

# THE MIRROR

PUBLISHED BY THE CAA FOR THE WESTERN STATES SECURITY ALLIANCE  
VOLUME XXXII, NUMBER 3 — MARCH 2023

www.CAAonline.org

## CAA Legislative Watch

### Ninth Circuit Invalidates California's Ban on Mandatory Employment Arbitration Agreements

By Stephen Rossi, MSK

In 2018, California passed a controversial law called AB-51 (now Labor Code Section 432.6) that prohibited California employers from requiring arbitration agreements as a condition of employment—on pain of jail time and civil penalties. AB-51 was immediately challenged and preliminarily enjoined under the Federal Arbitration Act (“FAA”), which was passed almost 100 years ago to combat judicial “hostility” towards arbitration and preempts any law that discriminates against arbitration agreements.

In a surprise twist, however, in 2021 the Ninth Circuit held in a confusing 2-1 decision that AB-51 was at least partially enforceable, leaving employers wondering what the decision meant, as we previously reported. That decision was relatively short-lived, however, as the original three-judge panel vacated its own decision in August 2022, perhaps realizing its error after the Supreme Court issued one more decision in a long line of cases reaffirming the importance of enforcing arbitration agreements just like any other agreement.

Now, the Ninth Circuit has issued its new decision in *Chamber of Commerce v. Bonta*, authored by Judge Sandra Ikuta (who had previously written a strong dissent to the original decision) and the result is a complete victory for employers. As hoped for, the Court held that “AB 51 is preempted by the FAA” because it “discriminates against arbitration agreements,” imposes a

“severe” burden on formation of arbitration agreements, and “singles out arbitration provisions as an exception to generally applicable law.” In short, “AB 51’s deterrence of an employer’s willingness to enter into an arbitration agreement is antithetical to the FAA’s liberal federal policy favoring arbitration agreements.”

#### What’s Next for California Employers

Assuming no further review by the Ninth Circuit (it could still review this decision further, including *en banc*), it is unlikely that the Supreme Court will review the decision because it has historically favored arbitration and has a history of striking down laws similar to AB-51. Thus, for any employer already requiring mandatory arbitration agreements or considering implementing them, the threat of AB-51 is likely to be abated in the future *so long as* the FAA governs the applicable agreement. This occurs when the agreement touches on interstate commerce (such as when the employer engages in business across state lines), but there are some exceptions such as for certain transportation workers.

Employers should contact their employment counsel to discuss the merits of requiring arbitration in the context of their particular workforce, to determine whether the FAA applies, and also to review their arbitration agreement to ensure it meets all other legal requirements for enforceability (of which there are many, especially under California law).

### Employee Retention Credits – A Clarification



By Mitch Reitman

One of the many COVID Relief measures hastily issued by Congress was the Employee Retention Credit (ERC). For many companies that were hard hit by COVID, the ERC was easy to apply for, the checks have taken a while to come but, we have quite a few clients that have received them.

We had quite a few clients that qualified for the ERC in 2021, but many either did not or fell into gray areas. In the

past few months, hundreds of “credit mills” have sprung up that telemarket to business owners offering to get the credit, for the “small fee of 20%. This can amount to \$40,000 for a \$200,000 credit, something that a legitimate accounting firm can do for \$3,000 or less. To make things worse, these aren’t established companies, they are mostly fly by night companies that prey on unsuspecting business owners with the promise of a quick buck, and assurances that the ERC is really a grant or that the IRS is too busy to audit you. This couldn’t be farther from the truth. The IRS is estimating that the amount of ERC fraud could reach a trillion more than the Gross National Product of most countries. President Biden authorized the IRS to hire 85,000 new auditors and we get a feeling that those people might look into this.

Credits, continued on page 8

A Special Farewell to Alan Pepper See page 27



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

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**CAA PRESIDENT'S MESSAGE**

California Alarm Association Members,

As we enter into the third month of the year, I wanted to take a moment to reflect on the progress we've made so far in 2023. As always, our focus is on advancing the interests of our members and promoting the highest standards of professionalism within the security industry. We have an exciting lineup of events and training opportunities this year, which we believe will help our membership stay ahead of the curve in this ever-evolving industry.

With ISC West less than a month away, mark your calendars and come participate in what CAA has to offer. Over the four days at ISC West, the CAA will be offering opportunities to network, listen and meet with ISC and SIA Leadership, and receive updates regarding Training available to our members through the National Training Program. Come by our booth to say hi, enjoy a refreshment and relax your feet for a bit.



*By Sean Cooke*

**Upcoming Events at ISC**

- Come Rock with Us! SIA/ISC's Got Talent Reception – Rockhouse (Venetian) March 28th 8-11:00PM
- Leadership Breakfast March 29th 7:30-8:30 AM
- Educational Summit March 30th 10:00-11:00 AM

RSVP is free and I invite all of you to join us in Las Vegas. More information can be found in the EVENTS tab on the CAA website.

**CAA Youth Scholarship celebrating its 25th Year Anniversary**

CAA's Youth Scholarship is one of the key programs of the Association. Now in its 25th year, we are looking for donations to help continue to fund the program for years to come. With the help of Steve Keefer of SIAC, the CAA has formulated a great relationship with the California Police Chiefs Association in offering their graduating Seniors with the opportunity of over \$25,000.00 in scholarship funds. The CAA has also developed a great relationship with the California Crime Prevention Officers Association as a result of the Youth Scholarship. I encourage you all to reach out to your local Police and Fire Departments to make them aware of the scholarship and express how the CAA is a valued partner.

**Government Committee**

With the help of Trent Smith, the CAA continues to work closely with legislation and regulatory agencies to ensure that our industry is represented fairly and accurately. I would like to thank the Government Committee and Dr. Shane Clary (chair) for all their hard work and diligence in reviewing upcoming legislation that could affect our industry and the way we conduct business in California. To date the total number of Bills between the Assembly and Senate is 1,311.00. We will continue to update membership on any pertinent legislation as it becomes introduced.

I want to thank you all for your contributions to the CAA, and I encourage you to stay engaged with your Regional Chapters. As we head into the rest of the year, I am confident that the CAA will continue to grow and evolve. Thank you again for your support, and I look forward to seeing you all at our upcoming events.

Regards,

Sean Cooke  
CAA President



**Find your CAA local association news inside THE MIRROR.**





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### 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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### ISC's Got Talent

March 28, 2023 8 p.m. – 11 p.m.  
Hosted Bar 8 p.m. – 10 p.m.

### ROCKHOUSE

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Featuring the GREATEST SINGERS live on the Las Vegas Strip. Join more than 300 members of the California Alarm Association, Nevada Security Association, Utah Alarm Association, Arizona Alarm Association and more than 20 other organizations for a special welcome reception. Dealers and integrators are guests of sponsors.



### Leadership Breakfast

March 29, 2023  
7:30 a.m. – 8:30 a.m.

Join members of local, state and national associations at the official beginning of the first day at ISC West followed by the keynote address. Full breakfast and presentation of the funds raised for the associations. RSVP required.



### NSA Public Safety Luncheon

March 30, 2023  
11:30 a.m. – 1:00 p.m.

NSA hosts the western states luncheon with a special focus on public safety including guests from police and fire agencies and presentation of the NSA/ESA Youth Scholarship Wards. RSVP required.



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## Credits, continued from page 1

The ERC is easy to qualify for if you understand all of the rules. Of course, if you are spending your time running a business, you may be too busy to read the Act, its modifications, and the Notices from the IRS that clarify their position. That is your accountants' job, but, unfortunately, they may not be aware of some of the clarifications issued by Congress and the IRS, and anyway, who can blame them. According to the IRS press release accompanying Notice 2021-23, the changes to the ERC for the first two quarters of 2021, include:

- the increase in the maximum credit amount,
- the expansion of the category of employers that may be eligible to claim the credit,
- modifications to the gross receipts test,
- revisions to the definition of qualified wages, and
- new restrictions on the ability of eligible employers to request an advance payment of the credit.

The IRS defines nominal as ten percent or greater. Further, the IRS rule looks at either hours of service or gross receipts. As with a full closure, only wages paid during the partial closure count.

A government order that fully or partially suspends, not your company, but a supplier you rely on can qualify you for employee retention credits, too. We have a client who wasn't able to get 5G radios in a timely manner. When they did get them there was no time to negotiate with customers to get any payment. We believe that they may qualify due to the lost revenue due to having to replace 3G radios and the supply chain issues and we are getting a Technical Ruling from the IRS.

If a government order closed down a company's physical office location, and employees can successfully telework, that doesn't count as a full or partial suspension, but, if employees can't telework (think installers and service techs), the closing of the physical office location counts as a partial suspension. If you did transition to remote work, and the transition took two-weeks or longer of transition time, the IRS says that creates a partial suspension.

If a government order closed a customer, or group of customers, and this caused a nominal reduction in revenue, it may qualify you. We have a client that had a major fire alarm client, with 17 locations, close for ten weeks. This caused their fire service and inspection revenue to drop by fifteen percent in that quarter. They didn't have the requisite drop in total revenue, but they most probably qualify for the ERC. We are requesting a Technical Ruling from the IRS.

Technical Rulings are significant because, if the IRS rules in your favor, you are entitled to take the credit. It is in essence a get out of jail free card. The IRS issues Technical Rulings because they have no issue with you taking a credit that you are entitled to, as long as you truly are entitled to it.

So you see, all is not lost. Business owners have been through some tough times. Many of us have taken extreme measures to retain employees. We are most certainly going to endure a recession in the next few months, and don't count on the Government to help you.

Talk to your tax professional and see if you might qualify for the ERC. You want to make a well-informed decision and that means taking a credit the your truly entitled to. It also means not having all 85,000 of President Biden's auditors show up at your door with pencils and calculators in hand. If you have any questions, email me at MReitman@Reitman.US. We are glad to help.

*For more than 25 years, Reitman has been actively involved in local, state and national security trade associations and has held leadership roles on boards with ESA and AIREF. An active member of several local and national associations, he serves on the board of Texas Burglar and Fire Alarm Association, Alarm Industry Research and Education Foundation, and several others. He has also worked with TBFAA and local associations to set up and administer a scholarship program for children of public safety officers. He was honored as TBFAA's 2019 Person of the Year.*

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**NAPCO SECURITY TECHNOLOGIES** announced that its increasingly popular Alarm Lock Trilogy Network® Wireless PIN and Prox Access Locks are newly certified with Lenel Version 8.0/8.1 OnGuard® Integrated



Access Control & Video Security Platform. As a Lenel Open Access Alliance Program Partner (OAAP), Alarm Lock Network Access Lock products (PL, PDL, and DL-Series) were fully tested and certified by Lenel's Quality Assurance Department for use with OnGuard.

With this update, integrators and VARs have a choice of security management platforms, seamlessly integrated with the Company's award-winning locks, now including Lenel, Continental Enterprise, and new AirAccess Cellular Hosted ACaaS systems, the latter two, from sister divisions of Alarm Lock's parent company, NAPCO Security Technologies.

**NATIONAL TRAINING CENTER (NTC)** has long offered private, on-site training at their customers' locations. In this climate where companies are having a hard time finding employees, however, NTC has expanded its private class options and availability to help alleviate some of the stress of training new employees or continuing to better existing employees. With available dates in every month of the year and an ever-growing list of available course options, more companies are turning to NTC for on-site training. The expanded catalog includes favorites like NICET Fire Alarm and Water-Based Systems exam prep as well as new courses like Hands-On Inspection & Testing of Fire Alarm Systems, featuring functioning fire alarm panels and peripherals. The total list of available classes currently exceeds thirteen, and custom courses are regularly being created at the customer's request. "Our aim is always to make the life safety field stronger and better. Saving lives starts with proper training, and we take that task seriously," says NTC owner, Charles Aulner, "Opening up more availability for private training is just one way we are working toward that goal."

**DYNAMARK MONITORING, INC.** is the latest to join TMA's growing list of ASAP-to-PSAP connected monitoring centers – bringing the total number to 29. "Dynamark Monitoring, Inc. is thrilled to go live with TMA's ASAP-to-PSAP service. The journey, while long, has proven well worth the effort. All our processing times have been reduced, which allows our team to provide quicker and more accurate emergency response to our customers. We look forward to adding more locations with our goal to be online with every city across the nation where ASAP-to-PSAP is available. Many thanks to the TMA staff, Bill Hobgood, and our own Donia Cook for their hard work," said J. Keith Godsey, COO, Dynamark Monitoring, Inc. Based in Hagerstown, MD, Dynamark Monitoring, Inc. is a UL, FM, TMA Five Diamond Monitoring Center serving over 1,000 dealers throughout the U.S. Its technologically advanced platform, which includes its award-winning Instant Connect Response Platform, enables the company to exceed established industry standards in alarm delivery speed and reliability when seconds count.

**ALTRONIX** has partnered with TDSi, a leading supplier of integrated access control solutions to offer new streamlined access and power integration solutions that are UL294 listed for access control systems. The Altronix Trove1 series supports TDSi's GARDiS access controller modules which are DIN Rail mountable while easily combining Altronix power distribution. Pre-configured kits are also available with Altronix power distribution and din-rail to further simplify installation for an 8-door system. "Having both the power and access devices in one enclosure, Altronix and TDSi make the design and deployment of these access solutions quick and compliant to meet

UL standards," said Stephen Oliva, OEM Partner Development at Altronix. "The addition of TDSi as an Altronix partner provides systems integrators with yet another great option they can offer to their customers." These integrated solutions provide the added flexibility and convenience when designing a complete UL Listed access system with myriad power options to meet virtually any application.



**SDI'S** announces their new Solo Battery Upgrade Program, improving on-site efficiency by upgrading to the Solo 770 Battery Baton and Solo 727 Charger with. Existing SDi customers can receive a 15% discount when upgrading from the Solo 760 and 726 to the newer models – the Solo 770 and 727. The Solo 770 Battery Baton is a higher capacity version (3000mAh) of the Solo 760 (2200mAh). It allows for greater efficiency on-site as it provides more tests per battery, for the same charge time as before (approximately 60-90 minutes) but provided by the new Solo 727 charger. For more information visit [sdifire.com/battery-upgrade](http://sdifire.com/battery-upgrade).

**SD MARKETING** recently appointed Paul Granado as Director of Business Development. The appointment supports the company's expanding services amid the development of the exclusive AMP program. "We are pleased to welcome Paul to this important role at SD Marketing. As the Director of Business Development, Paul oversees new business growth. He will be developing and maintaining key customer relationships and fostering company growth through the execution of strategic business development activities," said David Morgan, Co-Founder of SD Marketing. "I'm excited to become part of this great team," says Granado. "I have watched and studied the security industry and believe that this is a pivotal time for dealers, integrators, and manufacturers to position themselves well for significant growth opportunity," Granado commented. "I'm eager to use my strong relationship-building skills and ability to quickly engage with key decision-makers to help further the growth of our clients."



**THE EGAN SECURITY GROUP** is excited to welcome Alex Nitterhouse to the team, bringing 15+ years of Electronic Security and Life Safety experience. Alex studied Physics at West Virginia University. Following college he joined the United States Air Force, specializing in Operations Resource Management. Having held various positions throughout his career, Alex has a wealth of knowledge and perspective to bring to the clients of Egan Security Group. His extensive acquisition experience and dynamic understanding of the internal workings of an organization from sales, operational, and executive leadership roles have contributed to his professional success with some of the largest security providers in the nation, holding titles such as Director of Sales Operations, Director of Sales, General Manager, Strategic Vendor Chair, and Gold Accounts Liaison.

**SNAPONE** has announced that the new Luma x2 family of surveillance products, the first Luma product line to include full OvrC integration, is now available to Partners online and at Snap One Partner Stores. Previewed at CEDIA2022, the x20 family features products that are fully NDAA-compliant, deliver the latest AI-powered security features and provide customers greater peace of mind while simplifying installation and long-term maintenance

*Associates News, continued on page 12*



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# ASSOCIATES NEWS, continued

through full OvrC integration. “The Luma x20 launch is an important leap forward as we deliver on our product platform. The Luma experience goes beyond just pieces and parts. By thoughtfully bringing together hardware (IP cameras and NVRs), configuration and management tools (OvrC), integration (Control4) and the customer app (Luma View), we are able to deliver an unparalleled experience to Partners and customers,” said G Paul Hess, Chief Product Officer at Snap One.



Snap One Partner Awards ISE 2023



Snap One Partner Awards group 2023

ADI GLOBAL DISTRIBUTION announced the recipients of its 2022 Supplier Awards, with HID awarded Supplier of the Year for North America. Other categories which ADI recognized suppliers for exceptional performance were Operations, Marketing, Digital Marketing, Sales Support, New Product of the Year and Rookie of the Year. “Congratulations to our ADI 2022 Supplier Award winners. Our supplier relationships are important to ADI’s success, and we value the support they provide to help us deliver value every day,” said Bob Appleby, vice president and general manager of ADI North America. “It was great to host these awards again in person after three years, and we’re proud to celebrate the contributions of our suppliers to ADI, our customers and the overall industry.”

2022 ADI Supplier Award Recipients included:

- Supplier of the Year: HID
- Marketing Supplier of the Year: Honeywell Fire Solutions
- Digital Marketing Supplier of the Year: Harman
- Best Operations Support: LEA Professional
- Best Sales Support – United States: Axis Communications
- Best Sales Support – Canada: Bosch
- New Product of the Year: ProdataKey Red Line
- Rookie of the Year: Sony Professional



Representatives from Bosch accept “Best Sales Support /Canada Award” at the ADI 2022 Supplier Award Event for North America.



Representatives from HID accept “Supplier of the Year Award” at the ADI 2022 Supplier Award Event for North America.



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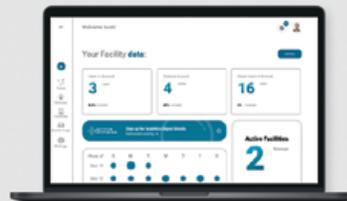
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### Richard Jimenez, Vice President

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.

### IEAA Membership

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



## ORANGE COUNTY ALARM ASSOCIATION

2970 E. La Palma Avenue, Ste F, Anaheim, CA 92806  
800-437-7658 [www.OCAAonline.org](http://www.OCAAonline.org)

### OCAA Officers

**President - Elizabeth Courtney, Beacon Security**  
**Vice President - Lisa Beale, American Alarm Systems**  
**Secretary/Treasurer - Tatiana Abramek, NMC**

Visit [www.OCAAonline.org](http://www.OCAAonline.org) for more information.

By Elizabeth Courtney, OCAA President

This year the Orange County Alarm Association is focusing its' efforts on recognizing our law enforcement partnerships. We are endeavoring to build stronger, real-life relationships with our law enforcement partners. We have much to learn about law enforcement issues and we have much to teach in return.

We are encouraging our Chapter members to initiate and cement relationships by meeting with their local law enforcement agencies. Consider simply dropping by the station unannounced with donuts, coffee, pizza or sandwiches. Shift changes present a unique opportunity.

For more information about OCAA activities, contact the OCAA office at 800-437-7658 or email [OCAAlarmAssoc@aol.com](mailto:OCAAlarmAssoc@aol.com). Visit our new website at [www.ocaaonline.org](http://www.ocaaonline.org) for meeting information and registration forms, training opportunities, members list and a whole lot more.

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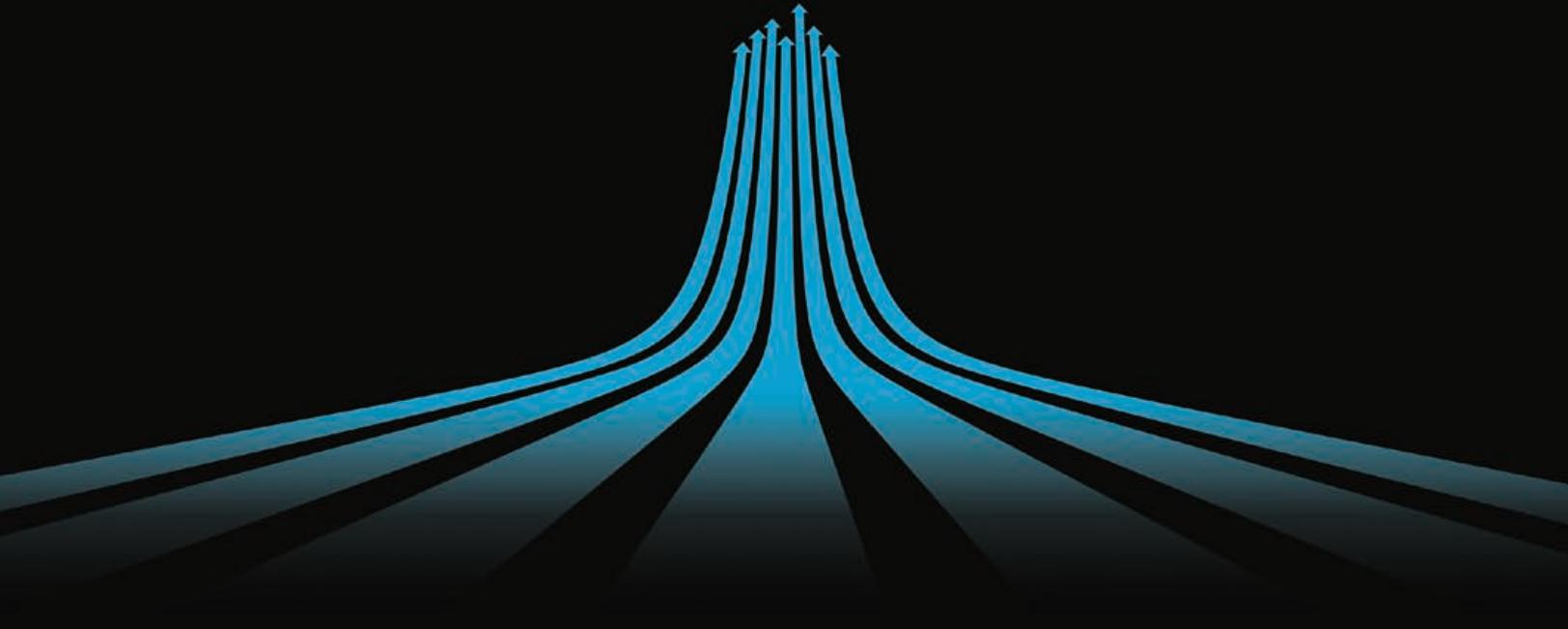
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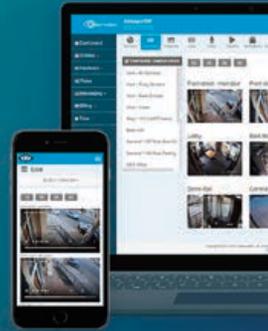
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**Matt Kruger, President**

### 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](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).

The San Diego Police Department Permits Division reminds all alarm companies that they are required to have a valid alarm permit for the premise being installed, prior to the installation of an intrusion or fire system. The alarm company is responsible for obtaining or verifying the existence of an existing alarm permit for the premise. For information, please contact SDPD Permits Division – Frank Dragula 619-531-2364 [Fdragula@pd.sandiego.gov](mailto:Fdragula@pd.sandiego.gov)



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- Dawn Smith, Total Monitoring Services ~ Officer at Large

**SAAA Regional Chapter President's Message**

By Rich Whitlock

Please join us for our SAAA Police Forum on April 13 at the TMS ~ Total Monitoring Services Events Center. 11:00am to 2:00pm. Join Law Enforcement Representatives, Manufacturer Reps and Dealers

What: SAAA Police Forum

Where: TMS ~ Total Monitoring Services Events Center  
2440 Glendale Lane, Sacramento, CA 95825

When: Thursday April 13, 2023 @ 11:00am to 2:00pm

Cost: \$10.00 for SAAA Members

\$15.00 for Non-Members

No charge for Public Safety Representatives

**Please R.S.V.P. ( either way, coming or not ) to the S.A.A.A. Secretary Raven Brockway by e-mail at rbrockway@eclipseinsurance.com.**

Please save the dates for all of our 2023 Events:

4/13/2023 SAAA Police Forum

8/17/2023 SAAA Top Golf

10/12/2023 SAAA Fire Forum

12/14/2023 SAAA Holiday Party

Check out our website at [www.saaa-online.org](http://www.saaa-online.org) for updates. There are sponsorship and speaking opportunities at these events. Please keep us in mind when establishing your budgets and calendars.

We received word that Woodland, CA is suspending their burglar alarm permit process for 2023. They are evaluating the effectiveness of the current City ordinance. I have provided the letter to SIAC to see if we can get them in there to assist.

Are you having an issue with your local alarm ordinance? Make sure the SAAA is aware. We are here to help.

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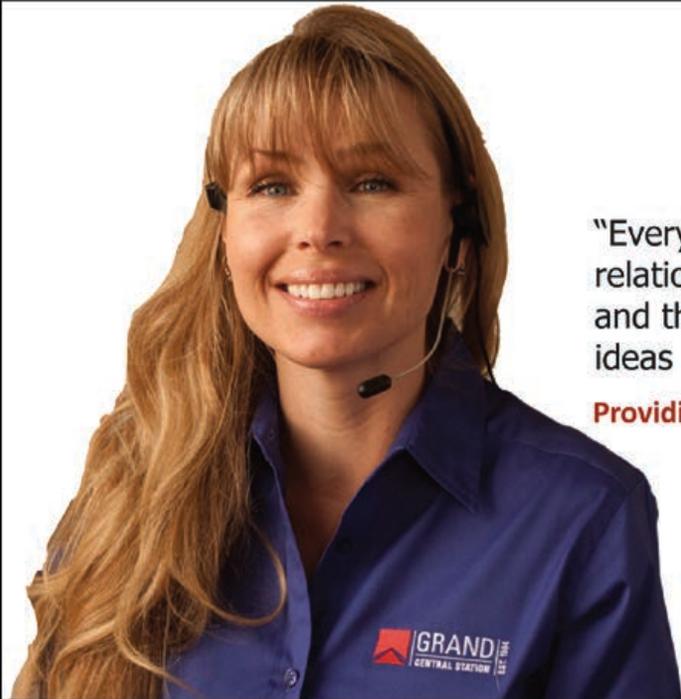


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*Ed and Dave Michel, Les and Sandy Gold, among other industry colleagues honoring the late Alan Pepper at his memorial service in Los Angeles, CA.*

# GLASAA

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**GLASAA Meetings and Events**

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# GREATER VALLEY ALARM ASSOCIATION

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**Joe Castro, President**

**GVAA MEETINGS**

Our meetings are held at Custom Electronic Supply, 1324 Dupont Court, Manteca 95336 and they 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.

# MID-CAL

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# MID CAL ALARM ASSOCIATION

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# REDWOOD ALARM ASSOCIATION

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**Chuck Petrusa, President**

Meeting Topic Considerations:  
 Building relationships with public safety  
 Legislation affecting the alarm industry  
 Local ordinances affecting the region  
 Latest technology and solutions

**RAA MEETINGS**

For questions about the association, please contact Chuck Petrusa at Advanced Security Systems, [chuck@advancedsecurity.us](mailto:chuck@advancedsecurity.us) or call 707-443-6366.



# EAST BAY ALARM ASSOCIATION

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

**Tim Westphal, EBAA President**

# A Special Farewell to Alan Pepper



**February 1, 1942 - February 13, 2023**

Longtime industry advocate and leader Alan L. Pepper passed away on February 13, 2023. He was 81 years old.

“Alan has developed alarm contracts for hundreds of alarm dealers across the country,” said CAA President Jon Sargent on announcing Pepper receiving the CAA George A. Weinstock Award in 2007. “He has been involved in mergers and acquisitions

worth millions of dollars and he is very generous about sharing his knowledge with the industry, presenting legal seminars and speaking to local trade organizations.”

“Alan has been an incredible asset to this industry and to many of the individuals that make up this industry,” said CAA Past President George Weinstock on the occasion of Alan receiving the CAA lifetime achievement and service award. “Alan has been a friend, cousin, advisor and legal help for many years.”

George Weinstock offered the following on the passing of Alan Pepper:

Alan Pepper came to work at Morse Signal Devices in 1960 as a Central Station operator. Alan was then a student at UCLA and was a friend of my brother Mike.

Alan worked for Pacific Bell for two years after graduation and then in 1965 he married Tobi Weinstock who is my Uncle Jack Weinstock’s daughter. In 1965 Alan came to work at Morse Signal Devices.

Alan was a major asset to our company and he brilliantly moved up the ladder to become General Manager. After my father Morrie Weinstock died in 1969, Alan was promoted to Vice President of Operations.

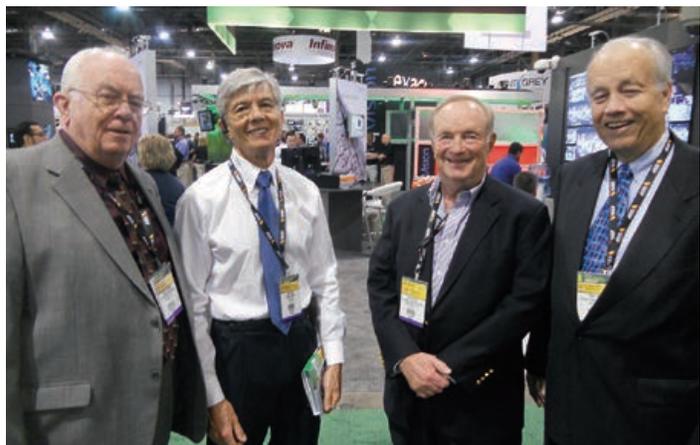
Alan Pepper was a master of words, the spoken word, legal phrases and contract terms. He loved the law and while working at our company he took night classes at the UCLA law school. When he graduated with his law degree, he was asked to come work at Les Gold’s law office as Les at the time was our company attorney and had many opportunities to work alongside Alan. Alan remained at the law firm until his retirement.

Long after the sale of Morse in 1981 (which Alan worked on diligently), he worked on my acquisition and later the sale of American Home Security. Alan and Les Gold were always by my side in any and all legal issues involving Morse Signal Devices or when I served as President of the CAA (then the WBFAA) 1976-1977.

Alan was extremely intelligent, a hard worker, and very much a detail man. He had a dry wit and told some corny jokes but he was a good listener and always there to help. Alan is someone I will miss very much.

***Rest In Peace My Friend,  
George A. Weinstock***

Condolences may be sent to:  
Tobi Pepper  
5429 Oak Park Avenue, Encino, CA 91316



# INDUSTRY NEWS

**THE MONITORING ASSOCIATION** has announced receiving accreditation from the prestigious international ANSI National Accreditation Board (ANAB) for its TMA-AVS-01 alarm classification standard. This new methodology for scoring alarm calls for service advances our industry's goal of being a true partner with law enforcement by finding ways to make notification of an alarm more informative for law enforcement so that they can determine the correct level of response. The classification system establishes standardized methods for calculating an alarm score, or classification level, that results in a repeatable metric that estimates the validity or potential threat level of a burglar alarm activation using historical and real-time data. Once operator training is completed and CAD updates are implemented, calls for Service to Emergency Communications Centers (ECCs)/Public Safety Answering Points (PSAPs) will include a standardized scoring metric that will assist public safety departments with their alarm response policies by establishing five levels of alarms. Alarm Level 0 – No Call for Service, Alarm Level 1 – Call for Service with limited to no additional information, Alarm Level 2 – Call for Service with confirmed or 'highly probable' human presence with unknown intent, Alarm Level 3 – Call for Service with confirmed threat to property, Alarm Level 4 – Call for Service with confirmed threat to life. This innovative standard was developed in partnership with law enforcement professionals and improves officer safety, situational awareness, response intel, response logistics and apprehension potential. SIAC was proud to play a small role in its development and looks forward to sharing information about the new standard in its meetings with law enforcement professionals in the coming year.

**THE MONITORING ASSOCIATION'S (TMA)** President Morgan Hertel announced the establishment of the Louis T. Fiore Electronic Communications Scholarship during the TMA General Business Meeting at the 2022 Annual Meeting on Marco Island, FL. The scholarship honors Mr. Fiore's enduring contribution to the alarm industry and the Alarm Industry Communications Committee (AICC) and is intended to promote careers in electronic communications.



Lou Fiore

“How do you recognize someone who's given his heart and soul for more than 30 years to an organization?” asked President Hertel when introducing the new scholarship. “Lou has served the alarm industry in many capacities. We wanted to honor his immeasurable contributions in an everlasting manner to make certain he and his work is never forgotten.” The room rose with a standing ovation as Fiore approached the stage to accept a small token of recognition from President Hertel. The scholarship is open to anyone studying electrical engineering, specifically electronic

communications, or software development related to electronic communications, regardless of financial need. Students at any nationally accredited educational institution, including vocational schools, two-year colleges, or

other institutions of higher learning are eligible. For more information on this scholarship, including donating, please visit TMA's website.

The **CALIFORNIA AUTOMATIC FIRE ALARM ASSOCIATION** has renamed its scholarship to The **BILL HOPPLE EDUCATIONAL SCHOLARSHIP**. William (Bill) Hopple has been in the Fire Alarm industry for over 50 years and has played an integral role in the CAFAA organization, guiding it with a focus on education. His legacy stems from his devotion to the educational aspects of Fire Technology and to his commitment to the industry and its people. Many of its current leaders attended classes either developed and/or taught by Bill. Others have reached out to him for problem-solving assistance – to which Bill never turned away those in need of his help. He took the opportunity to make his answers into a teaching moment. To Bill, ‘knowledge was/is power’; he helped to guide people around him to be more powerful by teaching wherever and whenever possible. By renaming the scholarship, CAFAA sets goal to continue to assist those who are driven to pursue their educational goals so that they too, may one day create their own legacy.

**MISSION 500** is excited to announce that the annual Security 5k/2k fundraiser benefiting children in need across the United States will once again be held live at ISC West this year. The event will be held on Thursday, March 30th at 7:30 AM, and take place at Sunset Park, Las Vegas, NV. Registration to participate in this year's event is already open and can be accessed by visiting [www.security5kreg.com](http://www.security5kreg.com). For those who are unable to attend or participate in the physical event, virtual runner or walker participation is welcome. There are also a number of sponsorships available, providing companies, their 5K/2K teams, and individuals to help support this wonderful event. “We can't wait to see everyone at the 2023 Mission 500 2k/5k again at ISC West! We had a blast last year and can't wait to welcome back our runners, walkers, and sponsors.” said Tracy Larson, President and Partner at WeSuite and Co-Chair of Mission 500. “Registration is open and we encourage past and new participants to make this event part of their ISC West schedule, as it is fun and supports such a great cause.” Co-Chair and President of Defined Marketing, Janet Fenner added, “We extend our sincere gratitude to our returning sponsors who support Mission 500 year over year, and welcome new sponsors and entrants to this great industry event. Let's make this the best year ever!”

Participants in the Mission 500 Security 5k/2k will be recognized for their performance across various age categories, as well as those companies and individuals who led the fundraising effort. Participants who raise \$500 or more on their individual go fund me pages will automatically be enrolled into Mission 500's 500 Club and receive a pullover as recognition for their efforts. The Security 5k/2k Reception at ISC West 2023 and announcement of Mission 500's CSR and Humanitarian Awards will take place on Thursday, March 24 from 4:00 – 5:00 PM on the show floor. Be sure to join us there!





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## NSA NEVADA SECURITY ASSOCIATION



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NSA Had a great meeting in January 2023. Clark County Fire Department came out to brief us on new goings on with the FD. Leonard Hannah presented about AES products and gave us news on happenings at NFPA. Great info, networking and food!



The Clark County Fire Department presented to NSA Members at their January meeting.

NEXT we will see you at ISC-West in our backyard in Las Vegas, March 28-31!

Become a sponsor of our great ISC-West events and RSVP to attend through our partners at CAA <https://www.caaonline.org/rockhouse/>

Renew or join NSA for 2023. Download a Membership application on our website [www.nevadasecurityassociation.org](http://www.nevadasecurityassociation.org) or contact us today admin@nevadasecurityassociation.org

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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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## COLORADO BURGLAR & FIRE ALARM ASSOCIATION, INC.



### Colorado Burglar & Fire Alarm Association

421 S. Pierce Ave.  
Louisville, CO 80027  
[cbfaa@cbfaa.org](mailto:cbfaa@cbfaa.org) [www.cbfaa.org](http://www.cbfaa.org)

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We had a great February Meeting! Thank you to ADI for hosting us. Thanks to Michael Mamber of Honeywell Fire and Samantha Wiseman of Resideo for sponsoring this meeting. Lots of good information was provided by guest speakers from Denver 911 Communications Center and Denver Fire Dispatch and Fire Prevention Departments.

Members: Don't forget to renew for 2023.

No yet a member? Join CBFAA in 2023! Low flat-rate annual dues are a great ROI. Want to know more? Contact us!

Membership applications are online at [www.cbfaa.org](http://www.cbfaa.org) or contact us at [cbfaa@cbfaa.org](mailto:cbfaa@cbfaa.org) Join today!

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The Utah Alarm Association invites all concerned professionals and other parties (Police, Fire, government, etc.) to join us for our monthly false alarm meeting, now in its 34<sup>th</sup> year.

We meet the third Tuesday of each month at Jim's Family Restaurant, 1728 Park Ave, Riverton, Utah 84065 at 8:30AM. We encourage all to come out for free breakfast and discuss false alarm reduction, industry standards, best practices, etc.

The Association is proud of our 2021 false alarm dispatch numbers. Our false alarm rate for residential dispatches is .08, that is one dispatch per system every 12.5 years. Our commercial false dispatch rate is .33, that is one dispatch every 3 years. Combined is .14 or one false dispatch every 7 years.

We look forward to your help as we work towards reducing our false alarm rate.

If you would like to sponsor one of these meeting or have questions about the association, please feel free to contact a member of the board.



Dr. Jodi Slater from Denver 911 Communications Center Presents to CBFAA Members at their February Meeting



CBFAA Held Their February 2023 Meeting at ADI - Denver

## ARIZONA ALARM ASSOCIATION



2158 N. Gilbert Rd., #116  
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<https://www.azalarmassociation.org/>

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For more info, go to [www.azalarmassociation.org](http://www.azalarmassociation.org) or e-mail [info@azalarms.org](mailto:info@azalarms.org) or call 480-831-1318.

Please contact [susan@azalarms.org](mailto:susan@azalarms.org) if you would like to become involved.

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Morgan Hertel, Rapid Response

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](mailto: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](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) 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 more than 50 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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**MARCH**

- 28..... ISC Loves Security @ Rockhouse (Venetian)
- 29..... CAA Leadership Breakfast @ ISC West
- 30..... CAA Educational Summit @ISC West

**APRIL**

- 13..... SAAA Police Forum

**AUGUST**

- 17..... SAAA Top Golf

**OCTOBER**

- 12..... SAAA Fire Forum

**DECEMBER**

- 14..... SAAA Holiday Party

**INDUSTRY EVENTS**

**March 28, 2023**

ISC Loves Security @ Rockhouse (Venetian)

**March 29, 2023 – April 1, 2023**

ISC West

**March 29, 2023**

CAA Leadership Breakfast @ ISC West

**March 30**

CAA Educational Summit @ISC West

**November 4-8, 2023,**

TMA Annual Meeting, Kapalua, Maui, Hawaii

**November 15-16, 2023**

ISC East, New York, NY

**NAFED (National Association of Fire Equipment Distributors)**

March 9 – 10 - Las Vegas, NV – Bally’s Hotel

April 13 –14 - Atlantic City, NJ – Ceasar’s

May 25 – 26 - Chicago, IL - Swissotel

**CAA CONVENTIONS**

**CAA WINTER CONVENTIONS - Western States Security Conference**

Fairmont San Francisco

December 6 – December 9, 2023

December 4 – December 7, 2024

December 3 – December 6, 2025

December 2 – December 5, 2026

**CAA PALM SPRINGS CONVENTIONS**

Hilton Palm Springs

May 17 – May 20, 2023

May 15 – May 18, 2024

May 14 – May 17, 2025

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