

# THE MIRROR

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



## Industry Gathers To Launch Cutting Edge Technologies

The ISC West exhibition floor saw a record nearly 30,000 industry professionals and offered attendees the opportunity to learn about, test and discuss cutting-edge products and technologies from a record 1,072 exhibiting companies and brands. These results contributed to packed aisles and steady traffic to participating exhibitors.

This year's ISC also included the launch of Connected Security Expo @ ISC West sponsored by SIA (CSE), which focused on building a holistic security strategy for the connected enterprise, including how physical and information security can be used together to mitigate new and emerging cyber threats in a hyper-connected world.

"We are thrilled with the industry's support of ISC West 2016. This year's exhibit floor was the

largest ever, and security professionals from around the globe have clearly embraced the event," said Ed Several, senior vice president, ISC Events.

The 2016 SIA Education@ISC West conference, held April 5-7, offered ISC West attendees more than 65 sessions providing critical information security professionals need to stay on top of the trends impacting the security industry today. This year's SIA Education@ISC program included eleven workshops covering topics such as Dealing with Active Shooters, Developing the Problem-Solving Mindset, Cyber Security, Critical Thinking for Security Professionals, Creating Fully Engaged Customers, and New-Age Selling.

The 7th annual Security 5K/2K Run/Walk raised more than \$95,000 to support Mission 500, an

*ISC West, continued on page 18*



## CAA Members Top New Product Showcase

The Security Industry Association (SIA) recently recognized a slate of best new products at the 2016 SIA New Product Showcase (NPS) at ISC West 2016 in Las Vegas.

"The impressive slate of new and improved products offered for consideration in SIA's New Product Showcase at ISC West represented truly diverse technological innovations," said SIA CEO Don Erickson. "SIA New Product Showcase judges saw many new companies enter the competition this year for the first time." Since its inception in 1979, the NPS has been the security industry's premier awards-based marketing program. This year's NPS Program had 100 entries from small, medium and large companies in the security industry.

*CAA Winners, continued on page 19*

*Nevada Security Association (NSA) congratulates their scholarship winner at ISC West. NSA Associate Director John Miller, NSA President Greg Simmons, Scholarship winner Cassidy Whetstone, Scholarship winner Ashley Keaton, NSA Vice President Jon Perry and NSA Treasurer John Perdichizzi at the NSA Public Safety Luncheon.*



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THE MIRROR

# PRESIDENT'S MESSAGE

Many of you are reading this while attending our CAA Palm Springs Convention or heading out to join us in Palm Springs for what is looking to be a relevant event for all. With key note speaker, Gene Marks, an outspoken weekly columnist for The Washington Post, Forbes, Inc.com and The Huffington Post. Gene is also a frequent guest on Fox, Fox Business, MSNBC and CNBC. You will hear a unique and refreshing... and entertaining perspective on daily business issues that are top of mind to all of us. We are also featuring meaningful workshops on important technology trends and business matters including HR issues that affect all companies. Of course, our events are always completed with solid networking opportunities and fun for all with golf, live music and camaraderie with long-term and new friends.

The year has already provided several opportunities for participation in industry events, including one of the most successful ISC events. This year SIA/ISC Loves Security Reception was attended by more than 400 people, the CAA Leadership Breakfast served more than 150 attendees with \$20,000 donated to our Western State associations, the Nevada Security Association Public Safety Luncheon hosted more than 150 attendees and children of our public safety officials were awarded scholarships and of course the ever increasing popularity of the CAA Association Pavilion. All of this said, the personal highlight for me was announcing the 2016 recipient of the highest honor bestowed by our association, the CAA George A. Weinstock Lifetime Achievement Award, to Mr. Bob Jennison.

As we move into the summer months, we will look forward to the Electronic Security Expo ("ESX") in Fort Worth, Texas June 8 – 10. ESX is where cutting edge business practices meet inspiration and where visionaries and industry decision-makers get down to business. This is a conference and trade show for electronic security and life safety dealers, integrators, and monitoring companies who are serious about growing their business and competing at the next level.

In the fall we will hold our second session of the CAA Transformational Leadership Platform on September 20 in San Diego where thought provoking, engaging and actionable leadership ideas and concepts will be shared. Business owners, executives, managers and anyone seeking leadership training will hear from a team of colleagues who have many years of business experience. The primary goal is to support participants fine tune leadership skills.

As part of a team of energized and committed professionals we invite you to attend and be involved in these upcoming events, knowing that we are inspired by our heritage and dedicated to our future!



by Cathy Rempel



ISC/SIA Loves Security sponsors presented a check of \$20,000 to support the Youth Scholarship and Outreach Programs of the Western States Associations along with ISC West and SIA.

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## ASSOCIATES CORNER

### Persistence Pays Dividends

By Harvey Eisenstadt

Throughout my many years in sales and sales management I have encountered salespeople who have allowed success to bypass them because they interpreted persistence as being rude and annoying. Granted, if you do not truly understand the definition of persistence it is so easy to be swayed into this train of thought.

So, if we start with the definition of persistence, many of you who adhere to rude and annoying as defining persistence will start to think differently. The dictionary defines persistence with words like constant, resolute and endurance to name a few. In the field of sales, persistence is the refusal to give up as long as you have the opportunity to be in front of the prospect whether in person, by telephone or e-mail.

Many successful salespeople will be the first to tell you that it was their persistence that contributed to their rise in success. However, being successful coupled with persistence does not just happen. Unless you give the proper thought to what you are going to say and how you are going to deliver that message, persistence can be a liability on the road to success. To be successful with persistence you must be prepared with the right plan which includes your message and how that message is delivered.

It is critical to remember that to get the prospect to hear your second message they must resonate positively with the first message you deliver. It is no secret that prospects do get annoyed and consider it rude when salespeople keep contacting them either in person, by phone or e-mail and do a feature dump on their company and products. The only message that will resonate positively with a prospect is a benefit that they can recognize has value to them. The salesperson who can accomplish this challenge will enjoy more appointments and more quality time in front of prospects, delivering that second message and more.

You must begin by compiling that list of benefits of your product or service. Although I have written about this many times it is worth repeating. Your product or service is comprised of features and the benefits that are derived from each of those features. Remembering it is the benefits that resonate positively with the prospect, you can make contact with that prospect as often as necessary as long as you introduce yourself in a very polite manner, recognizing how busy they may be, and deliver a benefit or two of what you want to discuss with them. Each time you attempt to make contact, deliver a different benefit. Quite often, as these benefits start to resonate with the prospect they will give you the opportunity to deliver that second message. Now, as everything else in life, this may not be successful all the time; however if you plan properly and practice what you are going to say, you will find yourself getting more appointments and more facetime with prospects without being rude or annoying. In fact, when you do get in front of that prospect, based on the messages you left for them, they are already aware of the value of your product or service. This is a relationship that will ultimately result in success.

*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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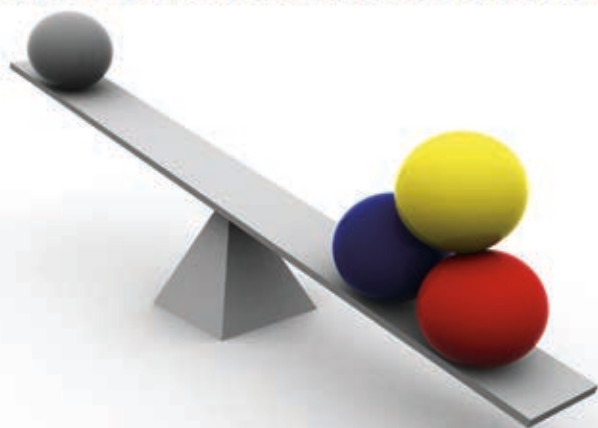
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# ASSOCIATES NEWS

**OPENEYE** announced the addition of John Steen as Business Development Manager with focus on the West and Southwest territory comprised of California, Nevada, Utah, Arizona, and New Mexico. Steen has more than 13 years of security industry experience and has a strong track record of building high performing sales and account management teams. Prior to joining OpenEye, Steen served as Vice President of Strategic Accounts for Arecont Vision and for more than three years, served as National Sales Manager for Axis Communications. During his seven-year tenure at Axis, he successfully developed and implemented aggressive sales and marketing plans that drove demand for the company's network video products and services. For more information, visit [www.openeye.net](http://www.openeye.net).

**ITSPAYD** announced its recent integration with Intuit QuickBooks. With this new capability, ItsPayd can now automatically sync with statements in QuickBooks. This allows customers to monitor past due statements immediately when they are categorized as past due in the Intuit program and then recover those statements using the ItsPayd service. The benefits of this integration includes reducing the chance for human error, saving time and money spent manually inputting statements, and eliminating double entries. ItsPayd founder and CEO, Ken Green, announced this milestone for his company as he stated, "This integration allows virtually any company, regardless of size, to use QuickBooks to nurture relationships, control finances, and eliminate collections. We are thrilled that businesses now have the opportunity to automate billing and payment tasks in a simple and seamless manner." ItsPayd is a web-based online billing toolkit that gives control back to vendors and end-users by providing a simple, automated payment platform for past due bills. Not only does the web based platform allow for quick solutions to payments plans, ItsPayd also gives customers a friendly, secure, and private option for billing obligations. For more information, visit [www.ItsPayd.com](http://www.ItsPayd.com).

**TYCO SECURITY PRODUCTS** announced today that King County, WA has deployed the C•CURE 9000 access control solution to provide a single management platform for increased security across the region. The most populous county in the state of Washington, King County is using the C•CURE 9000 platform to integrate its many access cards, cameras and doors, incident command center and emergency notification and duress system, tying together its multiple high-rises, courthouses, county offices and transportation facilities throughout the region. With its single user interface, C•CURE 9000 synthesizes the data from multiple locations and provides real-time, advanced notifications to security staff. "C•CURE 9000's integration with our Lynx Network Duress and Emergency Notification System allows us to have a powerful and automated radio dispatch system," said Dan Kenoyer, Systems Management and Analysis Supervisor of Information Technology for King County. "This is invaluable, given the size and complexity of King County's jurisdiction and facilities." With its integrator partner, SimplexGrinnell, King County is also integrating its two Sur-Gard System 5 Virtual Receivers with the C•CURE 9000 system for efficient alarm handling.

**DMP** announced they are a 2016 MVP Award winner in the intrusion-detection category for their newest product, XTLplus™. A panel of credible industry leaders and editors of Security Sales & Integration magazine reviewed the products. "We are happy that our peers and customers see the outstanding advantage offered by the XTLplus," said Joe Hurst, DMP Senior Vice President, "with our unique combination of high security commercial processes into a leading edge residential control." The MVP awards are awarded annually by Security Sales & Integration magazine. Judging criteria included innovation, functionality, competitive advantages, benefits to the installer or monitoring provider and benefits to the end user. Visit [www.dmp.com/XTLplus](http://www.dmp.com/XTLplus) to read more.

*Associates News, continued on page 12*

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ISC West: Connected Technologies partners with Elk Products for enhancing their M1 control panel with the Connect ONE Access Expander and ScanPass mobile credential, to be shown at Elk Products booth 7033 at ISC West.

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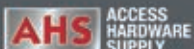


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**NATIONAL MONITORING CENTER (NMC)** announced the hiring of Kathleen Schraufnagel to join its executive team as Central Station Manager for NMC's Texas facility. Schraufnagel brings an impressive resume to the NMC Team. She began her career in the security industry with Brink's Home Security in 1991. During her 20 years with Brink's, she held a number of positions and eventually became their Industry Relations Liaison. She then joined Monitronics in 2011 where a great deal of her time was spent educating her Dealers on IQ and work-



ing on the Central Station Alarm Association (CSAA) ASAP to PSAP program. She is co-chair of the ASAP to PSAP Outreach Committee as well. For further information, please call 800.353.3031 or email at [sales@NMCcentral.com](mailto:sales@NMCcentral.com).

Kwikset brand of **SPECTRUM BRANDS** unveiled the company's first keyway-less touchscreen deadbolt at ISC West 2016 in Las Vegas. The sleek, low-profile touchscreen was the centerpiece of five new residential door locks being introduced at the show. Eliminating the keyway has allowed Kwikset to create a visually striking, cutting-edge touchscreen deadbolt that elevates the design and security of residential door locks by merging a sleek and modern exterior, a small all-metal interior, and advanced mechanical and electronic security features. The removal of the keyway also takes away the threat of "lock-picking" and "lock bumping." In the unlikely event the four AA batteries run out of power, backup power can be supplied via a 9V battery. "The introduction of our new keyway-less touchscreen lock makes a strong statement about Kwikset's commitment to security as well as modern design," said Keith Brandon, Divisional Vice President of Residential Access Solutions, Spectrum Brands, Inc. – Hardware and Home Improvement Division. For more information, visit [www.kwikset.com](http://www.kwikset.com).



**DIGITAL MONITORING PRODUCTS (DMP)** has moved David Rogers to his previous role as Director of Sales, West, where he will manage, guide, motivate, and lead DMP Dealer Development Managers (DDMs) in the western United States. Working with the DDMs, Rogers will help enhance the capabilities of DMP authorized dealers, leading to higher levels of customer support, additional sales of DMP products, and increased dealer success. "David has been successful in a number of positions with DMP over the past 15-plus years," said Senior Vice President, Joe Hurst. "This most recent change allows David to move back into the position he has the most passion for, and has enjoyed the most during his career." Rogers can be reached at 800-641-4282, ext. 109 or [drogers@dmp.com](mailto:drogers@dmp.com).

*Associates News, continued on page 14*



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## ASSOCIATES NEWS, continued

**TYCO SECURITY PRODUCTS** announced that its Software House C•CURE 9000 v2.50 event management platform now supports Open Supervised Device Protocol (OSDP), developed by the Security Industry Association (SIA) to allow for enhanced interoperability among security devices, such as reader-to-panel communications. OSDP is supported on Tyco Security Products' iSTAR Ultra series controllers and has been initially tested and certified to interface with HID Global iCLASS SE® platform readers and Allegion aptiQ readers, providing a two-way encrypted link using OSDP Secure Channel. The OSDP specification handles a full range of access control and security commands including LED and buzzer control, text display, tamper and communications status and firmware status for a complete interoperable experience. "Getting onboard with initiatives such as OSDP means greater flexibility through standards-based interoperability for Tyco Security Products," said Rick Focke, Senior Product Manager, Software House, Tyco Security Products. "OSDP is both highly secure and intelligent, and we're excited to support it and continue to build on our portfolio of OSDP compatible products." For more information about the C•CURE 9000 line of products, visit [www.swhouse.com](http://www.swhouse.com)

**HONEYWELL** announced that it has completed its acquisition of Xtralis, a leading global provider of aspirating smoke detection, advanced perimeter security technologies, and video analytics software for \$480 million. "The acquisition of Xtralis is a good strategic fit to our current fire detection portfolio and will bring unique capabilities

and customer solutions in remote visual verification of fire and intrusion risks, advanced perimeter security technologies, and video analytics software," said David Paja, president, Honeywell Security and Fire. "This acquisition helps us expand our Critical Infrastructure Protection (CIP) business and will help enable strong growth in the coming years." Xtralis aspirating smoke detection solutions protect many Fortune 500 companies, iconic sites, and critical infrastructures worldwide to provide very early warning and verification of threats to speed response time and minimize facility damages and potential injuries. For more information on Honeywell, please visit [www.honeywell.com/newsroom](http://www.honeywell.com/newsroom).

By popular demand, **NAPCO's** StarLink® Series Cellular & IP Alarm Communications solutions line now includes original StarLink Intrusion Radios, StarLink Fire Dual Path Cellular &/or IP Models, Mercantile (Metal) Models, and all-new StarLink Connect™ Communicators. Advanced Universal StarLink Connect will support a growing number of large panel brands, besides Napco Gemini™, including providing Honeywell® and DSC® Dealers with full panel communications support at far less cost, i.e., fully-emulated up/down-loading, keypad-bus-data driven virtual keypad App, plus connected home Z-Wave control and smart SMS text and video alert notification capability built in, "Powered by iBridge®". Also included will be a WiFi option for use where desirable.

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**OPTEX** is expanding its series of award-winning REDSCAN laser sensors with the launch of a new short range, indoor model that features the same proven benefits of its 'larger' companions but is lighter, more compact and has a range of additional control and power features similar to those enjoyed by IP Dome cameras. The RLS-2020I is an indoor sensor using a new generation of laser that provides a customizable 'virtual' wall or pane with a detection area up to 20m (65ft) x 20m (65ft) to identify the presence of people or objects. It protects areas from security breaches such as intrusion, theft or unauthorized access as well as improving the reliability of video based motion detection and surveillance. By measuring the time, it takes for the emitted laser beam to hit an object and reflect the signal back to the sensor the RLS-2020I can analyze the size, location and speed of the encountered object. The system can be set up to trigger only when a certain size of object is detected or when a distance threshold has been reached.

**OPENEYE** is proud to announce the addition of John Steen as Business Development Manager with focus on the Southwest territory. Steen has more than 13 years of security industry experience and has a strong track record of building high performing sales and account management teams. Steen brings extensive technical expertise through his engineering background, multiple technical certifications, and service in the military. He is widely considered to be an expert in video surveillance, video codecs, wireless technologies and solar design. For more information about OpenEye's end-to-end video recording solutions, please visit [www.openeye.net](http://www.openeye.net).

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with description and identification.



Alma Gholston and Bob Michel of Valley Alarm with THE MIRROR at the ISC/SIA Loves Security Welcome Reception at the Rockhouse in Las Vegas.



NSA Executive Director Jeanne Wulforst, ESA Past President Bart Didden of Security Dealer Network and Katie Bally of Davis Mergers & Acquisitions at the 13th Annual AIREF Golf Tournament with THE MIRROR.



NSA Executive Director Jeanne Wulforst and Rich Cowan of Dynamark with THE MIRROR at the CAA Association Pavilion Booth in Las Vegas.



Illinois Electronic Security Association Executive Director Kevin Lehan of Emergency24 and CAA Executive Director Jerry Lenander with THE MIRROR and the IESA PROTECTION CONNECTION in Venice, CA.

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AIREF Golf Tournament  
co-chair Keith Baird of  
Honeywell and ESA President  
Marshall Marinace with *THE*  
*MIRROR*, *THE SENTRY*  
& *THE SENTINEL* at the  
13th Annual AIREF Golf  
Tournament.



IESA Executive Director Kevin Lehan and Bernie Ramos of Emergency24 with *THE MIRROR*  
and two sister publications, *THE SENTINEL* & *THE SENTRY* in Venice, CA after visiting the  
CAA offices.



Secret Agents Daniel Freitas and  
Dan Van Hart provided protection  
to Charisse and Drake Allen of DEA  
Security Systems and their copy of  
*THE MIRROR* at ISC West Show.



SIA/ISC's Got Talent and Dave Michel of  
Valley Alarm, Candi Hurtt of Interlogix,  
Scott Simmons of Tri-ed, Dana Scroggins  
of Optex and Richard Jimenez of IE  
Alarms had *THE MIRROR* at the  
ROCKHOUSE at ISC West.

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Gold Sponsor Fox Security at the ISC/SIA Loves Security Welcome Reception VIP Table at the Rockhouse at the Venetian.

## ISC West continued from page 1

organization that supports children and communities in crisis. Other notable industry events hosted by ISC included:

- The "Lucky 13th" Annual AIREF Golf Tournament to benefit the Alarm Industry Research & Education Foundation
- The SAMMY, MVP & Hall of Fame Awards presented by Security Sales & Integration
- Seven new inductees into the SSI Hall of Fame
- The SIA Market Leaders Reception
- Security Dealer & Integrator magazine's 2016 Fast 50 Awards

ISC Events also announced the dates for ISC West 2017, with the exhibition to occur April 5-7 and SIA Education@ISC to present its education conference April 4-6. For more information about ISC West, visit [www.iscwest.com](http://www.iscwest.com).



CAA's Dan Van Hart and Melanie Wulforst with THE MIRROR on stage at the Rockhouse at ISC West.



More than 400 industry leaders jammed the Rockhouse during the ISC/SIA Loves Security Welcome Reception.

**Sigifredo Ruiz**  
Territory Sales Manager  
(702) 528-8985 cell  
[sruiz@tycoint.com](mailto:sruiz@tycoint.com)

**John Kaloper**  
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**Elias Melendrez**  
Territory Sales Manager  
(Northern CA, Northern NV)  
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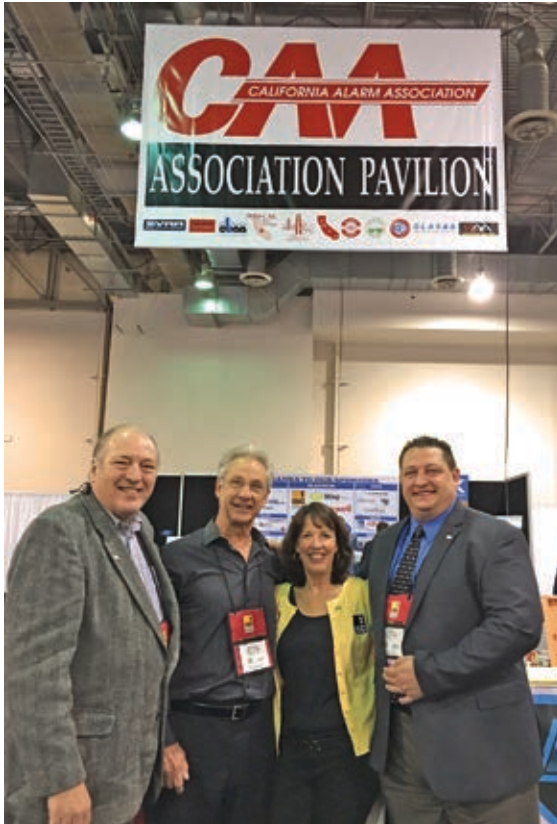


Dos Asociaciones George Gunning of USA Alarm and Les Gold of MS&K were joined on stage by Mary Beth Shaughnessy and Ed Several of ISC at the Rockhouse.





ESA Past President George Gunning of USA Alarm Systems was welcomed to the Rockhouse by Jonathan Fine, Katie Epstein, and Jon Perry of Sting Alarm at ISC West.



CAA Executive Director Jerry Lenander, ESA Past Vice President Bob Michel of Valley Alarm, Mary Beth Shaughnessy of ISC and Ed Michel of Valley Alarm at the CAA Association Pavilion at ISC West.



CAA Past President John Hopper of Uber pulled a jail break for NSA Vice President Jeanne Wulforst, Melanie Wulforst of Wynn/Encore and Kristy Johnson of Rapid Response.



CAA Association Pavilion offered great amenities to members like couches, coffee and lunch and offered information on more than 30 associations.

## CAA Winners, continued from page 1

### 2016 SIA NPS Award Winners from CAA

#### Access Control Devices Peripherals

*Stanley Security Solutions Inc.*

- Best Shelter

#### Fire/Life Safety

*Nortek Security & Control LLC*

- 2GIG 'Smoke Ring' Interconnected Smoke Detector Sensor/Transmitter

#### Video Surveillance Management Systems

*Qognify*

- Qognify VisionHub

#### Mobile Apps

*Stanley Security Solutions Inc.*

- STANLEY Guard

#### Video Analytics

*Axis Communications*

- AXIS Perimeter Defender

#### Video Surveillance Cameras HD (megapixel)

*Hikvision USA*

- Ultra HD 4K Smart IR PTZ

#### Video Surveillance Cameras IP

*Axis Communications*

- AXIS Q61 PTZ Dome Network Camera Series

#### Video Surveillance Data Storage

*Spectra Logic*

- Verde DPE (Digital Preservation for Enterprise)



Dick and Donna Soloway were welcomed by Jeanne and Howard Wulforst to the ISC/ SIA Loves Security Welcome Reception.





CAA President Cathy Rempel and NSA President Greg Simmons at the SIA/ISC Loves Security Welcome Reception at the Rockhouse.

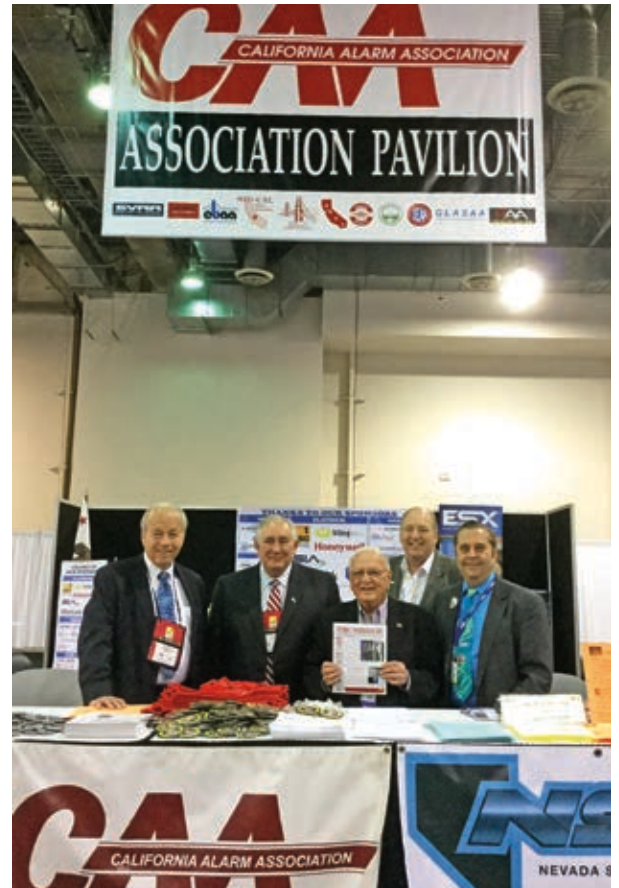


Nevada Security Association hosted the western states luncheon with a special focus on public safety including guests from police and fire agencies and presentation of the NSA/ESA Youth Scholarship Awards.



Dos Asociaciones buttons featuring George Gunning and Les Gold served as drink tickets at the Rockhouse Las Vegas.

Tony Smith of Security Funding Associates, Stan Martin of SIAC, Harvey Eisenstadt of HJE Sales Consultant, CAA Executive Director Jerry Lenander and Jon Sargent of Tyco with THE MIRROR at ISC West 2016.



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NSA President Greg Simmons and NSA Vice President Jon Perry with THE MIRROR at ISC West 2016.





NSA President Greg Simmons with Nevada Law Enforcement at the 13th Annual AIREF Golf Tournament at ISC West with THE MIRROR.



The ISC West 2016 Opening Ceremony was emceed by Ed Seval and included representatives of major trade associations including the CAA and NSA.



Dana Scroggins of Optex singing karaoke at the Rockhouse for the welcome reception.

NSA member Bob Gasner of Sting Alarm and NSA President Greg Simmons welcomed industry friends from throughout the western states at the Rockhouse.



Charlie Lester of ADI with Sylvia and Richard Jimenez of IE Alarms at the ISC West welcome reception.



Jon and Deidre Perry, Katie Epstein, Jonathan Fine and Fran Fine Ventura of Sting Alarm with CAA Executive Director Jerry Lenander took a break at ISC West to celebrate the first anniversary of PKWY Tavern in Las Vegas.



Steve Eisenstadt of PSR, NSA President Greg Simmons, Lilianne Chaumont of Chaumont Law and Harvey Eisenstadt of HJE Sales Consultant at the ISC/SIA Welcome Reception.







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*More than 30,000 industry leaders  
attended ISC West 2016.*



*An honor guard opened ISC West with ESA President Marshal Marinace, CAA President Cathy Rempel and NSA Vice President Jon Perry on stage (far right).*

*CSAA Past President Bud Wulforst (second from right)  
with Roger, Patti, Bruce and Penny Westphal of Bay Alarm  
following their induction into the SSI Hall of Fame.*



*Sherida Sessa of ISC, CAA  
President Cathy Rempel,  
Ed Several and Mary Beth  
Shaughnessy of ISC at the  
CAA Leadership Breakfast.*





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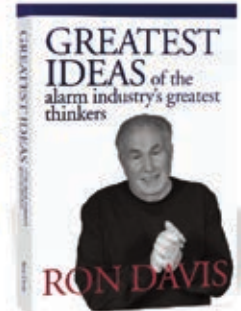
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Tri-Ed Union City  
www.tri-ed.com

May 4  
Potter Training Seminar  
951-781-2300  
Tri-Ed Riverside  
www.tri-ed.com

May 4  
Hikvision IP Training Seminar  
253-395-3930  
Tri-Ed Seattle  
www.tri-ed.com

May 12  
Axis and Vigitron Training  
Seminar  
253-395-3930  
Tri-Ed Seattle  
www.tri-ed.com

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May 18  
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May 18  
DKS Cellular Training Seminar  
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Tri-Ed Union City  
www.tri-ed.com

May 19  
6th Annual Hawaiian Luau &  
Product Showcase  
505-923-9914  
Tri-Ed Albuquerque  
www.tri-ed.com

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May 26  
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June 22  
Security Showcase  
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Sean Cooke, President  
scooke@allguardsystems.com  
800-255-4273

The next RAA meeting is scheduled for June 15, 2016. Meetings are held at 11:30 am at Johnny Garlic's, 8988 Brooks Road South, Windsor. Please RSVP to cori@advancedsecurity.us, or call 707-443-6366.

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

## 2016 RAA MEETINGS

- ♦ June 15 ..... RAA General Meeting ..... Windsor
- ♦ October 26 ..... RAA General Meeting ..... Windsor

The meetings are at Johnny Garlic's in Windsor starting at 11:30 am. 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.

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Sacramento Area Alarm Association met with Sargent Jason Bosworth of the Roseville Police Department to go over their new ordinance. TMS, Bay Alarm, Hue & Cry Inc., Smith & Sons and Burgarello Alarm was in attendance. Anke DeS met volunteers for the alarm ordinance division twice a week. Roseville Police Department stated that their false alarms have dropped in the last year. They have asked not to call them back after the alarm has been dispatched. If there is a problem, they will contact the alarm company. SAAA had their CCTV Forum on April 14, 2016 at TMS Event Center: We learned about Samsung's VMS software from David Leiker with Hanwha, Digital Watchdog's IP technology with Robert Stoddard from Badger Reps, and Tauni Wallace of PSR showed Flir HD Cameras over coax cable. Our next Meeting shall be a fun get together on June 16, 2016 for Mardi Gras night.

#### 2016 SAAA MEETINGS

- ♦ June 16..... SAAA Mardi Gras Night .....Sacramento
- ♦ August 16..... SAAA Industry Trends.....Sacramento
- ♦ October 28..... SAAA Fire Forum with SRFMA .....Sun City
- ♦ December 15 ..... SAAA Holiday Party .....Sacramento

An RSVP is required for our events. Call 800-437-7658 ext. 3 or email info@caaonline.org.



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#### 2016 OCAA MEETINGS

- ♦ June 16 ..... OCAA Golf Tournament..... Anaheim
- ♦ September 21 ..... OCAA General Meeting ..... Anaheim
- ♦ November 16 ..... OCAA General Meeting ..... Anaheim

#### CITY OF IRVINE PERMITS

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

For information contact:

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

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



Members of the Sacramento Area Alarm Association met with the Roseville Police Department during and orientation on the new alarm ordinance.

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*Jason Beardsley, President*

**2016 SDSA MEETINGS**

- ♦ May 17 .....SDSA General Meeting ..... San Diego
- ♦ August 25 (tentative) .....SDSA Day at the Races..... Del Mar
- ♦ September 20.....SDSA General Meeting ..... San Diego
- ♦ December 14 .....SDSA Holiday Bash..... San Diego

**City of San Diego Permit Process**

The San Diego Security Association and SIAC have been working cooperatively with the City of San Diego to assist with their fire alarm program, and now their burglar alarm program. The police are requesting alarm companies to submit their active burglar, panic and holdup alarm customer lists to the San Diego Police Department. The preferred method is to send your excel customer list electronically by email to Hilda Gonzalez-Reed at [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)



*Members of the SDSA met at the 94th Aero Squadron for the SDSA General Meeting.*



*SDSA President Jason Beardsley thanked speaker David Morgan of Security Dealer Marketing.*

*Mike Salk, President*

**2016 EBAA MEETINGS**

- ♦ May 10 .....EBAA General Meeting.....Richmond
- ♦ July 12 .....EBAA General Meeting.....Richmond
- ♦ September 13.....EBAA General Meeting.....Richmond
- ♦ November 8 .....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@caaonline.org](mailto:info@caaonline.org).

All meetings are held at Fiorillo's Restaurant – Santa Clara, 638 El Camino Real, Santa Clara, CA 95050. Please RSVP to [info@caaonline.org](mailto:info@caaonline.org) or call the CAA office at 800-437-7658, Ext. 3.

**SVAA 2016 MEETINGS**

- ♦ July 20..... SVAA General Meeting .....Santa Clara
- ♦ October 19 ..... SVAA General Meeting .....Santa Clara

**SVAA Information**

If you are not on our e-mail list, please contact Mark Simpson at 408-882-4260 or [msimpson@rfi.com](mailto:msimpson@rfi.com). It is so important to get involved with your local associations more than ever and to keep up to date on all the new information.

*Joe Castro, President*

**2016 GVAA MEETINGS**

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

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





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# GLASAA

Greater Los Angeles Security Alarm Association

*Tom Rankin, President*

As your recently elected President of GLASAA, I am happy to serve and very much look forward to leading this esteemed organization over the coming months.

Our GLASAA Board is a great mix of experienced veterans Bill Collins, Dave Michel, and Mark Sepulveda, and the new enthusiasm of Gina Post Franco, Gary Hoffner, and Kylie Raacke. With this team I am confident that we can take on the challenges of 2016 and make GLASAA stronger than ever.

2016 will mark the 10<sup>th</sup> year of our GLASAA Golf Tournament. Led this year by Bill Collins, our Golf Tournament on October 6 at Terra Rejada will be a great success and greatly contribute to both CAA and GLASAA Scholarship Programs. We will need vendor donations and volunteer support as much as ever, so please help us out.

We will be supporting our Golf Tournament effort with the first GLASAA Vendor Night. Held to support the vendor community and especially those who support our Golf Tournament, this Vendor Night will be held on August 16. More on this Vendor Night to follow.

In order to make GLASAA stronger for all, a team will be contacting all existing members as well as dealers who have recently left GLASAA to get a real sense of improvement points, things that we can do to make the GLASAA experience more meaningful. With this feedback at hand, our team will then contact licensed dealers within our geographical area in an effort to grow our membership.

A lot going on and a lot of work to do. Should you have any thoughts that you would like to share or be able to assist us in some way, please contact us via our website or call me directly at 818-335-5507.

Thanks and let's have a great year.

## GLASAA MEETINGS 2016

- ♦ June 21 ..... GLASAA General Meeting.....Los Angeles
- ♦ August 16..... GLASAA Summer Outing.....Los Angeles
- ♦ October 6..... GLASAA Golf Classic.....Los Angeles
- ♦ December 13 ... GLASAA Holiday Party.....Los Angeles

## GLASAA DONATION TO KIDS CANCER CONNECTION

The following people were instrumental in making this happen.

- Myself, Gary Hoffner - Phil Raacke - Joseph Keith - Honeywell
- Jon Adams - DMP
- Tim Westphal - Bay Alarm

The following vendors participated:

- Honeywell Video and Access - Joseph Keith-provided 4 cameras and an DVR
- DMP-Jon Adams - provided a complete burglar and fire alarm system
- San Marino Security - Phil Raacke and crew-installed security system
- Bay Alarm -Tim Westphal - Monitoring Security System
- PSLA - Gary Hoffner and crew-installed the video system
- GLASAA - Bill Collins-cracked the whip

## GLASAA Meetings and Events

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

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

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

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



GLASAA recently completed a project for the Kids Cancer Connection home including a four camera and DVR system from Joseph Keith of Honeywell Video and Access and a complete burglar alarm system donated by Jon Adams of DMP. Thanks to San Marino Security's Phil Raacke and crew who installed the security system, Bay Alarm's Tim Westphal for monitoring the security system, and PSLA's Gary Hoffner's crew who installed the video system. GLASAA Past President Bill Collins of Stanley Convergent served as the project manager.

## A Friend Needs Your Prayers

Today we heard from Rick Gombar that our friend and golf guru Eric Tracy, better known as The Mulligan Man, has been diagnosed with throat cancer. Presently we know only that Eric is in the process of further diagnoses and soon will decide on the treatment he and his doctors feel will get him cured of this most dreadful disease. In the meantime, Rick has asked that you take a moment and say a prayer asking that Eric is healed and back to being himself. Said Rick, "Eric and I have been best friends for over 50 years and we share a spiritual bond that very few people know about. Today, I want you to know that we believe in the power of prayer, and on Eric's behalf I am asking for one from you."







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## MID-CAL



### MID CAL ALARM ASSOCIATION

Mike Tarin, President

#### 2016 MID CAL MEETINGS

- ♦ June 1 ..... MCAA General Meeting .....Fresno
- ♦ September 14 ..... MCAA General Meeting .....Fresno
- ♦ November 7 ..... MCAA Golf Tournament (tentative) .....Fresno



### GOLDEN GATE ALARM ASSOCIATION

Dave Hood, President

#### 2016 GGAA MEETINGS

- ♦ June 15 ..... GGAA General Meeting .....San Francisco
- ♦ October 12 ..... GGAA General Meeting .....San Francisco

For further information, contact Dave Hood at 800-684-1111 or [dhood@firstalarm.com](mailto:dhood@firstalarm.com)



### 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.

#### 2016 IEAA MEETINGS

- ♦ May 19 ..... IEAA General Meeting .....Riverside
- ♦ September 22 ..... IEAA General Meeting .....Riverside
- ♦ November 10 ..... IEAA General Meeting .....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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- When you make professional development opportunities available, you're building a positive reputation as an employer that cares about its workforce and strives to employ only the best. Remember your employees are your brand ambassadors.

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



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In accordance with the CAFAA Bylaws, Article VIII, Section 8.1, the CAFAA Nominating Committee, led by the Immediate Past President Kevin Green, met and submitted the following nominations for the 2016-2017 CAFAA Officers and Board of Directors. This slate was accepted by the voting CAFAA members attending the Annual Meeting on Feb. 04, 2016.

Special thanks to immediate past president Tony Locatelli and departing Directors, Bill Hopple and John Sullivan for their time and service to the organization.

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May 5 ..... WAESA Eastside Meeting ..... Spokane, WA  
May 18 ..... WAESA Annual Meeting ..... Bellevue, WA  
June 16 ..... WAESA Eastside Meeting ..... Spokane, WA  
July 13 ..... WAESA Board Meeting ..... Seattle, WA  
July 14 ..... WAESA Golf Tournament ..... Redmond, WA  
August 26 ..... WAESA Fire Alarm Symposium ..... Auburn, WA  
September 13.... WAESA Westside Meeting ..... ADI  
September 15.... WAESA Eastside Meeting ..... Spokane, WA  
October 20 ..... WAESA Eastside Meeting ..... Spokane, WA  
November 8 ..... WAESA Westside Meeting ..... Tri-Ed  
November 17 .... WAESA Eastside Meeting ..... Spokane, WA

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### NSA 2016 MEETINGS

May 11 .....Member Meeting  
July 13 .....Member Meeting  
Sept. 14 .....Member Meeting & Board Elections  
Nov. TBD .....Scholarship Fundraiser Poker Party  
Regular meetings take place at 6:00pm at Gordon Biersch Restaurant, 3987 Paradise Rd, Las Vegas, NV 89169.

Be a part of this award winning chapter by joining the NSA today!  
Membership promotions are underway! Contact us for details.

### The NSA events around ISC West were a huge success!

A great kick-off event to ISC week was the Welcome Reception at the Rockhouse in the Venetian. The DJ spun some great tunes, there was networking, karaoke and just plain fun!

At the NSA Public Safety Luncheon attendees got to mingle with security professionals from all aspects of security along with law enforcement and fire agencies. Guest Speaker Las Vegas Sheriff Joe Lombardo spoke to the crowd about up-coming changes to codes and policing that will provide for improved safety on the ever-challenging Las Vegas Strip.

The NSA presented a Community Award to Nevada Highway Patrolman Chao Dong. His courageous actions are representative of the hard work and commitment to the community that law enforcement personnel show every day.

The highlight of the luncheon was our presentation of the Youth Scholarships. Awarded annually, these scholarships go to children of first responders. The proof that our future rests in good hands is evidenced by these bright young students! Our Co-Hosts, the Las Vegas Security Chief's Association, were so impressed by these students that they also gave \$500 each toward their future education. Thanks LVSCA!

1st Place winner: Ashley Keaton, daughter of Firefighter Bradley Keaton of Las Vegas Fire Rescue Battalion 1 Station 10. Ashley will

be graduating from Faith Lutheran High School and continue her education at University of Nevada-Reno.

2nd Place winner: Kassidy Whetstone, daughter of LV Metro Police Officer Darrin Whetstone. Kassidy will graduate from Southeast Career Technical Academy and will attend University of Nevada-Las Vegas Honors College.

*Congratulations to the kids and their parents!*

The NSA thanks the sponsors of our 2016 Public Safety Luncheon and Welcome Reception:

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NSA Scholarship Award winners and their families with national program founder Donna Soloway of NAPCO at the NSA Public Safety Luncheon.



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- 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.

### 2016 OBFAA MEETINGS

May 4 .....OBFAA General Meeting  
August 3 .....OBFAA General Meeting  
November 2 .....OBFAA General Meeting

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



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NSA President Greg Simmons and NSA Vice President Jon Perry presented the NSA Community Award to Nevada Highway Patrol Trooper Chao Dong at the NSA Public Safety Luncheon.



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Any inquiries regarding the Nevada Association of Security Professionals can be directed to Scott Wulforst from Stanley Convergent Security Solutions, 775-287-8110.

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### AZAA 2016 Annual Meeting

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[www.WBFAA.net](http://www.WBFAA.net)



### WBFAA UATC Apprentice Spring Semester Class Has Begun

The WBFAA UATC is open to member companies of the CAA or CAFAA who require having registered apprentices with the State of California.

### Certification – Fire/Life Safety Technician - Renewal

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



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

### CSLB Enforces Zero Tolerance

The Contractors State License Board (CSLB) issues legal action against any C-10 Electrical contractor who willfully employs an uncertified electrician to perform work as an electrician. CSLB is legally required to open an investigation and initiate disciplinary action against the contractor (which may include license suspension or revocation) within 60 days of receipt of a referral or complaint from the Department of Industrial Relations' Division of Apprenticeship Standards (DAS). Labor Code Section 3099.2 stipulates that anyone who performs work as an electrician for C-10 Electrical contractors shall hold an electrical certification card issued by DAS; DAS is required by Labor Code Section 3099.2 to report violations to CSLB. Learn more about electrician certification by visiting the Division of Apprenticeship Standards website. [www.dir.ca.gov/DAS/Electrical-Trade](http://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](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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more information about the SECURE+ Initiative, go to [ESAweb.org](http://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](http://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](http://www.securityamericarrg.com), call 866-315-3838 or e-mail [info@security-america.com](mailto: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](http://www.esaweb.org).

### 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](http://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

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**MAY**

- 4.....OBFAA General Meeting
- 4-7 .....CAA Palm Springs Convention .... Palm Springs Hilton
- 5.....WAESA Eastside Meeting ..... Spokane, WA
- 10-12 ...PSA TEC CONFERENCE..... Westminster, CO
- 10.....EBAA General Meeting..... Richmond
- 11 .....NSA Member Meeting..... Las Vegas, NV
- 11 .....NSA Member Meeting..... Las Vegas
- 17.....SDSA General Meeting ..... San Diego
- 18.....WAESA Annual Meeting ..... Bellevue, WA
- 19.....IEAA General Meeting ..... Riverside

**JUNE**

- 1 .....MCAA General Meeting..... Fresno
- 8-10 .....ESX 2016 ..... Fort Worth, TX
- 15-17 ...SIA Government Summit..... Washington D.C.
- 15.....RAA General Meeting ..... Windsor
- 15.....GGAA General Meeting ..... San Francisco
- 16.....WAESA Eastside Meeting ..... Spokane, WA
- 16.....OCAA Golf Tournament..... Rancho Santa Margarita
- 16.....SAAA Mardi Gras Night ..... Sacramento
- 21.....GLASAA General Meeting ..... Los Angeles

**JULY**

- 12.....EBAA General Meeting..... Richmond
- 13.....NSA Member Meeting..... Las Vegas
- 13.....WAESA Board Meeting..... Seattle, WA
- 14.....WAESA Golf Tournament ..... Redmond, WA
- 13.....NSA Member Meeting..... Las Vegas, NV
- 14.....GVAA General Meeting..... Manteca
- 20.....SVAA General Meeting ..... San Jose

**AUGUST**

- 3.....OBFAA General Meeting
- 16.....GLASAA Summer Outing..... Los Angeles
- 16.....SAAA Industry Trends..... Sacramento
- 17-19 ...AZAAAnnual Meeting
- 25.....SDSA Day at the Races ..... Del Mar

**SEPTEMBER**

- 13.....EBAA General Meeting..... Richmond
- 13.....WAESA Westside Meeting ..... ADI
- 14.....MCAA General Meeting..... Fresno
- 14.....NSA Meeting & Elections ..... Las Vegas
- 15.....WAESA Eastside Meeting ..... Spokane, WA
- 20.....SDSA General Meeting ..... San Diego
- 21.....OCAA General Meeting ..... Anaheim
- 22.....IEAA General Meeting ..... Riverside

**OCTOBER**

- 6.....GLASAA Golf Classic..... Los Angeles
- 12 .....GGAA General Meeting ..... San Francisco
- 13.....GVAA General Meeting..... Manteca
- 19.....SVAA General Meeting ..... San Jose
- 20.....WAESA Eastside Meeting ..... Spokane, WA
- 26 .....RAA General Meeting ..... Windsor
- 28.....SAAA Fire Forum with SRFMA.. Sun City

**NOVEMBER**

- 2.....OBFAA General Meeting
- 7.....MCAA Golf Tournament ..... Fresno
- 8.....WAESA Westside Meeting ..... Tri-Ed
- 8.....EBAA General Meeting..... Richmond
- 10.....IEAA General Meeting ..... Riverside
- 16.....OCAA General Meeting ..... Anaheim
- 17.....WAESA Eastside Meeting ..... Spokane, WA
- TBD.....NSA Scholarship Poker Party ..... Las Vegas

**DECEMBER**

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

**CAA CONVENTIONS**

- 2016..... May 4-7 ..... Palm Springs Hilton
- 2016..... December 7-10 ..... San Francisco Marriott Marquis
- 2017..... May 10-13 ..... Palm Springs Hilton
- 2017..... Nov 29-Dec. 2 ..... San Francisco Marriott Marquis

**2016 - 2017 Industry Events**

**PSA Tec Annual Security Conference**

May 10-12, 2016  
Westminster, CO

**ESX 2016**

June 8-10, 2016  
Fort Worth, TX

**NFPA Conference & Expo**

June 13-16, 2016  
La Vegas, NV

**SIA Government Summit**

June 15-17, 2016  
The Westin Washington, D.C.

**ISC East**

Nov. 16-17, 2016  
New York, NY

**ASIS Annual Seminar & Exhibits**

September 12-15, 2016  
Orlando, FL

**ESA Leadership Summit 2017**

Feb. 12-15, 2017  
Tampa, FL

**ISC WEST 2017**

April 5-7, 2017  
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**SIA Education@ISC 2017**

April 4-6, 2017

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