

THE MIRROR

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The western states rocked the Las Vegas Strip from The Venetian Rockhouse to open the largest ISC West in history with ISC's Got Talent karaoke. More than 400 industry leaders from California Alarm Association, Nevada Security Association, Arizona Alarm Association, ESA of Washington and ESA of Utah offered a series of events for their members and raised funds to support the Youth Scholarship Program for children of law enforcement and fire service and industry outreach programs.

Story continued on pages 8 and 9



THE MIRROR made its special guest appearance at the ISC/SIA Love Security Welcome Reception at the Rockhouse in Las Vegas for ISC West 2015.

The Association Pavilion was packed for 2 days with current, new and prospective members of the associations.

Past CAA George A. Weinstock award recipients gathered to support this year's winner. Ron Lander of Ultrasafe Security, George Gunning of USA Alarm Systems, Lessing Gold of MSK, Jon Sargent of Tyco Integrated Security, Matt Westphal of Bay Alarm (2015 Recipient), Harvey Eisenstadt and Shane Clary of Bay Alarm.



ISC West A Smashing Success



ISC, SIA and the Western States gathered at the Western State Leadership Breakfast for the check presentation of \$15,000 to support the Youth Scholarship and Outreach Programs of the Western States.



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Jerry Lenander or Daniel Freitas

California Alarm Association

333 Washington Blvd. Ste. 433

Marina del Rey, CA 90292

TEL 800/437-7658 FAX 800/490-9682



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PRESIDENT'S MESSAGE

Inspired by our heritage and dedicated to our future we thank you for your participation that can make a difference to you, your company, our association and this industry. We are already witnessing the difference that many individuals are making in creating a relevant and inclusive organization to those we serve. Our partners, dealer members, associate members, attendees at events, board, past presidents, committee chairs and executive office staff are providing new ideas, new levels of participation and a level of excitement that is contagious across our state. Our committees this year include sales and marketing, membership, scholarship, government relations, leadership, public safety, business and industry trends. All of these committees are engaged with energy towards truly making a difference to those we serve.

Mark Simpson, of RFI, leads our public safety committee with a focus on keeping us all informed on what is happening in our many jurisdictions across the state and how we can be more proactive in working with our public safety partners. Closely linked to the work Mark is embarking upon are the outstanding contributions from Lilianne Chaumont, of Chaumont Law, heading up the scholarship committee. The scholarship program is an exceptional way to reach out to our many public safety officials to build relationships while sharing a program that can make a difference to their children's education.

Dave Michel, of Valley Alarm, heads up the business committee and through close work with our executive staff and CPA, Charles Schwager. Dave reports diligently on business matters to ensure we remain financially responsible as an organization and able to continue to offer the events, trainings and programs that have made a difference to our members and those we serve.

Dave Hood, of First Alarm, is taking our industry trends committee in exciting new directions. Working closely with our associate member director, Sam Aviles, they are exploring and sharing new technologies and overall trends in the industry.

Tim Westphal, of Bay Alarm, works closely with his team to stay abreast of critical government legislation that makes a difference to all of our businesses. Leading our first annual Day at the State Capital with Rich Whitlock, of Safeside Security and Holley Hunt, of the Kepler Group, many of us had the opportunity to have direct conversations with those that can make a difference to the legislative bills that affect our industry.

Holley Hunt provides energy, new directions and leadership throughout all aspects of the security industry to carry our vision and inspire partnerships, mentorship and the future leaders of our industry. Working close with Larry St. John, of Eclipse Marketing and Insurance, they are developing exciting new ways of reaching out to the security industry including listening to the voice of our members, partners and affiliates.

There are too many people that are participating and providing meaningful contributions to our association and industry including all of you that are reading this article now but I take this moment to pause and say thank you.

As part of our team of inspired and committed professionals, I invite all of you to reach out and participate in a way that works for you whether this be serving on a committee, contacting one of our committee chairs to provide input or help with a task, reaching out to a potential new member on the value you have received from the CAA or continuing your attendance and sharing your voice at our events.



Cathy Rempel

Security Industry Alarm Coalition (SIAC)

Visit 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.



ASSOCIATES CORNER

The Presentation Is You!

During my years in sales management and now as a consultant, so many individuals have come to me with the same problem. Or, it would be better represented as the same fear. At some time in their career they are asked to deliver a presentation to a group about a subject which usually falls into their realm of expertise. The problem, or as I prefer to label it the fear, is facing the audience. This is not uncommon. However, this fear can be

By Harvey Eisenstadt

overcome, but it takes learning how to present yourself and practicing what you have learned.

I would like to begin with a simple but true story which should put any of you harboring this fear in the right frame of mind. Very early in my career I was sales product manager for a new system and had to deliver a presentation about this system at our national sales meeting to several hundred attendees. Since I had never publicly spoken, I had some reservations, or call it fear. When I communicated this to my sales manager he gave me advice which became the threshold for my future successful presentations. He asked "do you know the details of your topic?" "Of course I do" I replied. His next comment was "now just go out there and tell them what you know." His very simple analogy made me realize that I knew what I was going to talk about and they were there to learn from me.

So, you begin by remembering that you are the expert and people have come to hear what you have to say. When you are asked to speak at a conference, convention or meeting you must view it as a privilege and recognition of your experience and knowledge. You are going to provide them with tools and knowledge that will help them move forward in their careers. Overcoming the fear of speaking to a group is step one: think about the experience I had to help with that problem. Here are a few more critical considerations when delivering a presentation.

Always get to the venue early. Getting there 30 – 45 minutes before the event begins is not too soon. Since most presentations today will rely on PowerPoint to guide the speaker through their talk, you will want to be sure that your program will load into the equipment at the venue without a problem. Should a problem arise, then you will have enough time to implement a backup plan. This could be the use of your own computer or a hard copy of your presentation to guide you.

Notice I said "guide you," referring to the PowerPoint presentation. The PowerPoint slides that you create should be the word or sentence that guides you into the message you want to deliver. Your entire message should not be in the PowerPoint wherein you just read what is on the screen. Remember, the audience came to hear you, and how you deliver your presentation will weigh heavily on how successful you are in gaining the trust of the audience within the first few minutes of your presentation. This is accomplished by being you and not trying to emulate or be like someone else. There is nothing wrong with picking up helpful hints from other speakers, but they must fit your personality and you must be comfortable with the action.

Two such helpful hints are the tone of your voice and how you move around during your presentation. A sure fire way to put your audience to sleep is to stand at a podium and read from a script in a monotone voice. Wherever possible, move slowly among your audience, engaging them into your presentation with a question or specific comment. As they are feeling part of the presentation they will stay focused wanting to hear more from you. Use the body language in your voice by raising it, lowering it and emphasizing certain comments. Periodically, ask for audience approval on a specific comment. Say something like "how does that sound to you?"

It is critical to remember the importance of the final words of your presentation. Your concluding comments are the second most important words of your presentation, second only to your opening comments. Here is where you must drive home, and wrap up, the importance of your message. One effective way of accomplishing this is to return to your opening comments and repeat those words that were used to grab the attention of the audience, plugging in many of the points you made during your presentation. This is the lasting impression the listeners take away.

The final piece of advice is to practice, practice and practice. No matter how knowledgeable you are about the topic of your presentation, practice that presentation, with the PowerPoint, over and over again so that what you deliver will truly be coming from you and not merely a script.

Remember, regardless of the topic The Presentation Is You, and that is what they came to hear.

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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2015 CAA George A. Weinstock Award Recipient Matt Westphal of Bay Alarm, Past George A. Weinstock Recipient Harvey Eisenstadt and Bob Harris of Attrition Busters at the Western States Leadership breakfast at ISC West 2015.



WAESA Past President Mike Miller, CAA Past President George Gunning, CAA Executive Director Jerry Lenander and NSA President Larry Folsom at the ISC West 2015 Executive Club.



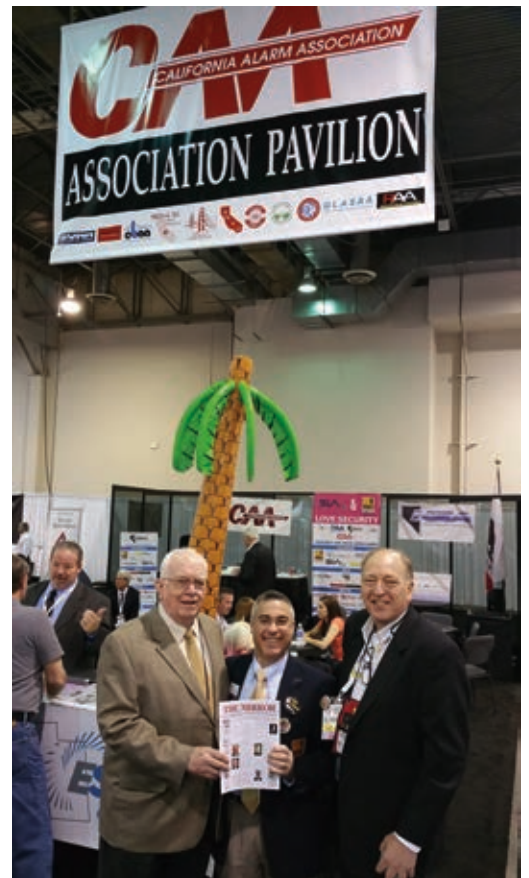
Bert Ross of CMS, Michelle Johnson of Alert Alarm of Hawaii, Dana Scroggins of Optex and Dave Michel of Valley Alarm with THE MIRROR on stage at the CAA Leadership Breakfast.



Mike Matson of Matson Alarm, Tony Smith of Security Finance Associates and Mike Matson Jr. of Matson Alarm with THE MIRROR at the Association Pavilion at ISC West.



Bob Jennison of Post Alarm, Richard and Donna Soloway of NAPCO and Jon Sargent of Tyco with THE MIRROR at the ISC/SIA Love Security Welcome Reception prior to ISC West 2015.



George Gunning got his wish! George Gunning of USA Alarm, Ed Several of ISC and CAA Executive Director Jerry Lenander with THE MIRROR to celebrate the great banner over the Association Pavilion at ISC West.

ISC West A Smashing Success, continued from pg. 1

CAA Legal Counsel Lessing Gold and past CAA and ESA President George Gunning made their triumphant return to Las Vegas with their unique presentation of "Tequila."

The SIA/ISC Love Security program presented by CAA generated \$15,000 to support state association programs thanks to the generous support of the sponsors.

The Leadership Breakfast was hosted by ISC and CAA and included the announcement that Matt Westphal of Bay Alarm will receive the CAA George A. Weinstock Award. He was recognized for more than 25 years of service to the industry in various leadership positions and his achievement in business and community service.

NSA President Greg Simmons emceed the Public Safety Luncheon with guests from the Security Industry Alarm Coalition and FARA. NSA presented scholarships to two worthy students at the lunch attended by nearly 250 people.

The "Responding to Ferguson" keynote session presented by Captain Greg Smith of the Missouri Highway Patrol, was sponsored by the Security Industry Alarm Coalition (SIAC). Sharing his firsthand experience during the recent events that unfolded in Ferguson, Captain Smith underscored the importance of security technology to public safety and discussed how public safety officials protect themselves during these types of scenarios.

More than 1,200 exhibitors had to manage over-filled aisles during the first two days of the show. "We're thrilled with the booth traffic here at ISC West and the dealer response to our new Lyric security system, MaxPro Cloud and our other products," said David Gottlieb, global marketing communications leader for Honeywell Security.

The Security 5K Run/2K Walk raised \$90,000 to support Mission 500, an organization that supports children and communities in crisis. Several other events held during the Show raised an additional \$30,000 for a total of \$120,000 raised at the Show.

The CAA Association Pavilion had a new banner this year that drew association members from throughout the trade show floor. Members from 30 associations, including ESA, were on hand to discuss member benefits and the ongoing work of the associations at the local, state and national level. Hospitality included coffee and couches to welcome the weary ISC West attendees.

"Our ISC West and SIA teams work hard year round to create a valuable business platform for the global security community. We are grateful for the outstanding support from all the exhibitors and attendees who have made this one of the best ISC West events ever," said Ed Several, senior vice president, ISC Events.

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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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ASSOCIATES NEWS

NAPCO SECURITY TECHNOLOGIES has introduced a new Wireless Gemini Commercial Carbon Monoxide Detector, model GEMC-WL-CO. This high-quality carbon monoxide (CO) detector has a built-in supervised, digitally coded wireless transmitter, and visual and audible alarm and low battery indicators. Designed for detection accuracy and reliability, it's part of both the Gemini and Gemini Commercial Grade wireless lines, and supported by NAPCO's GEM-RECV and Commercial GEMC-RECV Series Supervised



Receivers as part of GEMINI, GEMC & Firewolf Alarm Systems. The GEMC-WL-CO is a compact, white detector, with 5-3/8 diameter and 2" profile, uses a 3V Lithium Battery (CR123A) for long dependable product life and is backed by NAPCO's three year warranty. It monitors alarms, restores, low battery, tamper and status, and is designed to meet or exceed today's rigorous life safety compliances, including testing to sensitivity limits specified in UL 2075, UL 2034. GEMC-WL-CO Wireless Carbon Monoxide Detector comes complete with battery, ceiling or wall mounting plate and hardware. For more information, visit www.napcosecurity.com.

SUR-GARD announced the introduction of SG-System 5, a reliable, upgradeable IP-based receiver that supports visual alarm verification solutions. The SG-System 5 offers important features such as integrated redundancy and future-proofing through its capacity to monitor up to 1,474,560 IP cellular or Ethernet communicators through upgradeable memory or license keys. "In response to the demand for visual verification of alarms, Sur-Gard's new SG-System 5 offers monitoring stations timely critical images which allow them



to respond quickly and appropriately," said Tim Myers, Product Line Director - Intrusion, for Tyco Security Products. The SG-System 5 also offers a Full Service Agreement Program adding extra value to central station customers worldwide. The program provides exclusive benefits including 5 percent off all future hardware purchases, access to monthly Sur-Gard webinars and unlimited firmware upgrades. For more information, visit www.surgard.com.

XTRALIS introduced the ADPRO iFT NVR Plus Series. The new series includes the ADPRO iFT, with up to 16 IP cameras, and the ADPRO iFT-E, with up to 32 IP cameras streaming at 5Mbps for the high definition video quality. The iFT Series RMGs will simultaneously run all of the Xtralis' video content analytics, with up to 32 running on the iFT-E. Xtralis calls this approach 32|32 Vision, combining high quality video streams with world-class analytics and remote response options that can vastly improve or even replace human guards. The iFT Series joins the ADPRO FastTrace 2E and Heitel to comprise the most flexible portfolio for multi-service protection, with both hybrid (analogue & IP) and all-IP solutions. Xtralis solutions offer a remotely programmable "pay -as-you-go" approach easily deployed using Xtralis Xchange, an online licensing portal. Analytics, including IntrusionTrace, LoiterTrace, SmokeTrace and Client Trace can be downloaded and enabled remotely, deploying security, safety, and building intelligence services with just a few mouse clicks. For more information, visit www.xtralis.com/XOa3.

CEM SYSTEMS announced the release AC2000 v.7 which offers new features that increase the performance of the AC2000 access control system suite, including intercom functionality, online card validation support, and enhancements to AC2000 WEB. "AC2000 is renowned as one of the most reliable and comprehensive access control systems. AC2000 v.7 reinforces this status by offering our customers en-



hanced features and functionality while continuing to provide flexible access control solutions that help to increase security, aid business efficiency and support operational effectiveness," said George Martinez, Senior Product Manager, Tyco Security Products. For more information, visit www.cemsys.com.

EXACQ TECHNOLOGIES announced an integration with Mango + Mate Viper automated license plate recognition (ALPR). The combination of exacqVision video management system (VMS) software and Viper ALPR gives customers a unified solution within one interface. The Viper ALPR solution is a standalone all-in-one plug-n-play system that automatically detects vehicle license plates for fixed installations up to the speed of 30 mph. The Viper ALPR system analyzes the video input, captures vehicle license plates and sends results to the hosted server. For more information, visit www.exacq.com.

SAFE SECURITY announced Wayne Jordan as the Director of Dealer Development. Jordan has served 11 years in the alarm industry, and another four years developing energy efficiency, home automation, and solar programs. Paul Sargenti, SAFE's President and CEO, comments, "Wayne has diverse experience that encompasses every facet of the alarm business, so he understands the challenges dealers encounter in this competitive market. He will implement new training programs and develop



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ASSOCIATES NEWS

fresh marketing strategies to grow our program and as well as support our philosophy of assisting dealers in their efforts to increase revenue and grow their companies in a way to secure their futures.”

The B942 Touch Screen Intrusion System Keypad from **BOSCH** received a GOOD DESIGN Award in the electronics category. This prestigious recognition from The Chicago Athenaeum and Design Museum and the European Centre for Architecture Art Design and Urban studies attracts submissions from design firms and manufacturers throughout the world. “Designed for ultimate simplicity, the B942 keypad delivers a modern touch interface to Bosch security control panels,” said Falk Herrmann, Vice President – Intrusion Systems Business Unit, Bosch Security Systems. “It enables common tasks to be completed with a single touch and guides users through more advanced operation with intuitive icons. Its elegant shape and low profile design blends into nearly any environment.” The B942 Touch Screen Keypad features a presence detector that automatically activates the home screen when the user approaches, showing complete system status at a glance. A proximity reader also allows the use of an ID card or RF token for secure authentication, eliminating the need to enter a passcode. The keypad ensures simple operation for B Series and G Series Intrusion Control Panels from Bosch, which can communicate system messages in English, Spanish, French and Portuguese for enhanced ease of use. For more information on the B942 Touch Screen Keypad from Bosch, visit www.boschsecurity.us.



FST BIOMETRICS announced the release of two new products – one wireless and one portable – each designed to supplement the important work of security personnel. IMID Mobile is a smartphone application that delivers FST’s award-winning IMID technology to personal devices, while IMID Rapid provides an end-to-end, ruggedized and portable solution to quickly secure access to contained areas, such as crime scenes and senior government official press conferences. “Each of these new products demonstrates the flexibility of our technology and represents an expansion of our secure access capabilities,” said Arie Melamed, CMO of FST Biometrics. “We are being responsive to our users and adapting IMID to fit their needs. We can now offer truly mobile and portable applications of our biometric secure access solution.”

ADI announced that Ricky Gonzalez, owner of ACI Telephones in Houston, TX, has been selected from more than 9,000 entries to win ADI’s customer appreciation sweepstakes and a new Chevrolet Corvette.



For the past thirteen years, **ADI** has awarded a randomly selected dealer with a new car through its customer appreciation sweepstakes. “ADI is committed to providing dealers with the products and solutions they need, while delivering an exceptional customer experience. Our customers are extremely important to us and we are always looking for ways to thank them for their continued support,” said John Sullivan, senior vice president of sales at ADI. This year, ADI will be giving away a Dodge Challenger. Customers can see the vehicle up close at industry tradeshow throughout the year. Dealers may enter

for their chance to win by completing an entry form at any local U.S. ADI Expo, or by visiting ADI’s booth at ISC West, InfoComm and CEDIA EXPO. For more information about ADI, visit www.adiglobal.com.

Two **XTRALIS** solutions received prestigious awards at ISC West. VESDA-E VEA aspirating smoke detector (ASD) won the Security Industry Association (SIA) 2015 New Product Showcase (NPS) Best in Fire & Life Safety Award, and the HeiTel 4G Body-Worn Nano



streaming video transmitter received an Honorable Mention. Both solutions bring Xtralis’ pro-active threat prevention innovation to new markets, providing vastly safer environments for people. VESDA-E VEA brings very early warning ASD to office buildings, healthcare, retail, and educational facilities and

more, giving people the world’s best and most reliable smoke detection, to prevent fire threats. The HeiTel 4G Nano transmitter for body worn vests provides live streaming video to command and control centres, providing much greater intelligence and situational awareness, resulting in quicker & more effective response. Both solutions provide countless millions of people reliable protection from threats with pro-active prevention through Xtralis innovation. For more information, visit www.xtralis.com.



NATIONAL MONITORING CENTER (NMC) announced the release of its new corporate showcase video that provides an inside



view to its new monitoring center in Lake Forest, CA as well as interviews with executive staff. Designed and built from the ground up to meet the future central station monitoring needs of alarm companies nationwide, the facility features leading-edge

monitoring center technologies including hardware, infrastructure, telecommunications and redundancies. It also features the NMC Education Center which provides meeting spaces and training facilities for dealers and their clients. For more information, visit, www.NMCcentral.com/Video.

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Industry News



Huhn New Executive Director of CSAA International

Jay Huhn, a 38-year veteran of the security industry, is the new executive director of CSAA International. "Jay brings a unique combination of strength in technology, existing relationships with public safety liaisons and sister associations, knowledge of new players in the market, and an understanding of the values and goals of the association," said CSAA First Vice President Pam Petrow. "With his leadership, CSAA will be able to engage our members and collaborators in new ways to keep us relevant and stronger than ever."

"I am excited to have the chance to lead CSAA, and to work with the board of directors, the volunteer committees and the staff, particularly at this time when rapidly-changing technology impacts our industry like never before," said Huhn, who has close ties with CSAA, having served as president of the association since October 2013.

Huhn recently retired as chief technology officer and vice president of industry relations at Tyco Integrated Security, where he was responsible for product technology and innovation along with industry and government relations. Huhn served as chairman of the Security Industry Association (SIA) and currently sits on the board of directors of the Security Industry Alarm Coalition (SIAC).

"The members of the CSAA board would like to thank Lou Fiore for taking on the responsibilities of interim executive director," said Petrow. "Lou, a distinguished industry veteran, has ably filled the executive role by leading the staff and sustaining our relationships with members and partner associations, in addition to maintaining his leadership roles with the Alarm Industry Communications Committee and the Standards Committee."



CAA Palm Springs Convention Program

Transformation of Industry

John Jennings/Steve Firestone/George De Marco

This highly interactive session will challenge your thinking about what lies ahead for your company and the industry. Attendees should buckle up for a no holds barred discussion and open exchange that will be filled with hard hitting, point vs. counterpoint, thought provoking content. Share your thoughts and hear different perspectives from the industry's who's who. The lead disruptors will share their input on where they think the industry is headed, thoughts on positioning your organization for future growth, and adapting to the next generation of talent, as well as the impact or embracing of DIY.

11:15 A.M. – 12:30 P.M.

HORIZON BALLROOM

Understanding Transformative Leadership

Robert Owens

How do you define what is a successful leader today? What key performance leadership skills are needed to lead, inspire and grow your organization? What steps must you take to become a better leader that transforms and hones your leadership skills into meaningful results, personally and professionally?

HORIZON BALLROOM

Exhibits & Lunch

12:30 P.M. – 1:30 P.M.

Ladies Lunch (Meet in Lobby)

11:30 – 1 p.m.

PLAZA

1:30 P.M. – 2:30 P.M.

Transforming Public Safety Relationships

Glen M. Mowrey, Deputy Chief (Ret)

As this year's conference focuses on transitional thinking with emphasis on new and/or revised ways to improve industry relationships, enhance our bottom line, as well as enjoy a healthy growth. One particular area we want to emphasize is the security industry's relations with local government. During this session recommendations and suggestions will be presented with special emphasis on how to develop sustaining relationships and partnerships with local governments, particularly with law enforcement and the fire service areas. Practical suggestions will be provided along with examples of successful programs and partnerships developed and sustained by both law enforcement, fire service, and the security industry, particularly the alarm industry.

Transformation Workshop

Robert Owens

Reception, Dinner & Entertainment

Poolside 6: 30 P.M.- 10 A.M

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Industry News



*GLASAA
President Bill
Collins and Steve
Bracket of Bosch
at the GLASAA
General Meeting.*



CAA Vice President Tim Westphal, Rod Uffindell of Denalect Alarm Company, Assembly Member Susan Bonilla, Jon Sargent of Tyco and Cyndee Doyle of Bay Alarm at the CAA State Capitol.



CAA legislative advocates Mike Robson and Trent Smith brief attendees before visit to Capitol.



Assemblyman Joe Cooper addressed the CAA delegation at the Legislative Luncheon in Sacramento



CAA Secretary Rich Whitlock, CAA President Cathy Rempel and Rod Uffindell of Denalect Alarm at the CAA State Capitol.

California Alarm Association members had the preeminent opportunity to come to Sacramento and meet with members of the Senate and Assembly and their staff face-to-face.

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Industry News



Mike Matson of Matson Alarm, Kristy Johnson of Rapid Response and Rich Whitlock of the CAA State Capitol.

CAA Vice President Tim Westphal, CAA President Cathy Rempel, Assembly Member Rocky Chavez, SDSA President Sean Hamm and Barry Bailey of Bay Alarm. Here is a quote from Rocky Chavez: "Alarm? My alarm is my handgun and the USMC flag in front of my house."



CAA thanks the sponsors for a wonderful event at the CAA Day at the State Capitol in Sacramento.



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North Hills, CA 91343
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Orange

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Frank Meiners of Frank J. Meiners & Associates places his flags with THE MIRROR.



MCAA Members met at Westwoods BBQ in Fresno to discuss Elections and the MCAA Gold Tournament.



Assemblyman Jim Wood and CAA Vice President Chuck Petrusha with THE MIRROR.

CAA Past President John Hopper and Executive Director of ESA Merlin Guilbeau with THE MIRROR at the ESA Office.



CAA Past President John Hopper brought THE MIRROR to visit the ESA Staff.

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Jon Sargent of Tyco, Dee Ann Harn of RFI, George De Marco of ESX, Dom D'Ascoli of Smoky Mountain Systems and ESA Past President John Knox with THE MIRROR.



David Morgan of Security Sealer Marketing, Holley Hunt of Kepler Group and Bill Collins of Stanley Security at the Covina Hops Madness Craft Beer Walk with THE MIRROR.



THE MIRROR made an appearance at the Roseville Annual Police Day.



CAA Vice President Tim Westphal, CAA Secretary Rich Whitlock, Assemblyman Joe Cooper, CAA President Cathy Rempel and CAA Vice President Chuck Petruscha with THE MIRROR at the California State Capitol.



Holley Hunt of the Kepler Group visited Franklin School with THE MIRROR.

THE MIRROR visited a few Honeywell Fire Safety Customer Service Reps in the Northford, CT office. Connie Groske, Robyn Canelli, Linda Lombardi, Lisa Stowe, Joan Caciopoli, Susan Sousa and Carolyn Vega.



Rod Uffindell of Denalect Alarm, Shane Clary of Bay Alarm, Eric Taylor of Bay Alarm, Cyndee Doyle of Bay Alarm, Assembly Member Susan Bonilla, Tim Westphal of Bay Alarm, Jon Sargent of Tyco and Geordie Osborn of Bay Alarm.



Holley Hunt of the Kepler Group, Dave Michel of Valley Alarm, Bob Michel of Valley Alarm, Tom Rankin and Joe Castro of Hoffman Electronic Systems.



George De Marco of ESX, Alan Edelstein of Edelstein, Gilbert, Robson & Smith and Jon Sargent with THE MIRROR.



John Hopper of Facebook, CAA Executive Director Jerry Lenander, Bob Michel of Valley Alarm, Rod Uffindell of Denalect Alarm and Dave Michel of Valley Alarm with THE MIRROR at the State Capitol in Sacramento.

Matt Standiford
Dealer Development Manager
Southern California
800.641.4282 x570
Cell: 417.827.2664
mstandiford@dmp.com

Jon Adams
Dealer Development Manager
LA
800.641.4282 x573
Cell: 417.425.4293
jadams@dmp.com



Jack Conard
Director of Sales, West
800.641.4282 x453
Cell: 417.880.2457
jconard@dmp.com

Cyndie Montoya
Dealer Development Manager
Northern California
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GLASAA

Greater Los Angeles Security Alarm Association

Bill Collins, President

As I write this we are only a few days past the 2015 ISC show and by the time you read this we will probably be in Palm Springs for the CAA Spring Convention. I am looking forward to a great time in the desert with many friends and colleagues. I hope to see all of you there.

Due to ISC, we held our April meeting several weeks early. All things considered we had a decent turn out on a drizzly day in Burbank. I want to again thank our panelists for taking time out of their busy schedules to join us. Thank you to Morgan Hertel from Rapid Response, Deanna Blair from Videofied and Professor Mohan Reddy from Securiosity. Special props go out to Larry Folsom from I-View Now. Larry drove from Las Vegas to Burbank and back to Las Vegas in a crazy 10 hour turn around just to join our panel, thank you Larry. And extra special thanks to our moderator Holley Hunt from Kepler Networks for arranging the seminar. Great job everybody.

Our next meeting will be our annual Scholarship Award Presentation on June 16 at the 94th Aero Squadron in Van Nuys. Our program and barbeque dinner will be held on the back patio which gives us a great view of the airfield. We hope to have both our first and second place GLASAA scholarship winners in attendance for this meeting so we can present them with their checks. GLASAA's first place winner is Ruby Callahan from San Luis Obispo Fire Department and our second place winner is Sydney Ederer from the Montecito Fire Department. Congratulations to both of you.

We will also feature guest speakers Mr. Richard Tefank, Executive Director of the Los Angeles Police Commission and Eva Vega who is a Supervisor in the Alarm Section of LAPD. We want a huge turnout for this meeting so please mark your calendars and join us to celebrate our most deserving scholarship winners.

Save the date, October 8, 9th Annual GLASAA Golf Classic. This year our tournament co-chairs are GLASAA Vice President, Tom Rankin and Russell Massrey from Massrey and Associates with me assisting as needed.

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. If you have any questions please contact Hilda Gonzalez Reed at hgonzalezreed@pd.sandiego.gov or 619-531-2247.

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MID CAL ALARM ASSOCIATION

2015 MID CAL MEETINGS

- ♦ Aug. 11 General Meeting Fresno
- ♦ Nov. 17 Golf Tournament Fresno



MCAA members at the MCAA General Meeting discuss elections and the MCAA Golf Tournament.



ORANGE COUNTY ALARM ASSOCIATION

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

By Holley Hunt, OCAA Vice President

2015 OCAA MEETINGS

- ♦ May 20 OCAA General Meeting Anaheim
- ♦ Sept. 16 OCAA General Meeting Anaheim
- ♦ Nov. 18 OCAA General Meeting Anaheim

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CITY OF IRVINE PERMITS

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

For information contact:

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

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



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 IEAA Poker Tournament Riverside
- ♦ Sept. TBD IEAA General Meeting Riverside
- ♦ Nov. TBD IEAA 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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SVAA 2015 MEETING

- ♦ July 22 SVAA & GGAA Summer Meeting.... Santa Clara
- ♦ Oct. 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. 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.



CES hosted the GVAA General Meeting in Manteca.



GREATER VALLEY ALARM ASSOCIATION

Joe Castro, President

2015 GVAA MEETINGS

- ♦ July 9..... GVAA General Meeting..... Manteca
- ♦ Oct. 8..... GVAA General Meeting..... Manteca

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



GVAA Board Members with their special guest speaker Dorsie Mosher at the GVAA General Meeting in Manteca, CA.

Sigifredo Ruiz
Territory Sales Manager
(702) 528-8985 cell
sruiz@dsc.com

John Kaloper
Territory Sales Manager
(949) 870-0480
jkaloper@dsc.com

Elias Melendrez
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Stan Hellman of
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GVAA President
Joe Castro met with
the Stockton PD for
an update on local
ordinances.





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Rich Whitlock, President

Chico, CA. City Council Meeting April 7

On April 7 the CAA reached a tipping point in our favor. The City presented a brief report on the two new proposed ordinances being offered in effort to avoid our pending lawsuit. We then led the start of the public comment (I spoke representing Sacramento Area Alarm Association, Steve Keefer representing SIAC, Jon Sargent representing the California Alarm Association and Steve Pereira as a citizen of Chico) in support of their Model ordinance draft "A", which fines alarm users for false alarms instead of the alarm companies. To our surprise the recently appointed Police Captain Mike O'Brien also supported this model, he mentioned that in the future they will outsource the management of the program to a 3rd party, and that he felt it was now time to move on from false alarms to more important things for the police to do in Chico. The city council discussed their positions and it was proposed that the fine structure be tough, but not the highest in the state. It will be: \$50 for the first False Alarm, \$100 for the second False Alarm, \$200 for the third and every subsequent False Alarm. No freebees, but all False Alarms are able to be appealed. An interesting discussion was had on how the fines are not for the City to make money, but instead a tool to change alarm users behavior.

City of Roseville Alarm Company Meeting

April 8 the Roseville Police Department had a meeting for the Alarm companies and vendors. As always, Roseville PD were great hosts. We discussed their proposed new alarm ordinances and they were kind enough to give us a tour of the facility. They are really trying to combat Unregistered Alarm and are hoping to implement a new stricter fine structure. They also will be changing their Permit renewals to two years. The renewal fees work out to be the same, but collected bi-annually rather than annually. Remember you can always register an alarm system by going to www.crywolfservices.com/rosevilleca. The group was able to go in to Dispatch and talk to one of their Supervisors. I asked what the largest frustration was for the Police Dispatchers in regards to Burglar and Fire Alarms. Their response was:

1) Zone Descriptions. Having a Zone listed in the Central Station as Zone 2 OR Billy's Room does them no good. They have no idea where that Zone would be. Please keep that in mind when you do your data entry and when your Central Station reports to the PD's.

2) Responsible Lists. Having no or outdated contacts lists for the site. Roseville is one of the most pro-active city's I have the pleasure

of working with. This meeting was another example of the great work by Anke DeSmet, Bud Herring and Judie Mula.

SAAA CCTV Forum April 9

Mr. Mike Leary with Northern Video discussed a non-brand specific overview of current camera technology. We learned Mike's perspective on the camera industry trends, benefits from wire variations, storage requirements, analytics, hacking, port forwarding and so much more.

Davis, CA

No update on Davis Police Department's adoption of a Broadcast and File policy. Jon Sargent from SIAC is the point person and is working with Davis on suggested Best Practices to adopt for a new ordinance.

Galt, CA

No update on Galt's ordinance. Steve Keefer from SIAC is working with the Police Department. 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 SAAA EVENTS

- SAAA Meeting August 20 - Industry Trends will be held at the TMS Events Center. Check in at 10:30 a.m. Meeting if from 11:00 a.m. to 1:00p.m. More information to follow as the time gets closer.

- The SAAA event of the year, October 15 - Electrical Awareness with CJ Hamilton

- SAAA's 8th Annual Fire Forum with First Responders' Electrical Awareness by CJ Hamilton Electrical Awareness Instructor.

Where: Holiday Inn Sacramento – Capitol Plaza, 300 J Street, Sacramento, CA 95814. The Capitol Plaza is located between Old Town and downtown Sacramento. Valet parking is available as well as garage parking.

When: Thursday, October 15, 2015 at 9:30 a.m. to 12:30 p.m. with lunch served.

Cost: Member tickets are \$50.00 each, Non Member tickets are \$75.00 each and no charge for Public Safety Officers who attend.

CJ and Chris Hamilton, a father and son team, tour where ever they are needed offering an interactive training on Electrical Safety and Awareness. Raising awareness to help save lives. Their training has helped more than 10,000 first responders (Fire Fighters, Police Officers, and Paramedics) become more aware of electrical hazards. They train on the Faraday Cage, Arch Flash, Arch Blast, and Down Power Lines. Their presentation is great for anyone from First Responders and Electrical Technicians to the Weekend Warriors; anyone who gets their hands on electrical. For more information, visit www.electricalawareness.com.

Please send in your RSVP, starting on August 21, 2015 to SAAASecretary1@gmail.com.

2015 SAAA MEETINGS

- ♦ June 18 SAAA River Boat Cruise.....**cancelled**
- ♦ Aug. 20 SAAA Industry Trends.....**Sacramento**
- ♦ Oct. 15 SAAA Fire Forum**Sacramento**
- ♦ Dec. 17 SAAA Holiday Party.....**Sacramento**

No River Boat Cruise this year!

I received word from Horn Blower that they will only be offering their boats for full dining and will no longer be doing any bare boat charters. A few years ago the old paddleboat sank, then we outgrew the boat they had available. Now they are changing the way they hold their charter events. We will have to wait and see what the SAAA Board comes up with for next year.

An RSVP is required for our events. Call 800-437-7658 ext. 3 or email 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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Mike Salk, President

2015 EBAA MEETINGS

- ♦ July 14..... EBAA General Meeting.....Richmond
- ♦ Sept. 8 EBAA General Meeting.....Richmond
- ♦ Nov. 10 EBAA General Meeting.....Richmond

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

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REDWOOD ALARM ASSOCIATION

Sean Cooke, President, scooke@allguardsystems.com
800-255-4273

The next Redwood Alarm Association meeting is scheduled for May 20, 2015. Meetings are held at Johnny Garlic's in Windsor. Please RSVP to cori@advancedsecurity.us or call 707-443-6366. If you have any questions or want to participate in the Redwood Alarm Association please contact Sean Cooke at scooke@allguardsystems.com or 800-255-4273.

2015 RAA MEETINGS

- ♦ May 20..... RAA General MeetingWindsor
- ♦ Oc. 21 RAA General MeetingWindsor



GOLDEN GATE ALARM ASSOCIATION

Gary Lowndes, President

2015 GGAA MEETINGS

- ♦ May 28..... GGAA General MeetingSan Francisco
- ♦ Nov. 12 GGAA General MeetingSan Francisco

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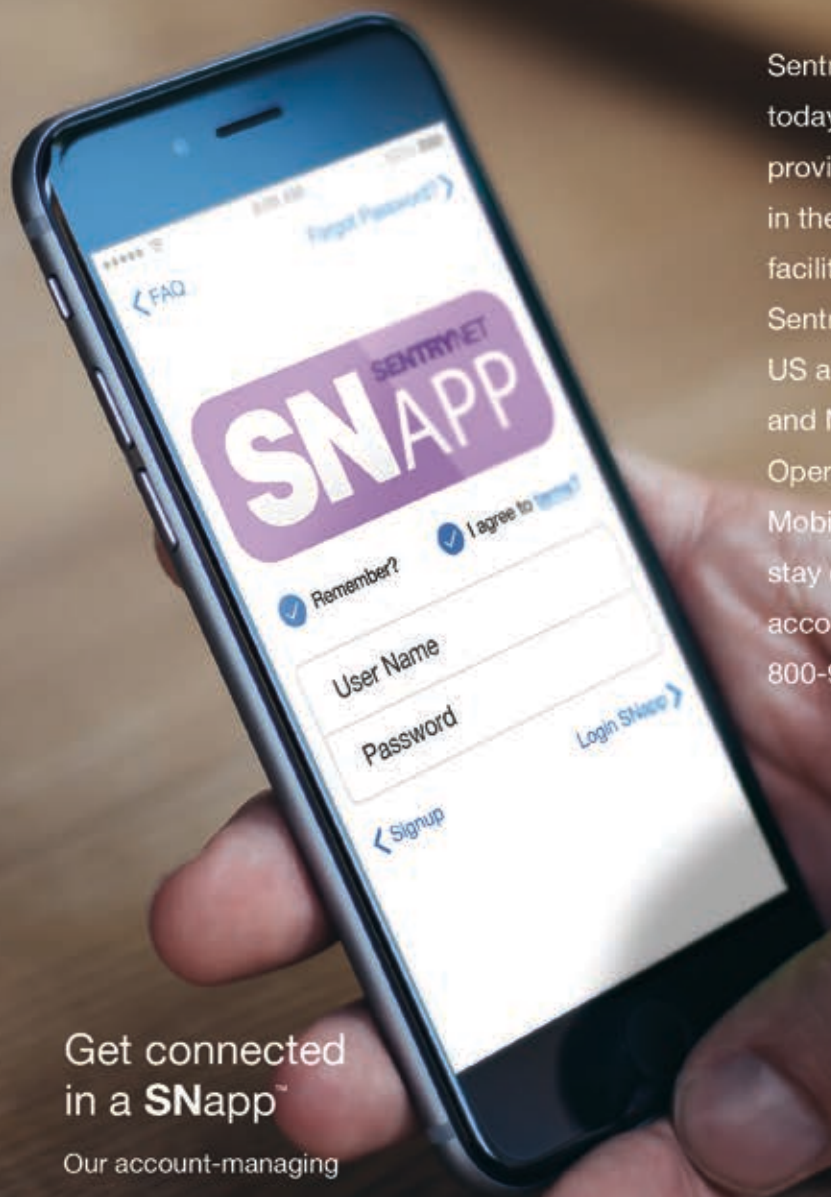
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Please contact me if you have any questions.

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AFAA now has a new NICET prep seminar called "A User's Guide to Simplifying NFPA 72 and the NEC". This is an interactive course designed to help attendees better understand how to use NFPA 72- 2013 and the NEC 2011 fire alarm wiring requirements. All NICET fire alarm tests are now updated to the 2013 NFPA 72 and 2011 NEC. For more information, visit www.afa.org.

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Join us at these upcoming events:

May 13Member Meeting (Guest Speaker Clark County DA Steve Wolfson)

June 10, 11, 12NTS Level 1 Technician Training Course

June (Date TBD)Member Only Tour & Lunch

July 8Member Meeting (Guest Speaker: NV State Fire Marshall Peter Mulvihill)

September 9Member Meeting (Guest Speaker Las Vegas Metro PD Sheriff Joe Lombardo)

2015 NSA MEETINGS

The NSA continued its bi-monthly meetings with a great line-up of guest speakers. March's Guest Speaker was Mitch Reitman of Reitman Consulting Group. He helped our companies understand the many in's and out's of the tax law that can benefit security & life safety companies. Thanks Mitch!

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.

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.

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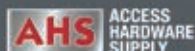


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LinkedIn www.linkedin.com/groups?gid=4782456
Facebook www.facebook.com/OBFAA

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.

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The officers and board of the WBFAA are made up of the following industry people.

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WBFAA UATC Apprentice Class Has Begun

The WBFAA UATC Spring 2015 first semester apprentice course began January 21, 2015. 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 and the state does not send out reminders. For information on the Electrician Certification Program visit www.dir.ca.gov/das and follow the links.

The WBFAA UATC has certification prep material available to member companies of the WBFAA UATC. If you are a member and would like the material, please contact the WBFAA UATC at 800-809-0280 or email info@wbfaa.net.

CSLB Enforces Zero Tolerance

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

WBFAA UATC Offers Online Continuing Education

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

WBFAA UATC Invites Membership

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

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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@security-america.com.

NTS Expands Online Courses

The ESA National Training School has expanded its catalog of online training courses including technician and business management courses. For information, visit www.esaweb.org.

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WESTERN STATES SECURITY ALLIANCE CAA CALENDAR 2015

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

MAY

7	ADI EXPO	Seattle, WA
12	OBFAA General Meeting	Lake Oswego, OR
13-16	CAA Palm Springs Convention	Palm Springs
13	AZAA Membership Meeting	Scottsdale, AZ
19	ADI EXPO	Phoenix, AZ
19	SDSA General Meeting	San Diego
20	RAA General Meeting	Windsor
20	OCAA General Meeting	Anaheim
28	GGAA General Meeting	San Francisco
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

7	ADI EXPO	Burbank, CA
8	AZAA General Meeting	Northern Arizona
9	GVAA General Meeting	Manteca
14	EBAA General Meeting	Richmond
21	ADI EXPO	Albuquerque, NM
22	SVAA & GGAA Summer Meeting	Santa Clara
28	ADI EXPO	Austin, TX

AUGUST

6	ADI EXPO	Honolulu, HI
11	MCAA General Meeting	Fresno
13	ADI EXPO	Houston, TX
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
29	ADI EXPO	Vancouver, BC
TBD	IEAA General Meeting	Riverside

OCTOBER

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

NOVEMBER

10	ADI EXPO	Dallas, TX
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

May 4 -5	ESA on Capitol Hill
June 22-26	ESX Baltimore

CAA CONVENTIONS - 2015 - 2017

2015	May 13-16	Palm Springs Hilton
2015	December 9-12	Wyndham Parc 55 San Francisco
2016	April 27-30	Palm Springs Hilton
2016	Nov 29-Dec. 2	San Francisco Marriott Marquis
2017	May 3-6	Palm Springs Hilton
2017	December 7-10	San Francisco Marriott Marquis

ADI EXPO SCHEDULE

Further information on all ADI Expo's can be found at www.adiglobal.us

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

ASIS NATIONAL CALENDAR

ASIS Diamond Club Security Buyers Forum

July 15-14, Miami, FL, www.asisonline.org/diamondclub

ASIS International Annual Seminar & Exhibits

September 28 - October 1, Anaheim, CA, www.securityexpo.org

BSIS Address and Telephone Numbers

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