

# THE MIRROR

PUBLISHED BY THE CAA FOR THE WESTERN STATES SECURITY ALLIANCE

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



Panelists at the recent OCAA meeting included Glen Guldbeck, Alarm.com; John Kaloper, DSC; and Brian Dotson, Telguard.



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CAA Past President  
John Hopper met  
Rory McCann from  
Game of Thrones  
and showed him THE  
MIRROR!



## CAA Day at the California State Capitol Wednesday, March 25, 2015

CAA Day at the California State Capitol is an opportunity for California Alarm Association members to come to Sacramento and meet with members of the Senate and Assembly and their staff face-to-face. Participation in this event is important for members of the electronic security community.

*"It's so important for members of our trade to be here for our CAA Day at the California State Capitol. It demonstrates*

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

*- Theodore Roosevelt*

*that our industry is dedicated to protecting and preserving the cornerstones of electronic security," according to Matt Westphal, CAA Past President. "The more people we can get to participate in this event, the more California legislators will understand the fire/life safety industry and welcome our positions on important electronic security public policy issues."*

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THE MIRROR

## PRESIDENT'S MESSAGE

During February 8-11 security industry professionals convened and were energized by expert speakers and panelists both from within and outside our industry at the ESA Leadership Summit in Phoenix, AZ. More than 300 attendees networked with colleagues, formed new business relationships and shared best practices on trends in the industry and directions on how to secure a solid future. The opening keynote, Peggy Hoffman, of Mariner Management and Marketing, hit home with me on her vision and directions on the importance of associations being relevant to all members.

This is our vision and goal for the CAA in 2015 to be inclusive and relevant to all. We want to hear your voice, we want to understand how you would like to be involved, we want to hear from you on how we can impact the security industry in new ways and we want to collaborate with you on how to provide the best events and support for your businesses. There are many upcoming events to be involved with including local chapter meetings and trainings that you can find at [www.caaonline.org](http://www.caaonline.org), our upcoming Day at the California State Capitol on March 25, ISC in Las Vegas from April 14-17 and our Palm Springs Convention May 13-16.

I am excited about our Day at the California State Capitol on March 25. This event will include a valuable opportunity to meet with members of the legislature and their staff first hand. We can discuss critical policy issues that directly affect our industry and businesses with the people that construct the laws. We can communicate and educate face-to-face about electronic security and, with the strength of your participation, we can benefit the greater good by showing the importance of what we do. Our security industry advocates will be with us to attend scheduled meetings with members of the legislature and their staff, and report the results in a debriefing.

ISC West is always a tremendous opportunity to discover leading products that can differentiate your business, attain first rate training and of course attend CAA events including AIREF Golf Tournament, SIA/ISC Loves Security reception at the Venetian Rockhouse, Leadership Breakfast on opening day, and Public Safety Day Luncheon on Thursday which includes the NSA scholarship presentations.

Our CAA Palm Springs Convention is a key event and this year will be focused on what many of you have already shared is most relevant to you, the dynamics of this industry and how you continue growth within it. We will provide further updates to you on the exciting additions for this year's summer convention on our website, in THE MIRROR and through direct contact with you.

You are part of our team of inspired and committed professionals and we invite you to attend and be involved with the upcoming events knowing that we are inspired by our heritage and dedicated to our future!

Sincerely,  
Cathy Rempel



Cathy Rempel

### 12th ANNUAL AIREF Golf Classic at ISC West

Tuesday, April 14, 2015

- Revere Country Club / Lexington Golf Course Las Vegas  
- Shotgun Start at 8:45 a.m.
- Golf Tournament and Post-Play Reception at Revere Country Club
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To register by phone or for additional information contact Pat Shea Remes, 203-762-2444, [premes@airef.org](mailto:premes@airef.org). Visit the AIREF Website at [www.airef.org](http://www.airef.org).



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## ASSOCIATES CORNER

### Where Leadership Can Improve!

By Harvey Eisenstadt

Last month my article focused on the important factor that management must acknowledge that increasing employee loyalty and satisfaction begins at the top. I identified several leadership skills that must be recognized by management, strengthened and employed to provide quality and effective leadership. Listening carefully to what your team is telling you, setting realistic and achievable goals and being a teacher, mentor and coach to the team members top that list.

This month I want to identify what I refer to as some of the "weaknesses" exhibited by management that tend to create problems for leaders. We must always remember that leaders are as human as the members of their team and as such are not always perfect when reacting to pressure or inspiring and leading their team. The successful leader recognizes their own weaknesses and takes the appropriate steps to employ the tools and knowledge to correct them.

Micro management is one of the more common mistakes made by team managers. Team members must possess the assurance that their leadership trusts their judgment and the confidence of their ability to make sound and correct decisions. The responsibility of the leader is to set goals and expectations, followed by delegating the required actions and guidance towards achieving these goals and expectations. Too often management will display the feeling that their team cannot accomplish these tasks as well as they can, and assume the tasks themselves. This is representative of one of two scenarios.

First, management may not have adequately vetted the individuals they hired for the team and it is now being returned to them as insecurity. Then there is management not confident that the team

truly understands what has been delegated and hesitates to entrust them with the decisionmaking for success. To correct the vetting process, management must revisit their interview and hiring procedure and exercise more focus on the character of the candidate. Following this, management must step to the side after delegating to their team and allow their team members to feel the trust of management that they do understand and can carry out the actions towards success.

Another weakness exhibited by many leaders, which in their mind they view as strength, is that of the display of power. Too often leaders will exercise authority in such a way where questions or disapproval instills fear in the team member. When this scenario occurs, the action of the team member becomes reactive and reluctant rather than proactive and progressive. Although effective leadership requires holding your team members accountable for their actions, equally important is rallying the team members to follow your lead. Leaders must communicate clearly and concisely, rather than forcefully, when empowering the team member or discussing a troubling situation. There will be times when the leader will have to deliver an unpopular decision. It is at times like this where the leader must be precise and very clear explaining the content of the decision. Presented properly, the team members will come away understanding the motivation of the decision, accept it and move forward.

As a leader you must recognize your own personal management skills, identify where you may have some weaknesses and search out a source that can help you correct and strengthen them. The success of your team is directly dependent on the strength of your leadership.

*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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Tony Wilson of CMS addressing the packed room of the CMS Presidents Forum.

## Security Industry Alarm Coalition (SIAC)

Visit [www.SIACinc.org](http://www.SIACinc.org) for alarm management resources for alarm companies, law enforcement and public safety policy development officials. Resources include model ordinance, ECV information and alarm school materials.

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## LEGISLATIVE WATCH

**\*PAC ALERT\***

### \$30,000 GOAL FOR 2015

By Don Gilbert, Mike Robson, and Trent Smith

The Political Action Committee (PAC) is an important part of the CAA governmental relations program. In past years, CAA has raised more than \$30,000 in its PAC to contribute to business-minded legislators. We want to establish this funding level as a goal for 2015 and encourage CAA members to contribute what they can to reach this goal.

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

### CAA PAC FUND CONTRIBUTIONS

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

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**PROFESSIONAL SALES REPRESENTATIVES, LLC** announced its partnership with Veto Pro Pac, a manufacturer of unique tool bags from Norwalk, CT. Pro Sales Reps will represent the product line in all 13 Western states – Alaska, Arizona, California, Colorado, Hawaii, Idaho, Oregon, Montana, Nevada, New Mexico, Utah, Washington, and Wyoming. “Veto Pro Pac tool bags allow us to offer a high-quality product that can be customized with our client’s logo, which can differentiate the client’s install team from their competitors and give them a professional appearance in front of their customers”, said Andy Applegate, VP of Sales for PSR. Veto Pro Pac offers several types of bags that provide tool storage and protection solutions for every service technician. For more information, visit [www.vetopropac.com](http://www.vetopropac.com).

**AES CORPORATION** announced that The City of New York Fire Department has officially accepted the AES-IntelliNet® mesh radio network products for use by approved Central Stations to protect the lives and property of citizens throughout New York City. These AES-IntelliNet products are NFPA-72 compliant and UL 864 9th Edition listed. Full code chapter, table, listing, and certificate details are available for reference by visiting [www.aes-intellinet.com](http://www.aes-intellinet.com).

The **CMOOR GROUP** and **SECURITYCEU.COM** have developed a new online course, Alarm Industry Professional Development Series. The new course is specifically geared for those individuals needing continuing education units (CEUs) to meet the requirements of the Electronic Security Association’s (ESA) National Training



School (NTS) certifications. The series is approved for 12 hours of CEUs through the NTS and helps students maintain their certifications including Certified Alarm Technician Level I, Certified Fire Alarm Technician (CFAT) Level II” and Certified Service Technician (CST). The CEU approved course focuses on many of the

foundational topics security, fire and life safety professionals need. “Certification is not only a requirement but the course is perfect for everyone in the industry, including manufacturers, distributors, reps, integrators, dealers and anyone else that needs these foundational skills in their everyday jobs,” said Connie Moorhead, President of The CMOOR Group. “We developed the Alarm Industry Professional Development Series, so security professionals could gain and maintain their ESA certifications which require 12 hours of continuing education with the advantage of learning anytime and anywhere.” For further information, visit [www.securityCEU.com](http://www.securityCEU.com).

**COPS MONITORING** promoted Michael Angell to Site Manager of its UL listed facility in Scottsdale, Arizona. Angell will be responsible for the entire operation including, hiring, training, UL and CSAA Five Diamond compliance and other factors that ensure his facility contributes to delivering the high-quality standards for which COPS Monitoring has become known. “Since the beginning, COPS has been



a company that promotes within,” said Jim McMullen, President and COO of COPS Monitoring. “Our supervisors, shift managers, site managers, and most of our VPs all started in entry-level positions. Not only is the opportunity for advancement one of the benefits that makes COPS Monitoring a desirable place to work, the depth of knowledge our leaders possess also helps ensure our dealers and their customers receive the best service possible.” For more information, visit [www.copsmonitoring.com](http://www.copsmonitoring.com).

**NAPCO SECURITY TECHNOLOGIES, INC.** introduced iBridge® Messenger, a complementary add-on and extension of its iBridge® Connected Home line for dealers transitioning into the lucrative smart home market and available for all new and retrofit Gemini Security System accounts. iBridge® Messenger is an SMS or MMS message notification service, for subscribers who want to stay connected and in control of their premises’ alarm, video, temperature, lighting and locking, receiving custom SMS simple text messages or daily reminders, or enhanced MMS live video alert messages. For more information, visit [www.napcosecurity.com](http://www.napcosecurity.com).



## DIGITAL MONITORING PRODUCTS

**(DMP)** has named Derek Ottman as Dealer Development Manager for the Midwest Region, which includes Illinois, Minnesota, Wisconsin, and eastern Iowa. He will be responsible for developing new sales and providing on-going service to DMP authorized dealers throughout the region, helping them to grow their businesses. For more information, visit [www.dmp.com](http://www.dmp.com).

Naomi Torsleff joins the **BOSCH** team as an Inside Sales Representative supporting the video systems portfolio in the Western region of the U.S. Her goal is to keep you informed about our latest products and new trends in the market and to support you in your efforts to win new business and grow sales. Naomi brings several years of security industry experience to her new role, making her well equipped to provide you with the highest level of service and support. To connect with Naomi, email her at [Naomi.torsleff@us.bosch.com](mailto:Naomi.torsleff@us.bosch.com).



Jon Carstensen joins the **BOSCH** team as a District Sales Manager supporting our video systems portfolio in the San Diego, Orange, Imperial, Riverside and San Bernardino counties. He brings experience in video system administration and management as well as system design and sales. His goal is to help you grow your business by working closely with you to win new business using top quality video surveillance products from Bosch. He can be reached at [Jonathan.Carstensen@us.bosch.com](mailto:Jonathan.Carstensen@us.bosch.com).



**SENTRYNET** is hosting a series of classes across the southeast teaching dealers to grow their business. David Avritt and Kurt Erdman of SentryNet, Patrick Bleser of Kiwkset and Robert Walker of Honeywell will provide complete information on how to sell, explain and install smart home and Z-Wave technology. David Avritt, President of SentryNet, stresses: “They have the tools that the box companies have, they just need to know how to use them and we will show them how.” For more information, visit [www.sentrynet.com](http://www.sentrynet.com).

The **SENTRYNET** Training Department would like to congratulate Matthew Bolton on his promotion to Manager of Training and Development. With the assistance of Robin Tournay in Pensacola, he will be a driving force behind the cohesive training between the Memphis and Pensacola locations. He will ensure all of our new hires and current employees continue to have the appropriate skills and knowledge to excel in each of their perspective fields. He will also develop new curriculum, policies, and procedures that will



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# ASSOCIATES NEWS, *continued*

solidify continued education, development, compliance with all city, county, state and national laws. Bolton brings along with him a strong background in education, training, and development by achieving his Bachelor of Arts in Elementary Education followed by a Masters of Professional Studies in Training and Development. He can be reached at [mbolton@sentrynet.com](mailto:mbolton@sentrynet.com).

UL recently published UL 2802, the standard for Performance Testing of Camera Image Quality. UL 2802 defines testing and rating



parameters based on an objective set of performance scores for a camera's video image quality relative to nine performance attributes; Image resolution/sharpness, TV distortion, relative illumination, maximum frame rate, sensitivity, veiling glare, dynamic range, grey level and bad pixel. This pioneering effort can

assist in determining appropriate video cameras for specific use cases. Join the growing list of camera manufacturers including Hikvision, IC Realtime, Indigovision, LILIN, Sercomm, Dahua and Uniview that have achieved the UL 2802 certification. For more information, visit [www.UL.com](http://www.UL.com).

**AES CORPORATION** announced that Jim Burditt has been named Vice President of Sales for the Americas. He is a seasoned executive with extensive sales, marketing and business development knowledge in manufacturing, high-end software and communication fields. He brings more than 20 years of diverse sales management experience selling a myriad of products and more than 15 years of experience in the physical security industry. His expertise resides in building strong dealer networks as well as leading rapid-growth, highly-professional sales teams. Bill Kieckhafer, AES Corporation President and COO, stated, "Jim's vision and leadership skills will add to the strengths of our team. He will play a key role as we roll out our business plan for the coming year. I am confident that Jim's insight will help build and cultivate a new sales model to advance company objectives." For more information, visit [www.aes-intellinet.com](http://www.aes-intellinet.com).

**AES CORPORATION** announced the appointment of Jim Lynch as the new Regional Sales Manager based in Massachusetts supporting customers in the Northeast US/Canada area. He joins AES with more than 20 years of sales, product management and business development experience in the security industry and will be responsible for supporting existing customers and developing new business within the area. Lynch will focus on providing expert sales and support to AES-IntelliNet® network alarm dealers and contract central stations. "Jim's sales and technical background in the security and communications industry combined with his knowledge of and passion for AES products makes him the obvious choice for this role," said Bill Kieckhafer, President and COO, AES Corporation. "As the company continues rapid growth and moves in a new direction, this is the perfect time to bring Jim onboard in support of carrying out our initiatives." For more information, visit [www.aes-intellinet.com](http://www.aes-intellinet.com).

The new **OPENEYE** EasyNVR is the professional's way to sell and service Plug N' Play IP video. Available in 4, 8, and 16 camera channel configurations, EasyNVR offers seamless Plug N' Play functionality with all OpenEye IP camera models. The built-in PoE switch on EasyNVR provides a robust power budget that offers greater flexibility when choosing cameras for your next installation. Web Connect reinvents video security management by reducing installation time and increasing your profitability. Web Connect centralizes online user management, allowing you and your customers to create new users,

change permissions, and add recorders to an account from a remote location. For more information, visit [www.openeye.net](http://www.openeye.net).

The **THREAD GROUP** announced the addition of Somfy and Tyco to its Board of Directors. Thread is the new IP-based low-power wireless mesh networking protocol designed specifically for the home and the Thread Group is an industry alliance chartered with guiding the widespread adoption of Thread. The Thread Group now includes more than 80 member companies and nine board members. "Somfy and Tyco are world leaders in home comfort and safety and their active roles in the Thread Group speaks volumes about Thread's potential," said Chris Boross, president of the Thread Group and technical product marketing manager, Nest. "The two companies' deep understanding of what consumers care about most in their homes will be an asset for the Thread Group as we continue to grow and define the connected home." For more information, visit [www.threadgroup.org/innovationprogram](http://www.threadgroup.org/innovationprogram).

**ADI** announced it opened a new branch location in Charleston, SC. The new Charleston branch, located at 3870 Leeds Avenue, Suite 101, North Charleston, provides more dealers with access to the products and tools they need to build complete systems. "After successfully opening three new locations and launching the ADI Express store model last year, we are extremely excited to continue our expansion efforts with this new branch in Charleston," said Rob Aarnes, President of ADI Americas. "At ADI, we are committed to delivering value to our dealers and the smaller store model allows us to expand our reach into new geographic markets." For more information, visit [www.adiglobal.com](http://www.adiglobal.com).

**DMP INTERNATIONAL** has named Carlos Mecca as Director of Sales, Latin America for DMP International. This territory includes South America, Central America, Mexico, and the Caribbean. He will be responsible for developing new sales channels and providing on-going support for existing DMP customers. For more information, visit [www.dmp.com](http://www.dmp.com).

**SYSTEM SENSOR's** Aspirating Smoke Detection Application Guide is available for download. It covers detailed application guidelines, codes/standards and installation/maintenance, as well as common troubleshooting methods. This application guide is intended to provide information about aspirating smoke detection systems used in Early Warning Fire Detection (EWFD), Very Early Warning Fire Detection (VEWFD) systems or Standard Fire Detection. It outlines NFPA and EN requirements and provides guidance for the design, placement and operation of aspirating smoke detectors within a variety of environments with detailed diagrams. For more information, visit [www.systemsensor.com](http://www.systemsensor.com).



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## SIAC Further Investigates False Alarm Reduction in Carson City, NV

Steve Keefer of SIAC investigated the way the Carson City, NV Sheriff's Department approaches false alarms by using volunteers. Keefer noticed that the number of false alarms had dropped. But the role of volunteers in the decline was tough to determine. Keefer gave the sheriff some recommendations, including using printed hand-outs, flyers and statistics. Keefer's follow-up was to investigate the viability of using volunteers for other jurisdictions, possibly being included in SIAC's recommended practices. This form of practice is a small commitment for volunteers who can finish what normally takes months in a few hours. The city of Carson with a population of 55,000 people experienced nearly 1,300 false alarms in 2014. False alarms are split into approximately 70 percent commercial and 30 percent residential. Volunteers exclusively visited commercial offenders, but Keefer said this method might also improve false alarm statistics in the residential segment. For more information, visit [www.siacinc.org](http://www.siacinc.org).

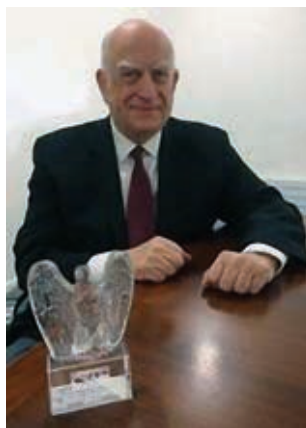
Verizon and AT&T are no longer offering MPERS. AT&T had a product called Ever There and Verizon's was called Sure Response. In the last few months they have discontinued these products.

## Goldfine Promotion

Security Sales & Integration (SSI) announced the promotion of Editor-in-Chief Scott Goldfine to Associate Publisher. "Scott has helped guide the publication on numerous fronts, says SSI Publisher Steve Nesbitt. "His contributions to the publication and Web site go beyond just editorial to include input on audience development, such as show distribution and barter agreements, and broader branding initiatives, such as awards programs and association relationships." Goldfine is responsible for directing all editorial aspects of the SSI brand in print, electronically, online and in person. He is also actively involved in several security events and organizations, including the Electronic Security Association (ESA), Security Industry Association (SIA), Security Industry Alarm Coalition (SIAC), False Alarm Reduction Association (FARA), PSA-Tec, SAMMY Awards, International Security Conference and Exhibition (ISC), Electronic Security Technology Summit (ESTS), Mission 500, Electronic Security Expo (ESX), ASIS Int'l, Honeywell CONNECT and other supplier conventions. Goldfine also serves on several boards, including the CSAA Marketing and Communications Committee and PSA Cybersecurity Advisory Council. For more information, visit [www.securitysales.com](http://www.securitysales.com).

## Alarm Industry Seeks Answers in the Issue of Dropped Signals

CSAA International announced that the Alarm Industry Communications Committee (AICC) has launched an industry-wide survey on the issue of dropped signals involving Digital Alarm Communications Transmitters (DACT). The survey aims to collect information on how the telecom network's move towards Internet Protocol (IP) affects these signals. "We want to better understand the impact these changes have on alarm communications coming into central stations," said Gordon Hope, Vice President of Marketing and Business Development at Honeywell and a member of the CSAA Board of Directors. "Or signals not coming in, as the case may be." For more information, visit [www.csaaintl.org](http://www.csaaintl.org).



*Stanley Oppenheim is shown with the Presidents Special Recognition Award presented to him by the CSAA.*

*Mike Hampton of ESA and CASIA President Andrew Wilson at the ESA Leadership Summit in Phoenix, AZ.*



*Stan Martin of SIAC with Steve Trundle of Alarm.com at the ESA Leadership Summit in Phoenix, AZ.*

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1836 North Case St.  
Orange, CA 92865  
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Riverside, CA 92507  
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Rocklin, CA 95765  
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**San Diego**

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Don Horsley of All-Tech Fire & Security, Henry Laik of Telguard and Jimmy Harrison of Gentex with all the newsletters at the CAFAA Annual Conference and Convention at the Hilton Palm Springs.

Mike Hampton of ESA, President Matt Buehrer of the ESA of Vermont, Roy Pollack of Comcast/Xfinity Home, Cheryl Jones of Security America Risk Retention Group and Pat Allen of ESA getting the latest news from THE SENTRY, THE SENTINEL and THE MIRROR at the ESA Leadership Summit in Phoenix, AZ.



Team United Central Control know how to support the industry at the ESA Leadership Summit in Phoenix, AZ.



Dana Scroggins and Scott Simmons of OPEX at the OPEX Annual Corporate Meeting with THE MIRROR.



Ellen and Charlie Darsch along with Dave Lyons of System Sensor with all three monthly publications: THE SENTRY, THE MIRROR and THE SENTINEL.



OPEX Team took the Mirror to their annual corporate meeting.

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Greg Lyons and Dave Myers of System Sensor, Steve Bracket of ADI, Heather Hays of System Sensor and Kevin Green of Pyro-Comm Systems, Inc. at the CAFAA Annual Conference and Convention.



Bob Di Alto of NMC, Nikki Haslam-Wright of Rialto Fire Department, CAFAA Administrator Sharon Akahoshi, TBD and Dave Divine of NAPCO with THE MIRROR at the CAFAA Annual Conference and Convention in Palm Springs.

Holley Hunt of The Kepler Group, CAA Past President John Hopper and CAA President Cathy Rempel with THE MIRROR.



The Mirror was at the February NMESA Meeting at ADI in Albuquerque, NM. Marty Mayo of The Alarm Store, Joe Coe of HIKVISION, Dana Scroggins of Optex, Eric Gras of HIKVISION, NMESA Executive Director Gary Scheffer.



CAA Executive Director Jerry Lenander, CAA Past President Joh Hopper and Bart Didden of USA Central Station Alarm Corp. with THE MIRROR.

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# GLASAA

Greater Los Angeles Security Alarm Association

Bill Collins, President

## GLASAA MEETINGS 2015

- ♦ April 21 ..... GLASAA General Meeting ..... Los Angeles
- ♦ June 16 ..... GLASAA Scholarship Presentation .... Los Angeles
- ♦ August 18 ..... GLASAA General Meeting ..... Los Angeles
- ♦ October 16 ..... GLASAA General Meeting ..... Los Angeles
- ♦ December 17 .... GLASAA General Meeting ..... Los Angeles

## GLASAA Meetings and Events

Please visit our website at [www.glasaa.org](http://www.glasaa.org)

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

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

Contact GLASAA at 888-826-9149 or through the web at [www.glasaa.org](http://www.glasaa.org) if you would like to contribute by serving on a committee.

## PUBLIC SAFETY NEWS

The Greater Los Angeles Security Alarm Association (GLASAA) would like to thank Edelstein Gilbert Robson and Smith for the critical work that it does on behalf of the California Alarm Association. Each year, GLASAA holds a charity golf tournament that donates approximately \$15,000 for the electronic security industry causes. Additionally, GLASAA is pleased to donate and additional \$2,000 to the CAA Pac Fund.

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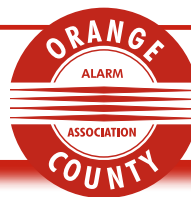
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\*From the latest IHS Technology report titled "The World Market for Fire Detection and Suppression Products – 2014 Edition."



## ORANGE COUNTY ALARM ASSOCIATION

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

By Steve Maris, President

### 2015 OCAA MEETINGS

- ♦ May 20 .....OCAA General Meeting..... Anaheim
- ♦ September 16 .....OCAA General Meeting..... Anaheim
- ♦ November 18 .....OCAA General Meeting..... Anaheim

### CITY OF IRVINE PERMITS

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

For information contact:

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

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

## MID-CAL



## MID CAL ALARM ASSOCIATION

### 2015 MID CAL MEETINGS

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

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#### SVAA 2015 MEETING

- ♦ April 22 .....SVAA General Meeting..... Santa Clara
- ♦ July 22 .....SVAA & GGAA Summer Meeting... Santa Clara
- ♦ October 21 .....SVAA General Meeting..... Santa Clara

#### SVAA Information

If you are not on our e-mail list please contact Mark Simpson at 408-882-4260 or [msimpson@rfi.com](mailto: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.



### GOLDEN GATE ALARM ASSOCIATION

Gary Lowndes, President

#### 2015 GGAA MEETINGS

- ♦ May 14 ..... GGAA General Meeting .....San Francisco
- ♦ Nov. 12 ..... GGAA General Meeting .....San Francisco

For further information, contact Gary Lowndes at 650-574-1077 or [g.lowndes@hueandcry.com](mailto:g.lowndes@hueandcry.com).



Larry St. John of Eclipse Marketing & Insurance Services spoke about Insurance Trips and Traps for 2015 at the GGAA General Meeting in February.



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### GREATER VALLEY ALARM ASSOCIATION

By Joe Castro, President

#### 2015 GVAA MEETINGS

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

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

**SAN DIEGO  
SECURITY ASSOCIATION**

### SAN DIEGO SECURITY ASSOCIATION

Sean Hamm, President

#### 2015 SDSA MEETINGS

- ♦ May 19.....SDSA General Meeting.....San Diego
- ♦ August 27 .....SDSA Day at the Races .....Del Mar
- ♦ September 17 .....SDSA General Meeting.....San Diego
- ♦ December 16 .....SDSA Holiday Party.....San Diego

#### City of San Diego Permit Process

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

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



### INLAND EMPIRE ALARM ASSOCIATION

Matt Standiford, President

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

#### 2015 IEAA MEETINGS

- ♦ May TBD ..... Poker Tournament.....Riverside
- ♦ September TBD ..... General Meeting.....Riverside
- ♦ November TBD..... Charity Tree of Life .....Riverside

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

#### IEAA Membership

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





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*Rich Whitlock, President*

### Our thanks to the Guest Speakers at SAAA's 8th Annual Police Forum

The TMS Event Center was packed for Steve Keefer of SIAC & Kerri McDonald, President of FARA. We had more than eight jurisdictions on hand discussing their current alarm ordinances, change in types, methods, and abilities for communication of alarm data, current industry trends, permit fees, and false alarm fines. We learned more about how SIAC and FARA are working throughout the Nation on issues that

greatly impact the Electronic Security Industry. Coming together with local alarm communities and state law enforcement by maintaining and educating "dispatch reduction" and "alarm management".

### Chico, CA

No new information to report other than the city of Chico is once again looking for a new Police Chief. We are not sure what impact this will have on our current situation. The CAA has requested support of a legal fund in an attempt to head off the city's unconstitutional ordinance that would fine alarm companies for false alarms. The last update came from our industry attorney, Les Gold with MS&K. Mr. Gold was in correspondence with Chico's legal counsel. Their city attorney asked SIAC for a revision of their current ordinance to bring it to acceptable standards. They were to present the revision to city council for review in mid-January. Mr. Gold explained that the CAA will withhold any action against the city regarding the ordinance pending a resolution, provided that the city will agree they will not take any

action to enforce the ordinance during this period. This is not over yet, but it has taken a turn for the better. I will continue to keep you updated as it continues. While it may not go to court, there are legal bills to pay. If you are able, there is still a need to donate to the legal fund.

Contributions can be made to:

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

### Davis, CA

We learned that the Davis Police Department advised a Sacramento alarm monitoring center that they had adopted a Broadcast and File policy and refused to respond to their call because it "was not verified in person or by electronic means". Jon Sargent & Chief Steve Keefer with SIAC met with their Assistant Police Chief, a Lieutenant and the city's Police Resource Analyst in December. They had indeed just enacted a verified response/Broadcast & File policy, but had done so on the advice of a paid government consultant who had been hired by the city to study the city's business structures & efficiencies. This consulting company then made cost saving & financial improvement recommendations; one of which was that the police needed to go to verified response on alarms. The police were very willing to hear what SIAC had to discuss & the meeting ended with them stating that they will work together with us cooperatively after the holidays. Jon Sargent will be the point person and has asked the city for their consultant's contact information so we can meet with them to discuss their alarm response viewpoint and provide them with SIAC materials and Best Practices for their future work with other jurisdictions.

### Galt, CA

Lt. Vizzusi with the Galt Police Department is working with Steve Keefer from SIAC. With SIAC's guidance, they will be adopting a version of the Model Ordinance. SIAC has already provided the City of Galt information on third party alarm management services. It sounds like this one is going in the right direction.

### Other Jurisdictions

Please remember that you all are our eyes and ears in the field. Please let us know if you hear of any potential changes to an Alarm Ordinance in your service area. Don't be afraid to mention the CAA Scholarship while you are talking to them. A copy of the application can be found on the CAA website at [www.caaonline.org](http://www.caaonline.org).



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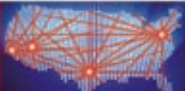
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Randy Zeegers of I-View Now presenting at the NMC Education Series in Lake Forest, CA.

#### 2015 SAAA MEETINGS

- ♦ April 9..... CCTV Forum.....Sacramento
- ♦ June 18 ..... River Boat Cruise .....Sacramento
- ♦ August 20 ..... Industry Trends .....Sacramento
- ♦ October 15..... Fire Forum.....Sacramento
- ♦ December 17 ..... Holiday Party .....Sacramento

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

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

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## EAST BAY ALARM ASSOCIATION

By Mike Salk, President

### 2015 EBAA MEETINGS

- ♦ March 10 ..... General Meeting..... Richmond
- ♦ May 12 ..... General Meeting..... Richmond
- ♦ July 14 ..... General Meeting..... Richmond
- ♦ September 8 ..... General Meeting..... Richmond
- ♦ November 10 ..... General Meeting..... Richmond

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



## REDWOOD ALARM ASSOCIATION

Sean Cooke, President

[scooke@allguardsystems.com](mailto:scooke@allguardsystems.com) 800-255-4273

The first quarter meeting of the Redwood Alarm Association Meeting was held on January 28 at Johnny Garlic's in Windsor. The meeting was well attended and featured a Video Verification Forum. The speakers were Steve Currens from Check Video and Tommie Van Fossen from Videofied. They provided a dynamic presentation about the advancements in technology in the marketplace today. The

next meeting is scheduled for May 20, 2015. Meetings are held at Johnny Garlic's in Windsor. Please RSVP to [cori@advancedsecurity.us](mailto:cori@advancedsecurity.us) or call 707-443-6366.

### 2015 RAA MEETINGS

- ♦ May 20..... RAA General Meeting ..... Windsor
- ♦ October 21... RAA General Meeting ..... Windsor

Meetings are held at Johnny Garlic's in Windsor- 8988 Brooks Road South, Windsor. Please RSVP to [cori@advancedsecurity.us](mailto: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](mailto:scooke@allguard-systems.com) or 800-255-4273.



Steve Currens of Check Video, Larry St John of Eclipse Marketing & Insurance Services, Tom Kneis of LAN Power Systems, RAA President Sean Cooke and Stan Hellman of Pro Sales Reps at the Redwood Alarm Association General Meeting.

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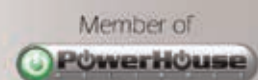
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# 2015 Training and Education Calendar

<p>March 3-4 Kantech Corporate Edition Certification Training Seminar TRI-ED Denver 303-733-8600 www.tri-ed.com</p> <p>March 4 DKS Doorking Counter Day TRI-ED Seattle 253-395-3930 www.tri-ed.com</p> <p>March 4 Customer Appreciation BBQ TRI-ED Phoenix 602-748-2414 www.tri-ed.com</p> <p>March 5 GANZ Counter Day TRI-ED Portland 503-644-0874 www.tri-ed.com</p> <p>March 10-12 Basic Fire Alarm Fire Alarm Plan Review Fire Alarm System Testing &amp; Inspection Chula Vista 888-607-5959 www.cafaa.com</p> <p>March 10 Digital Watchdog Products Tri-Ed Sacramento 800-982-1220 www.somervillesecurity.com</p> <p>March 11 Ganz Counter Day TRI-ED Phoenix 602-748-2414 www.tri-ed.com</p>	<p>March 11 Customer Appreciation BBQ TRI-ED Phoenix 602-748-2414 www.tri-ed.com</p> <p>March 12 ADI Expo Anaheim, CA www.adiglobal.us</p> <p>March 16 RTI Volutone Simi Valley www.volutone.com</p> <p>March 17 RTI Volutone Van Nuys www.volutone.com</p> <p>March 18 RTI Volutone Cerritos www.volutone.com</p> <p>March 18 Customer Appreciation BBQ TRI-ED Phoenix 602-748-2414 www.tri-ed.com</p> <p>March 19 RTI Volutone Irvine www.volutone.com</p> <p>March 19 Digital Watchdog Products ADI Sacramento 800-982-1220 www.somervillesecurity.com</p>	<p>March 19 NMC Education Series Rick Gombar Insurance Services National Monitoring Center 877-353-3031 www.nmccentral.com</p> <p>March 24-26 Smoke Control, Fire Alarm Electrical Code Requirements Understanding the 2012 IBC FA Requirements San Bernardino 888-607-5959 www.cafaa.com</p> <p>March 24 DSC NEO &amp; QolSys Counter Day/Training TRI-ED Union City 510-487-1731 www.tri-ed.com</p> <p>March 25 Customer Appreciation BBQ TRI-ED Phoenix 602-748-2414 www.tri-ed.com</p> <p>March 27 ADI Expo Denver, CO www.adiglobal.us</p> <p>March 30 LUTRON Volutone Simi Valley www.volutone.com</p> <p>March 31 LUTRON Volutone Van Nuys www.volutone.com</p>	<p>April 1-3 Basic Fire Alarm Documentation &amp; Recordkeeping Fire Alarm System Testing &amp; Inspection PyroComm - San Leandro 888-607-5959 www.cafaa.com</p> <p>April 1 LUTRON Volutone Cerritos www.volutone.com</p> <p>April 2 LUTRON Volutone Irvine www.volutone.com</p> <p>April 2 Digital Watchdog IP Training TRI-ED Burbank 800-546-8774 www.somervillesecurity.com</p> <p>April 2 Altronix New Product Training TRI-ED Burbank 800-546-8774 www.somervillesecurity.com</p> <p>April 7 LUTRON Volutone San Diego www.volutone.com</p> <p>April 8 LUTRON Volutone Ontario www.volutone.com</p> <p>April 9 LUTRON Volutone Las Vegas www.volutone.com</p>	<p>April 21-23 Fire Alarm System Testing &amp; Inspection Fire Alarm Trouble Shooting A User's Guide to Simplifying NFPA72 &amp; the NEC EMS - Rancho Cordova 888-607-5959 www.cafaa.com</p> <p>April 21-23 Fire Alarm System Testing &amp; Inspection Fire Alarm Plan Review Understanding THE 2012 NFPA 101 Fire Alarm Reqs. Downey 888-607-5959 www.cafaa.com</p> <p>April 28-30 A user's Guide To Simplifying NFPA72 &amp; The NEC Fire Alarm System Electrical Code Reqs Understanding The 2012 NFPA101 FA Reqs SimplexGrinnell Santa Fe Springs 888-607-5959 www.cafaa.com</p> <p>May 7 ADI Expo Seattle, WA www.adiglobal.us</p>	<p>May 12-14 A User's Guide To Simplifying NFPA72 &amp; The NEC Fire Alarm System Testing &amp; Inspection Carbon Monoxide Detection SimplexGrinnell - Sacramento 888-607-5959 www.cafaa.com</p> <p>May 12-14 Evolution of the National Fire Alarm &amp; Signaling Code A User's Guide to Simplifying NFPA72 &amp; NEC Documentation &amp; Recordkeeping A.J. Kirkwood - Tustin 888-607-5959 www.cafaa.com</p> <p>May 19-21 Smoke Control Fire Alarm Trouble Shooting Carbon Monoxide Detection A.J. Kirkwood - Tustin 888-607-5959 www.cafaa.com</p> <p>May 19 ADI Expo Phoenix, AZ www.adiglobal.us</p>
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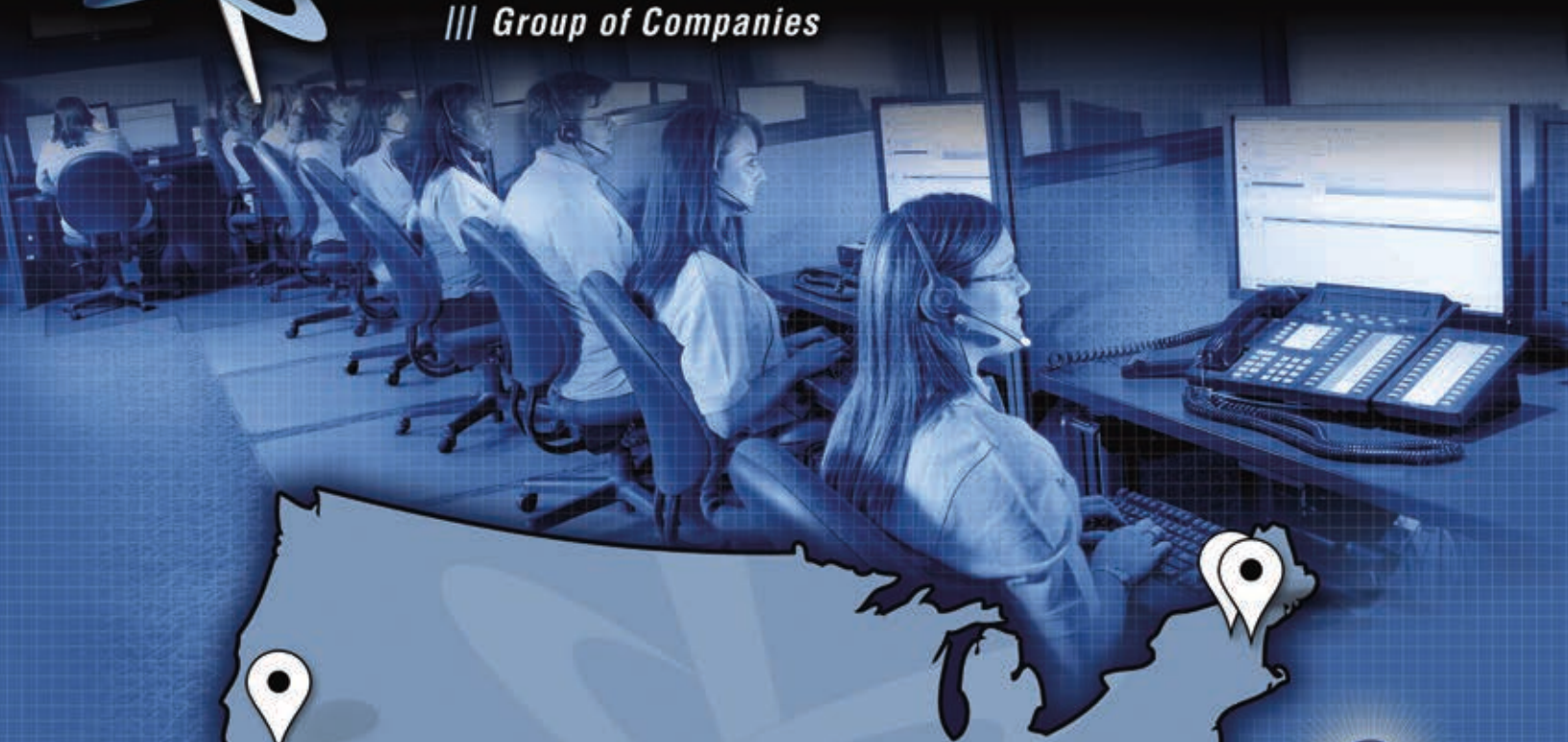
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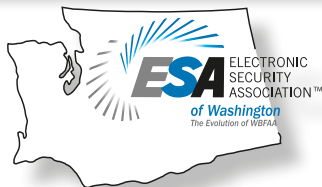
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## 2015 WAESA MEETINGS

March 10 ..... WAESA Western Lunch Meeting.....Seattle  
April 14 ..... WAESA Eastern Lunch Meeting.....Seattle  
May TBD..... WAESA Annual Meeting .....Location TBD

## WASHINGTON APPRENTICESHIP PROGRAM

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



NSA Vice  
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## NSA NEVADA SECURITY ASSOCIATION



### NEVADA SECURITY ASSOCIATION

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## 2015 NSA MEETINGS

March 11 .....Member Meeting..... Las Vegas  
April 16 .....Public Safety Lunch & Scholarship.....Las Vegas  
May 13 .....Member Meeting..... Las Vegas

Member meetings take place at our NEW LOCATION: Claim Jumper at Town Square, 6605 Las Vegas Blvd South (intersection of South Street & South Main Street in Town Square), Las Vegas, NV 89119. We meet on the second Wednesday of every other month starting at 6:00pm.

## WELCOME TO THE NEWEST NSA MEMBER! Certified Security Link.

Join the NSA and help continue our momentum! YOUR MEMBERSHIP MAKES THE ASSOCIATION BETTER AND THE ASSOCIATION MAKES YOUR BUSINESS BETTER. For membership information and to be notified about upcoming NSA events send your contact information to Jeanne at admin@nevadasecurityassociation.org.

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



NSA Howard Wulforst & CAA Past President John Hopper at  
ESA Summit AZ Feb 2015

## ARIZONA ALARM ASSOCIATION



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### AZAA 2015 MEETINGS

March 11 ..... General Meeting..... Tucson, AZ  
April 8 ..... Membership Meeting.....  
May 13 ..... Membership Meeting.....Scottsdale, AZ  
June 10 ..... Membership Meeting.....Phoenix, AZ  
July 8 ..... General Meeting ..... Northern Arizona  
October 14..... General Meeting ..... Tucson, AZ  
November 18.... General Meeting ..... Phoenix, AZ  
December 9 ..... Holiday Party

### Surprise Alarm Ordinance in Arizona

The new ordinance in Surprise, AZ took effect May 1, 2014. The ordinance is available at [www.surpriseaz.gov](http://www.surpriseaz.gov). For questions please contact Duane Fletcher at 623-222-4282 or email questions to [duane.fletcher@surpriseaz.gov](mailto:duane.fletcher@surpriseaz.gov) or [harold.bradley@surpriseaz.gov](mailto:harold.bradley@surpriseaz.gov).



Jon Sargent of Tyco, John Hopper of Facebook, Maria Malice of COPS Monitoring, Steve Compton of Safeguard Security and Charlie Lester of ADI at the AzAA Wild West Event for the ESA Leadership Summit.

## NEW MEXICO ELECTRONIC SECURITY ASSOCIATION



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### OBFAA 2015 MEETINGS

May 12 ..... General Meeting.....Lake Oswego, OR  
October 6 .....General Meeting.....Lake Oswego, OR

### PUBLIC SAFETY AGENCY MEMBERS

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

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

### OBFAA Membership

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

Justin Gates 503-630-8991 [jgates@csmul.com](mailto:jgates@csmul.com)

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APPRENTICESHIP PROGRAM**

www.WBFAA.net



### WBFAA UATC Apprentice Class Set for August

The WBFAA Fall Semester apprentice course begins Wed. Aug. 19. Call the WBFAA UATC at 800-809-0280. Class is open to employees of member companies who have an apprentice registered with the State of California.

## CERTIFICATION – FIRE/LIFE SAFETY TECHNICIAN - RENEWAL

For Fire/Life Safety Technicians with 4,000 hours of work experience, the state law requires them to be certified by passing the state exam. The renewal application is posted at [www.dir.ca.gov/das](http://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](http://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](mailto:info@wbfaa.net).

## CSLB Enforces Zero Tolerance

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

## WBFAA UATC Offers Online Continuing Education

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

## WBFAA UATC Invites Membership

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

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### Electronic Security Association SECURE+ Initiative

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

### ESA Member Buying Program

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

### Security America Risk Retention Group

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



## ADI Announces 2014 Vendor Award Recipients

ADI announced the recipients of its 2014 Vendor Awards. ADI selected Hikvision as Vendor of the Year for the United States, and Honeywell Cable for Canada. ADI also recognized vendors in the categories of New Product of the Year, Best Sales Support, Best Marketing Support, Rookie Vendor of the Year, and Best Supplier Delivery Performance. Each year, ADI recognizes key suppliers across North America for their support and contributions towards the growth and success of ADI. Vendors are evaluated based on revenue, sales support, marketing initiatives, inventory results and feedback from ADI's sales leadership team. The ADI Vendor Awards were presented during the Vendor Symposium at ADI's 2015 Kickoff Meeting held last month in Champions Gate, FL. The Vendor Symposium brought together over 400 attendees representing more than 175 manufacturers to celebrate the success of 2014, and outline plans for continued growth through 2015 and beyond. Vendors had the opportunity to spend time with ADI's global leadership team and attend presentations given by ADI executives including Michael Flink, ADI Global President, and Rob Aarnes, ADI Americas President.

### 2014 ADI Vendor Award Recipients included:

*Vendor of the Year – United States*

Hikvision

*Vendor of the Year – Canada*

Honeywell Cable

*Best Sales Support – United States*

Axis Communications

*Best Supplier Delivery – United States/Canada*

1st Place: Keyscan

2nd Place: Speco Technologies

3rd Place: Vivotek

"Hikvision is honored to be recognized by ADI as Vendor of the Year in the United States," said Gordon Lang, director, Strategic Partners at Hikvision USA. "With ADI's strong distribution channels we have been able to expand our reach and successfully deliver our products to dealers across the country. We look forward to furthering our success in North America in 2015."

"Congratulations to all the ADI 2014 Vendor Award winners. Each of these suppliers has demonstrated their commitment to ADI and delivering value to our dealer base," said Michael Flink, president of ADI Global. "Our vendor partnerships are important to the success of ADI, and we are proud to honor and celebrate their contributions and achievements."

ADI announced their Global Distribution expo training series. The ADI Expo program is the largest one day training and sales event. Free to all industry professionals, the ADI Expo provides dealer with exposure to a broad array of brand name manufacturer partners to deliver the tools and resources to enhance business growth in today's market. The expos offer training seminars, hands-on learning, exclusive on-site show specials and valuable prize drawings. For more information, visit [www.adiglobal.com.usexpos](http://www.adiglobal.com.usexpos).

### ADI EXPO SCHEDULE

Further information on all ADI Expo's can be found at [www.adiglobal.us](http://www.adiglobal.us)

March 12 Anaheim, CA	May 19 Phoenix, AZ	July 28 Austin, TX	September 29 Vancouver, BC
March 27 Denver, CO	July 7 Burbank, CA	August 6 Honolulu, HI	October 27 Santa Clara, CA
May 7 Seattle, WA	July 21 Albuquerque, NM	August 13 Houston, TX	November 10 Dallas, TX



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# WESTERN STATES SECURITY ALLIANCE CAA CALENDAR 2015

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

## MARCH

10	EBAA General Meeting	Richmond
10	WAESA Western Lunch Meeting	Seattle, WA
11	AZAA General Meeting	Tucson, AZ

## APRIL

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

## MAY

12	OBFAA General Meeting	Lake Oswego, OR
12	EBAA General Meeting	Richmond
13-16	CAA Palm Springs Convention	Palm Springs
13	AZAA Membership Meeting	Scottsdale, AZ
14	GGAA General Meeting	San Francisco
19	SDSA General Meeting	San Diego
20	RAA General Meeting	Windsor
20	OCAA General Meeting	Anaheim
TBD	WAESA Annual Meeting	Seattle, WA
TBD	IEAA Poker Tournament	Riverside

## JUNE

10	AZAA Membership Meeting	Phoenix, AZ
16	GLASAA General Meeting	Los Angeles
18	SAAA River Boat Cruise	Sacramento

## JULY

8	AZAA General Meeting	Northern Arizona
9	GVAA General Meeting	Manteca
14	EBAA General Meeting	Richmond
22	SVAA & GGAA Summer Meeting	Santa Clara

## AUGUST

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

## SEPTEMBER

8	EBAA General Meeting	Richmond
16	OCAA General Meeting	Anaheim
17	SDSA General Meeting	San Diego
TBD	IEAA General Meeting	Riverside

## OCTOBER

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

## NOVEMBER

10	EBAA General Meeting	Richmond
12	GGAA General Meeting	San Francisco
17	MCAA General Meeting	Fresno
18	AZAA General Meeting	Phoenix, AZ
18	OCAA General Meeting	Anaheim
TBD	IEAA Charity Tree of Life	Riverside

## DECEMBER

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

## 2015 EVENTS

March 25	CAA Day at the California State Capitol
April 14	AIREF Golf Classic
April 15	ESA YSP West
April 15-17	ISC West 2015, Sands Expo Las Vegas
May 4 -5	ESA on Capitol Hill
June 22-26	ESX Baltimore

## CAA CONVENTIONS

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

## BSIS Address and Telephone Numbers

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