespeople that reside in several categories. The skills I want to discuss this month are those that fall into the category I refer to as PARTNERSHIP. I define PARTNERSHIP as that part of the sales process where the salesperson connects with the prospect. This is where you move the prospect over to your side. Some salespeople may refer to this as the presentation. I prefer not to use this identity since all too often the presentation merely becomes a feature dump of your product or service and does not focus on truly developing that PARTNERSHIP. A loyal and effective partnership is the result of the prospect recognizing what it is that your product or service can do for them, not merely what your product or service does.

Here is where the prospect selects your company to provide that product or service that specifically addresses their concerns.

To achieve this partnership the salesperson must gain the confidence of the prospect and move them over to their side. To develop and strengthen a partnership the salesperson must engage the prospect in the process of making the decision and empower them to make that decision choosing their product or service that meets their needs.

The key factor in the process of accomplishing this task is when the salesperson recognizes that people react positively to benefits, not features.

So, you begin by performing this simple planning task prior to your meeting with the prospect. Identify and list the features of your product or service. Next to each feature identify the benefit, to the prospect, of that feature. When meeting with the prospect, set aside the features and review each benefit with the prospect getting their verbal and affirmative agreement of the value to them for each of those benefits. Verbal and affirmative agreement are the key words to remember. Do not move on until this is accomplished. As the prospect is recognizing and agreeing to the benefits and value of your product or service they are engaging in the decision process and beginning to move over to your side, creating a true partnership.

Once this partnership has been created and the prospect is engaged and moving in the same direction as the salesperson, then the salesperson now strengthens the prospect's decision by identifying the features that create each of the benefits. Salespeople must remember that features support benefits, not the other way around. A complete review of each benefit that was acknowledged and agreed to by the prospect will reinforce their recognition of the value of your product or service and now empower the prospect to make that decision. When the prospect has agreed to and confirmed the benefits and value, to them, of your product or service, most often they will not disagree with themselves and a successful sale will be concluded.

Over one hundred years ago Henry Ford said it best which truly describes Partnership: "If everyone is moving in the same direction, then success will follow."

Harvey Eisenstadt is a Sales Consultant, Trainer, Speaker, Mentor and Author. Harvey possesses more than 55 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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LEGISLATIVE NEWS

BSIS 2017 Legislative Update

Below is a synopsis of the legislation enacted into law in 2017 that impacts the Practice Acts regulated by the Bureau of Security and Investigative Services along with a brief explanation of the substantive changes for each bill. NOTE: Unless otherwise specified, the provisions of the enacted legislation went into effect on January 1, 2018.

Alarm Company Act

1. Assembly Bill 1616 (Chapter 157): Prohibits any city, county, or city and county from imposing a civil penalty or fine against an alarm company operator or alarm agent for a false alarm if the cause of the false alarm is not attributable to the alarm company or agent improperly installing the alarm system, or a defective alarm system. (BPC Section 7592.8)

2. Senate Bill 547 (Chapter 429): Effective July 1, 2018, increases various fees in the Act including those listed below. (BPC 7599.70)

a. Alarm Company Operator Application and License Fees: $370 for application and $600 for licensure for initial license and $750 for renewal

b. Alarm Company Qualified Manager Certificate Application Fees: $350 initial application/exam fee and $225 for renewal.

c. Alarm Agent Registration Application Fees: $55 for initial registration and $40 for renewal.

d. Firearms Permit Fees: $100 for initial permit issuance and $80 for renewal.

3. Senate Bill 800 (Chapter 573):

a. Amends the definition of an "alarm system" to help clarify entities who must hold an Alarm Company Operator license. Current law includes the requirement of "police are expected to respond" to define an alarm system. SB 800 amends this provision to "police may respond." (BPC Section 7590.1)

b. Eliminates the requirement that when an alarm company licensee, qualified manager certificate holder, or alarm agent registrant holds a BSIS firearms permit, that the expiration date of the license, certificate or registration be synchronized with the expiration date of the firearms permit. (BPC Sections 7593.11, 7598.17 and 7599.10)

c. Clarifies that the disclosure which must be provided to a consumer at the time that an alarm agreement with an automatic renewal provision is being entered into applies only to residential alarm agreements. (BPC Section 7599.54)

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LEGISLATIVE WATCH

PAC ALERT

$30,000 GOAL FOR 2018

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 2018 and encourage CAA members to contribute what they can to reach this goal.

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

CAA PAC FUND CONTRIBUTIONS

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

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ASSOCIATES NEWS

DYNAMARK SECURITY CENTERS has hired Greg Peninger as their new director of sales for the southern region of the USA. "Due to the steady growth of Dynamark's footprint, the addition of a director of sales for the southern USA was needed," said Hank Groff, Senior Vice President of Sales and Business Development. Peninger has over 20 years' experience in the alarm industry, working with notable industry leaders as Ranger American of San Antonio. He has also owned his own security and home automation company, serving throughout the state of Texas, and Peninger is the current vice president on the board of the TBFAA. "We reviewed many exceptional candidates; however Greg was the solid choice," said Groff. Peninger will oversee all sales channels of Dynamark's southern region, which encompasses states reaching from Florida through Texas. "The southern region is one of our fastest growing markets, so it made sense for us to hire a director that had a vast amount of experience working in these markets. Greg's knowledge in this industry will be a huge advantage to help our southern dealers and partners grow their current business," Groff added. Greg Peninger lives in Central Texas with his wife Susan and three sons. He enjoys outdoor activities including golf, camping, and fishing. For more information, visit www.dynamarkmonitoring.com.

GIACALONE ASSOCIATES announced the expansion of their Electronic Security Consulting practice to the world-famous Bell Works campus in Holmdel, New Jersey. Giacalone Associates has served as consultants to domestic and international security technology organizations for the past 12 years. With the incremental growth and our new business unit launching this first quarter of 2018 representing the largest World Class telecommunications, networking, managed services and cloud computing solution providers, the company requires the expansion to this premier technology campus. "We are very fortunate that our clients have entrusted us for more than a decade and have given us the ability to grow and expand the business", stated Peter P. Giacalone, President of Giacalone Associates, LLC. "It is exciting as we expand representing the largest carriers in the telecommunications, cloud and networking space." For more information, visit www.giacaloneassociates.com.

POTTER ELECTRIC SIGNAL COMPANY, LLC announced the launch of the AFC Series of Addressable Fire Panels and ARC-100 Releasing Panel. The AFC-50, AFC-100, and AFC-1000 Fire Panels offer the highest point capacity available in the distribution channel ranging from 50 to 1270 points. The entire line has the same enhanced IP features as Potter's current line of panels. The AFC/ARC panels use the new PAD100 line of addressable SLC devices. Potter is extremely proud of these new panels and SLC devices because they are 100% assembled in the USA. The AFC Series of Addressable Fire Panels maintain the same programming software that customers are used to, while providing several enhanced features. The AFC series of panels along with the PAD100 series SLC devices will replace the Potter PFC-6030, PFC-6075, PFC-6200, and PFC-6800 addressable panels and related SLC devices. Those products will be discontinued on March 30, 2018. Jeff Hendrickson, V.P. of Product Management for the Fire/Security division of Potter said "The AFC line of addressable panels in conjunction with the PAD SLC Modules will greatly simplify installation. We're confident that the added points will benefit those looking for maximum coverage with their fire alarm system." Dave Kosciuk, Executive V.P. and General Manager for the Fire/Security division at Potter said "We're very excited to offer a non-proprietary panel with such a large point capacity, it really gives our customer base far greater flexibility in many different types of applications ranging from small to large systems." For more information, visit www.pottersignal.com

JOHNSON CONTROLS introduced the latest version of exacqVision video management system (9.0) which adds important features that help ensure the overall health of a customer's security environment while providing tools that aid in faster mitigation of security events. Powerful new integrations with analytics-enabled Illustra Pro IP cameras enable users to monitor large areas based on behavior such as loitering, and powerful search tools make it easy to find important events based on metadata. Administrators can also now better regulate user group 'live' and 'search' privileges to ensure surveillance video is only viewed by appropriate users. Finally, exacqVision 9.0 further simplifies the configuration process by adding additional information fields to the audio, trigger and alarm inputs and outputs page. For more information, visit www.exacq.com.

CONTINENTAL ACCESS, a division of **NAPCO SECURITY TECHNOLOGIES**, has released a preliminary training schedule for 2018. Continental offers instructor-led training courses on Continental's software & hardware, and applications including hosted services and school & healthcare campus lockdown and threat level management. Continental's field training courses are generally two days, and are offered throughout the nation on a regular basis. The customizable classes are offered to all Continental dealer/integrators, A/Es and sponsored end-users. To register for a training, or see the new classes added regularly, including webinars and prerecorded sessions, the full schedule, with more detail and fees, is now available online at http://www.continentalaccess.com/seminars. For more information on all Continental Training and Certification Courses, email training@cicaccess.com

ALARM LOCK SYSTEMS, a Division of **NAPCO SECURITY TECHNOLOGIES**, announced seamless integration of its Trilogy Networx® & ArchiTech Networked Wireless Electronic Access Locking solutions with popular Software House C•CURE® 9000 security and event management platform from Tyco® Security Products. With this integration, customers can monitor and control advanced Trilogy Networx Locks within the C•CURE 9000 software to gain the additional real-time information they need to respond accurately to system events and alarms. "There's no question that today's Trilogy Networx locks offer a superior real-time wireless enterprise locking access control solution for new installations or retrofit system access control system upgrades or expansions," said Jorge Hevia, Sr. Vice President of Sales & Marketing, Napco Security Technologies. At less than ½ the cost of a traditional hardwired access door, and deployed in about an hour in place of any standard lockset, advanced Networx Wireless PIN/Prox Access Locks are easy to afford, install, and manage, and now that's further enhanced in real time, networked within the popular Software House C•CURE environment. For more information go to www.alarmlock.com.

JOHNSON CONTROLS announced that the DSC iotega wireless security and automation solution is adding support for Apple HomeKit, enabling consumers to manage not only their security system but also other home automation abilities using Apple's Home app or Siri on their iPhone, iPad, and Apple Watch. The recently launched iotega system from DSC is an intuitive, completely wireless and fully secure system, using encrypted, long-range wireless PowerG sensors, which provides homeowners and small businesses the ultimate in reliable security and home control. From

Associates News, continued on page 10

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a single app, consumers can seamlessly easily arm and disarm their iotega system as well as perform other home control functions with iotega -- turning on HomeKit enabled lights, unlocking doors, setting the thermostat, raising and lowering window shades and more. With support for Z-wave control features as well as Wi-Fi for cameras and touchscreens, iotega offers consumers freedom of choice with a myriad of home control devices.

JOHNSON CONTROLS announces the introduction of the C•CURE Go Install app for use with the Software House iSTAR Ultra LT. The new app provides a more efficient, convenient means of configuring or updating information on the iSTAR Ultra LT controller without having to physically access the unit. Working with an embedded Bluetooth antenna that can be turned on and off remotely to ensure network security, users simply log into the C•CURE Go Install app to perform a host of tasks, including configuring the network settings on the controller, rebooting the device and checking its status. The app is ideal for use with iSTAR Ultra LT controllers that are difficult to access for manual configuration, such as units located high above doorways or behind ceiling tiles. "Using the C•CURE Go Install app with the iSTAR Ultra LT minimizes the disruption that can be caused by having to access the controller itself," said Rick Focke, director of product management, Enterprise Access Control, Building Technologies & Solutions, Johnson Controls. "Increasingly, there are applications, such as hospitals with sealed ceilings, where physical access to the controller just isn't feasible. Using the intuitive app instead to perform myriad tasks provides a more efficient option." For more information, visit http://www.swhouse.com.

GENERAL MONITORING SERVICES, INC. (GMS) announced the official launching of its new corporate rebranding and website. The rebranding and website redesign better reflects the company's approach, strength, flexibility, and diversity of options available to dealers and customers. The company operates under the philosophy that every element should pass the "white glove test" of exceptional service in customer service, technology, training, and response. The company's new website is a multi-functional platform providing visitors with fast and easy access to the solutions that meet their monitoring needs. The website and rebranding come as part of an aggressive nationwide marketing initiative that further enables the company to redefine its expanding services and better positions them into the future. "At GMS, we have invested deeply in our people, technology, and processes to grow our business so that our customers can feel confident in growing theirs. We provide a unique and personalized approach to delivering solutions tailored to meet their needs," explained Lupe Carlos, President, General Monitoring Services. "We took this time to not only rethink the brand but our entire process. We're proud to be ahead of the curve in this rapidly evolving industry, and want every aspect of GMS to reflect and support the thriving landscape." To explore the company's new website, visit gmscentral.com.

GENERAL MONITORING SERVICES, INC.

WINLAND ELECTRONICS, INC. announced the hiring of Michael Furr as Manager of Winland's Reseller Partner Channel. In this role, Mr. Furr will further develop relationships with Winland's reseller partners and their clients through designing, proposing, and implementing programs to best fit their specific needs. Mr. Furr comes to Winland with more than fourteen years of industry experience as an integrator implementing solutions for a diverse customer base. His most recent position as Operations Manager for Stanley Security afforded him the opportunity to foster sales growth and improved production for branches in North and South Carolina. "We are excited about the growth of INSIGHT through our partnerships with regional and national security integrators across North America," said Brian Lawrence, President and CFO. "With Michael's experience and passion, we intend to further develop Winland's Certified Reseller Program in order to increase the effectiveness with which security integrators can assist their customers in protecting valuable assets by leveraging INSIGHT's alerting, monitoring, and regulatory compliance capabilities." For more information, visit www.winland.com.

Paul Wassem
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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.

CAA & GVAA members met in Manteca to network and discuss industry updates.

GLASAA

Greater Los Angeles Security Alarm Associatior

Jason Beardsley, President

GLASAA Meetings and Events
Please visit our website at www.glasaa.org

San Diego Security Association

Chris Kwast, President

City of San Diego Permit Process

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

Visit our website: www.sandiegosecurityassociation.org

Golden Gate Alarm Association

Vacant, President

For further information, contact the CAA at info@caaonline.org or call 800-437-7658.

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Mark Simpson, President

2018 SAAA MEETINGS

Join us on February 27 for our SAAA Police Forum beginning at 10:30 a.m. at the Marriott Resdience Inn at the Capitol. We will meet in conjunction with the CAA Board of Directors and you are invited to participate in the Day at the Capitol following our luncheon. RSVP to 8000-437-7658 or info@caaonline.org. Cost is $30 for lunch aand public safety agencies are guests of the Association. An RSVP is required for our events. Call 800-437-7658 ext. 3 or email info@caaonline.org.

Mid Cal Alarm Association

Mike Tarin, President

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Inland Empire Alarm Association

Jon McNamara, 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.

Silicon Valley Alarm Association

Ben Martinez, President

All meetings are held at Three Flames Restaurant – San Jose, 1547 Meridian Avenue, San Jose, CA 95125. 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 Ben Martinez at (510) 750-0252 or bmartinez@gcsmonitoring.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.

Orange County Alarm Association

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

Jason Keyz, 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 OCAlarmAssoc@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.

Redwood Alarm Association

Sean Cooke, President

The Redwood Alarm Association has announced its 2018 meeting dates. All meetings will be held at Chevy's Mexican Restaurant in Santa Rosa, CA.

MEETINGS

- **Wednesday, March 14**
- **Wednesday, May 30**
- **Wednesday, August 18**

The March 14 meeting will feature special guest Community Services Officer Jennifer Abrao from the Sonoma County Sheriff's Office. Officer Abrao will be discussing ordinances and regulations to sell to the cannabis industry. Please RSVP to jarad@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.

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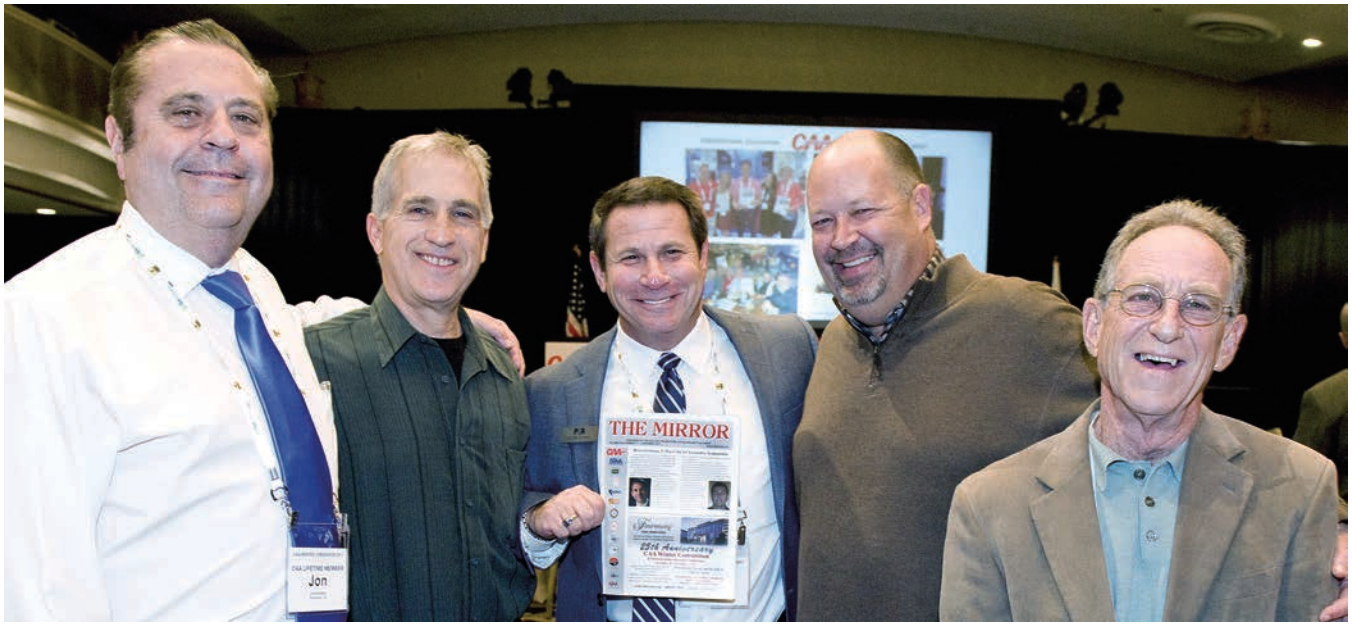

A mini reunion of sorts was held at the CAA Winter Convention in Sans Francisco. Reminiscing about working together during their National Guardian-San Francisco days were Jon Sargent, Garry Coppers, Scott Crown, Paul Frankos and Stan Hellman.

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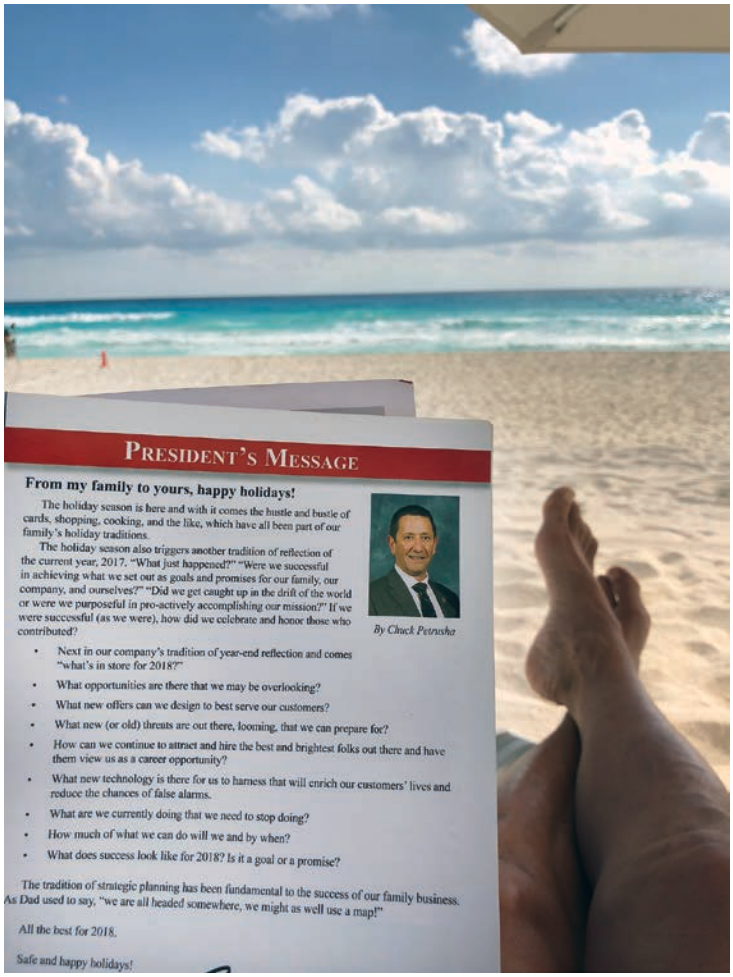

CAA President Chuck Petrusha in Cancun with THE MIRROR.

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INDUSTRY NEWS

Wayne Alarm Systems and Lexington Alarm Systems, announced that their two companies will combine forces under the **WAYNE ALARM SYSTEMS** umbrella to bring the highest-quality home and business security systems to local customers with improved technology and a broader service area. "Wayne Alarm Systems is now in its 50th year of operations as a multigenerational, family-owned security systems company," said Ralph W. Sevinor, president of Wayne Alarm Systems. "Acquiring one of Massachusetts' premier security companies, Lexington Alarm Systems, will complement our company culture, and the combined customer base will give both companies an expanded service area."

"Wayne Alarm Systems' commitment to technology, and all the conveniences this brings to their business model and customers, will be an enormous new boost for us," said Donald Martini, president of Lexington Alarm Systems. "It brings to fruition our concept of a multigenerational, family-owned, top-quality, local security systems company competing successfully with the giant, global corporations that offer compelling marketing, but lack the substance of on-site knowledge and community engagement."

Wayne Alarm Systems and Lexington Alarm Systems become the Boston area's premier electronic security and life safety solutions provider. This new acquisition offers increased strength in all the emerging technologies and confirms our customer-centric service as second to none in Massachusetts. Wayne Alarm Systems will continue to offer excellent opportunities to all local customers to have the best in alarm security, right in their own hometowns. Lexington Alarm Systems will continue operations at its current location in Bedford, Massachusetts, under the direction of Mike Lordan, vice president of Lexington Alarm Systems.

Ralph Sevinor of Wayne Alarm Systems and Donald Martini of Lexington Alarm Systems have combined forces under the Wayne Alarm Systems umbrella.

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WAESA MEETINGS

February 8, 2018
Eastside Luncheon Meeting
11:30 a.m. – 1 p.m.
GraybaR - 4001 East Ferry Ave Spokane, WA 99202
Speaker: Chris Wood of GraybaR with an update on GraybaR, a tour of their remodeled facility and products that can help grow RMR.

February 13, 2018
Westside Luncheon Meeting
11:30 a.m. – 1 p.m.
Tri-Ed/Anixter – 22627 – 68th Ave S #D Kent, WA 9803

March 8, 2018
Eastside Luncheon Meeting
11:30 a.m. – 1 p.m.
ADI Global Distribution - 2680 E Ferry Ave, Spokane, WA 99202
Speaker: Jonathan Beach, NW Regional Manager, Honeywell Security and Fire Will speak on opportunities for increasing your RMR.

March 13, 2018
4th Annual WAESA Fire Symposium
7 a.m. – 4 p.m.
Emerald Downs - 2300 Emerald Downs Dr., Auburn WA 98001
Bob Long of United Building & Engineering Services presenting "Smoke Control Special Inspections" and Travis Allen of Allen Engineering presenting "Smoke Control Engineering".

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

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NOTE: Our March meeting has changed to the THIRD Wednesday of March - March 21st. Same time, same location.

2018 NSA Calendar

March 21	NSA Membership Meeting	Las Vegas
April 12	NSA Public Safety Luncheon	ISC West
May 9	NSA Board of Directors Meeting	Las Vegas
May 9	NSA Membership Meeting	Las Vegas
June 13	NSA Board of Directors Meeting	Las Vegas
July 11	NSA Board of Directors Meeting	Las Vegas
July 11	NSA Membership Meeting	Las Vegas
August 8	NSA Board of Directors Meeting	Las Vegas
September 12	NSA Board of Directors Meeting	Las Vegas
September 12	NSA Membership Meeting	Las Vegas
October 10	NSA Board of Directors Meeting	Call-in
October 12	NSA Youth Scholarship Fundraiser	Las Vegas
November 14	NSA Board of Directors Meeting	Las Vegas
November 14	NSA Membership Meeting	Las Vegas
December 12	NSA Board of Directors Meeting	Las Vegas

HAPPY NEW YEAR! Start your year off with an edge on your competitors by renewing your membership or joining the Nevada Security Association. Our six membership meetings per year and annual events keep you abreast of industry happenings and provide great networking opportunities. Download applications from our website www.nevadasecurityassociation.org or contact Jeanne 702-551-4672 or admin@nevadasecurityassociation.org.

Regular meetings take place at 6 p.m. at Gordon Biersch Restaurant, 3987 Paradise Rd, Las Vegas, NV 89169.

Thanks to all who attended our January Member meeting. Thank you to our guest speaker, Barry Epstein of Vertex Capital, who helped our members understand the current state of the life safety market.

NSA Youth Scholarship applications are now available on our website. Let your Clark County PD and FD contacts know! NTS On-line Training is now accessible through the TRAINING TAB on the NSA website.

MARK YOUR CALENDAR: Join us at the NSA Public Safety Luncheon during ISC-WEST in Las Vegas April 12. Wonderful event with over 100 attendees! Sponsorships available for Luncheon plus Welcome Reception and Leadership Breakfast.

Contact Jeanne or check e-newsletter for sponsor forms.

Barry Epstein of Vertex Capital addresses NSA members at the January meeting.

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775-813-0525
steve@siacinc.org

Executive Director
Jeanne Palmer

Don't miss our next Member Meeting!

DATE: March 14, 2018, 12:00noon

LOCATION: Mimi's Café, 205 S Abilene St., Aurora, CO 80012

GUEST SPEAKER: Mitch Reitman, CPA

TOPIC: Tax law changes and how they affect your security/life safety business.

RSVP:Jeanne@cbfaa.org or call 303-805-0885 by 3/12.

New to CBFAA? Join us for a complimentary lunch and meeting. We're sure once you see the benefits of membership, you'll want to add your voice to ours. Info and membership applications available on our website www.cbfaa.org .

CBFAA Meetings

February 14	CBFAA Board of Directors Meeting	Denver, CO
March 14	CBFAA Board of Directors Meeting	Denver, CO
March 14	CBFAA Membership Meeting	Denver, CO
April 11	CBFAA Board of Directors Meeting	Denver, CO
May 9	CBFAA Board of Directors Meeting	Denver, CO
June 13	CBFAA Board of Directors Meeting	Denver, CO
June 13	CBFAA Membership Meeting	Denver, CO
July 11	CBFAA Board of Directors Meeting	Denver, CO
August 8	CBFAA Board of Directors Meeting	Denver, CO
September 12	CBFAA Board of Directors Meeting	Denver, CO
September 12	CBFAA Membership Meeting	Denver, CO
October 10	CBFAA Board of Directors Meeting	Denver, CO
November 14	CBFAA Board of Directors Meeting	Denver, CO
December 6	CBFAA Holiday Party	Denver, CO

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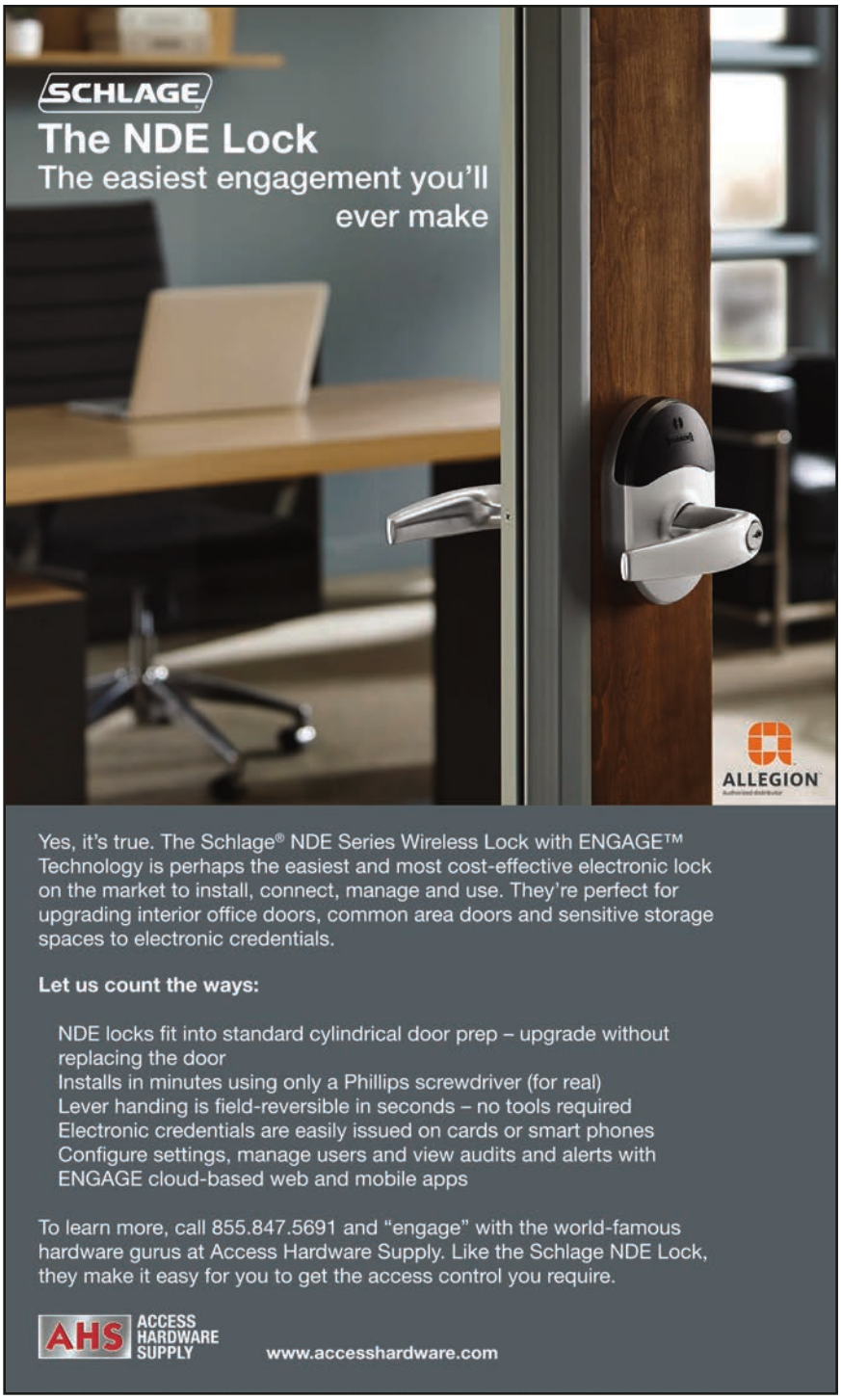

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AFAA Training Seminars

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.

CALIFORNIA AUTOMATIC FIRE ALARM ASSOCIATION

TEL 888/607-5959
www.CAFAA.com info@CAFAA.com
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CAFAA 48th Annual Conference
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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.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, more energy-efficient and more convenient. For more information about the SECURE+ Initiative, go to ESAweb.org or contact the ESA Member Service Center at 972-807-6801.

ESA Member Buying Program

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

Security America Risk Retention Group

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

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WBFAA UATC
APPRENTICE TRAINING PROGRAM

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Unilateral Apprenticeship and Training Committee (UATC)
The WBFAA Apprenticeship Program

www.WBFAA.net

WBFAA UATC Apprentice Spring Semester Class Launched

Member companies can register new apprentices anytime. If you will be hiring new apprentices or technicians, member companies are encouraged to send job postings to info@wbfaa.net and we will send to our list of qualified prospects. The WBFAA UATC is open to member companies of the CAA or CAFAA who require having registered apprentices with the State of California. Call the WBFAA UATC at 800-809-0280 if you are interested in joining.

Certification – Fire/Life Safety Technician - Renewal

For Fire/Life Safety Technicians with 4,000 hours of work experience, the state law requires them to be certified by passing the state exam. The renewal application is posted at www.dir.ca.gov/das 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

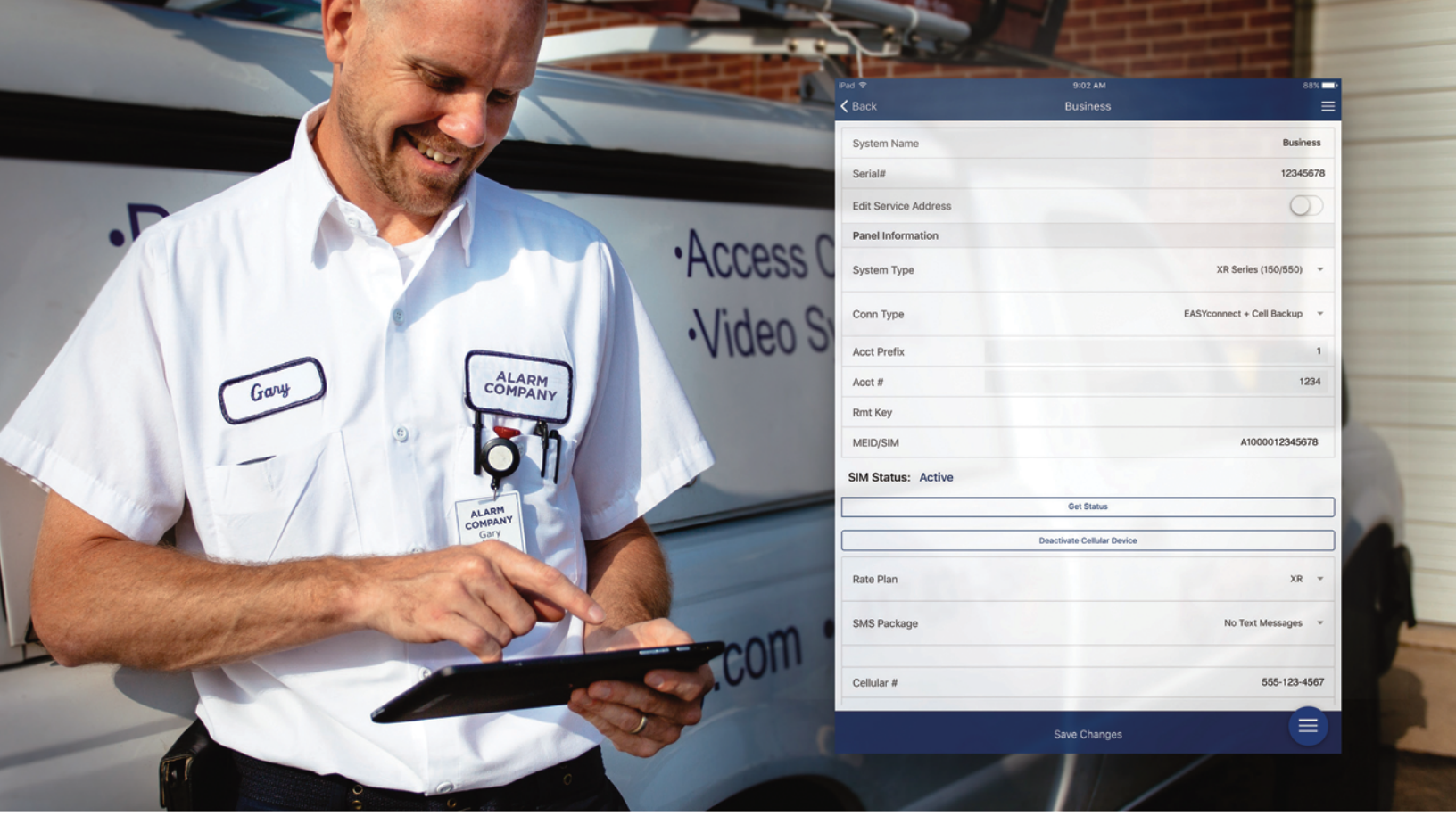
The Contractors State License Board (CSLB) issues legal action against any C-10 Electrical contractor who willfully employs an uncertified electrician to perform work as an electrician. CSLB is legally required to open an investigation and initiate disciplinary action against the contractor (which may 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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WESTERN STATES SECURITY ALLIANCE

CALENDAR 2018

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

JANUARY

9	EBAA General Meeting	Emeryville
10	NSA Member Meeting	Las Vegas
11	GVAA General Meeting	Manteca
17	OCAA General Meeting	Anaheim
24	SVAA General Meeting	San Jose

FEBRUARY

5	MCAA General Meeting	Fresno
8	WAESA Eastside Meeting	Spokane
13	WAESA Westside Meeting	Kent
12-15	ESA Leadership Summit	Savannah, GA
20	SDSA General Meeting	San Diego
22	IEAA General Meeting	Riverside
27	CAA Day at the Capitol	Sacramento
27	SAAA Police Forum	Sacramento

MARCH

8	WAESA Eastside Meeting	Spokane
13	WAESA Fire Symposium	Auburn
13	EBAA General Meeting	Emeryville
14	NSA Member Meeting	Las Vegas
14	RAA General Meeting	Santa Rosa
14	CBFAA Membership Meeting	Denver, CO
21	OCAA General Meeting	Anaheim
27	CAA Day at the State Capitol	Sacramento

APRIL

10	SIA/ISC's Got Talent	Las Vegas, NV
11-13	ISC West 2018	Las Vegas, NV
12	NSA Public Safety Luncheon	ISC West
16	MCAA General Meeting	Fresno
19	SAAA Video Forum	Sacramento
25	SVAA Fire Forum	San Jose

MAY

8	EBAA General Meeting	Emeryville
9	NSA Member Meeting	Las Vegas
15	SDSA General Meeting	San Diego
16-19	CAA Palm Springs Convention	Hilton Palm Springs
30	RAA General Meeting	Santa Rosa
31	IEAA General Meeting	Riverisde

JUNE

13	CBFAA Membership Meeting	Denver, CO
19-22	ESX 2018	Nashville, TN

JULY

10	EBAA General Meeting	Emeryville
11	NSA Membership Meeting	Las Vegas
12	GVAA General Meeting	Manteca
25	SVAA General Meeting	San Jose

AUGUST

6	MCAA General Meeting	Fresno
15	RAA General Meeting	Santa Rosa
23	SAAA Industry Trends	Sacramento

SEPTEMBER

9	SDSA General Meeting	San Diego
11	EBAA General Meeting	Emeryville
12	NSA Membership Meeting	Las Vegas
12	CBFAA Membership Meeting	Denver, CO
20	IEAA General Meeting	Riverside

OCTOBER

11	GVAA General Meeting	
12	NSA Youth Scholarship Fundraiser	Las Vegas
13-17	TMA Annual Meeting	Palm Beach, FL
24	SVAA General Meeting	San Jose
25	SAAA Fire Forum	Sacramento

NOVEMBER

8	IEAA Holiday Teen Charity	Riverside
13	EBAA General Meeting	Emeryville
14	NSA Membership Meeting	Las Vegas
TBD	TMA Fall Operations Seminar	

DECEMBER

5-8	CAA Winter Convention	Fairmont San Francisco
6	SAAA Holiday Party	Sacramento
6	CBFAA Holiday Party	Denver, CO
12	NSA Board of Directors Meeting	Las Vegas
12	SDSA Holiday Bash	San Diego

CAA CONVENTIONS

2018	May 16 – May 19	Hilton Palm Springs
2018	December 5 – December 8	Fairmont San Francisco
2019	May 15 – May 18	Hilton Palm Springs
2019	December 4 – December 7	Fairmont San Francisco
2020	May 13 – May 16	Hilton Palm Springs
2020	December 2 – December 5	Fairmont San Francisco
2021	May 12 – May 15	Hilton Palm Springs
2021	December 1 – December 4	Fairmont San Francisco

TRAINING DATE

February 7
DSC iotega Certification Course:
eDist Security Ontario, CA
www.security.edist.com

Email your training and education calendar to info@CAAonline.org

BSIS Address and Telephone Numbers

Bureau of Security and Investigative Services
2420 Del Paso Road, Suite 270, Sacramento, California 95834.
The following are a list of important Bureau numbers to update your records:

Main Number:	916/322-4000
Toll Free Number:	800/952-5210
Licensing Fax Number:	916/575-7290
Enforcement Fax Number:	916/575-7289
Email:	bsis@dca.ca.gov
Web Homepage:	www.dca.ca.gov/bsis

CONTACT THE CAA
California Alarm Association
333 Washington Blvd., Suite 433, Marina del Rey, CA 90292
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