

THE MIRROR

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Sean Gunning, 2018 George A Weinstock award winner Mark Sepulveda and Ryan Burke of USA Alarm Systems at the CAA Pavilion in the Lobby at ISC West 2018 in Las Vegas.

BSIS: New Renewal Applications, Fee Amounts Due

As a result of new law, licenses, registrations, certificates, or permits regulated by the Alarm Company Act, Collateral Recovery Act, Locksmith Act, Private Security Services Act, and Proprietary Private Security Services Act and expiring after July 1, 2018 will be subject to new renewal or reinstatement fees. Please note the new law did not affect the fees in the Private Investigator Act. Please be advised that the expiration date for your current license, registration, certificate, or permit determines whether your renewal or reinstatement payment owed is the current or new fee amount.

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PRESIDENT'S MESSAGE

Gratitude

I know it's May and not November but I just can't help but be thankful! Thankful for many things including being in the "right business at the right time." But also thankful for the help I get personally and for the help for our great California Alarm Association.

Thank you, Les Gold from Mitchell Silberberg & Knupp LLP. Les is an industry icon who has been instrumental in so many ways from the start. His vast knowledge of the law as it pertains to alarm companies is incredible. When I have been privileged to sit with Les to discuss an idea or concern, he seems to make the answer or connection magically appear. I have turned to Les for many conversations recently and for that I am grateful.

Thank you, Mary Beth Shaughnessy and Sherida Sessa from the ISC. Not only do they offer us participation in the most comprehensive and largest trade show in our industry, they also are great CAA partners and supporters. I can report this year's ISC show raised the bar to new heights for an industry event.

Thank you, SIA and Don Erickson for the educational opportunities that you offer our industry. I look forward to the future that we are building together, and I get excited thinking about what could come from our continued collaboration.

Thank you, Charles Schwager, C.P.A. Charles and his staff have been working for the CAA for years offering accounting and support financial services and strategies. Accounting should not be exciting. Thank you, Charles, for the support and "not" making it exciting!

Thank you, Jerry Lenander, Daniel Freitas, and Dan Van Hart Jr. from Syncomm. Your group works tirelessly for our California Alarm Association and it shows. Whether it's to set up a trade show booth, plan Palm Springs, publish and print our publications, or just listen as my counselors -- thank you!

Thank you to our current executive team of Southern Vice President Tim Westphal, Northern Vice President Mike Matson, Treasurer Dave Michel, Past President Cathy Rempel, Secretary Ron Galippo, Sergeant-at-Arms Brian Boeglin, and all of the chapter presidents! You are all professionals in your respective businesses, but you are also "rock stars" in my book. Thank you all for what you do in supporting me and the CAA. "Vital" is the word that comes to mind.

There are many more thanks to be given as the CAA receives support in so many ways. I didn't get to our suppliers, our promoters, SIAC, ESA, BSIS, past presidents, George Gunning, Harvey Eisenstadt, and many others deserving of our thanks.

There is good work being done all around our industry in a time of rapid change. I'll continue to be thankful to you all (mentioned or not) whose work will propel our industry into the future and protect it for the next generation of security professionals.

Off to work!

All the best,
Chuck Petrusha



By Chuck Petrusha

2018 CAA Palm Springs Convention Schedule

Wednesday

6 – 7:30 p.m. Welcome Reception

Thursday

7 a.m. Golf Registration

8 a.m. Golf Shotgun

Noon Golf Luncheon

12 – 5 p.m. Exhibitor Set-up

2:30–4:30 p.m. .. Board Meeting

4:15 p.m. Exhibitor Meeting

4:30 – 6 p.m. Exhibit Happy Hour

4:45 – 6 p.m. Workshops

6–8 p.m. Opening Exhibits

Friday

7:30 a.m. Breakfast & Exhibits

8:30 a.m. General Meeting

10:30 a.m. Keynote Presentation

11 a.m.–1 p.m. .. Ladies Lunch

Noon – 1 p.m. .. Lunch & Exhibits

1–2 p.m. Workshop

2–3 p.m. Workshop

6:30 p.m. Poolside Dinner Party

Saturday

8:45 – 10 a.m. .. Breakfast/Industry Inconnect



By Harvey Eisenstadt

ASSOCIATES CORNER

Successful Leadership

One of the most significant challenges facing businesses today is having the energetic and skilled leadership that can produce positive changes for the long term. Effective leaders must have the capacity, the energy and the skill, to address the daily challenges of their business while thinking, performing and leading for long term success. The successful leader knows how to handle the urgencies of the day while motivating and leading their team for the challenges of tomorrow.

A critical factor in achieving this goal is how you communicate with your team. To be a successful leader is not only reflected by how you act as a leader but how you speak like one. An effective communication technique lies in how well you recognize the needs of your team and then deliver a productive and simply understood response. So, you begin by taking the time to listen carefully to what they are telling you and fully understand where their needs lie, and the leadership, motivation and inspiration they seek from you. Once you have established this communication link and the team recognizes that you are identifying with their needs, you will have garnered their attention and now are in position to address those concerns to their satisfaction. Satisfying your team needs and concerns of today are part of the prescription for success in the long term.

Your response with the solutions to their concerns should be presented in a very clear and consistent message. The leadership, motivation and inspiration your team seeks from you is broadcast in how you respond to their needs and concerns.

Your delivery should emanate understanding, empathy and decisiveness. The level of your voice should be dynamic and energetic yet passionate and caring. As their leader you want to focus on the solutions to their concerns rather than dwelling on mistakes. The effectiveness of your leadership will be evidenced as you concentrate on the positives rather than the negatives. Strengthening the positives will eventually eliminate the negatives. Or, put in other words, delivering the solutions will eliminate the mistakes.

As time progresses the successful leader, exercising their energy and their skills, is not only addressing the challenges of today but leading, motivating and inspiring the team to meet the challenges of tomorrow. The impact of the successful leader will be largely dependent on their ability to communicate effectively with the team. The amalgamation of the team and their leader is the formula for success moving forward.

Harvey Eisenstadt is a Sales Consultant, Trainer, Speaker, Mentor and Author. Harvey possesses more than 55 years of successful sales and sales management experience and is a nationally recognized authority on relationship building. Harvey can be reached at 818-701-7799 or harvey@hjesales.com

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LEGISLATIVE WATCH

PAC ALERT

\$30,000 GOAL FOR 2018

By Don Gilbert, Mike Robson, and Trent Smith

The Political Action Committee (PAC) is an important part of the CAA governmental relations program. In past years, CAA has raised more than \$30,000 in its PAC to contribute to business-minded legislators. We want to establish this funding level as a goal for 2018 and encourage CAA members to contribute what they can to reach this goal.

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

CAA PAC FUND CONTRIBUTIONS

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

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ASSOCIATES NEWS

NATIONAL MONITORING CENTER, NMC, a leader in the alarm monitoring industry, today announced the appointment of industry veteran Kurtis Erdman as South Eastern Regional Sales Manager. The appointment fortifies and expands the company's reach, providing a greater platform to meet increasing industry demand for service. Erdman spent a decade at Sentrynet earning the title of National Sales Director. "Kurtis is an outstanding leader with a proven track record of building customer partnerships, developing high performing sales teams and creating a winning culture," said Sharon Elder, Vice President of Sales. "His knowledge, strong analytical skill set, and natural ability to create lasting and positive relationships within the industry, make him a great fit for this role." More information can be found on the NMC website nmccentral.com or by calling 800-662-1711.



Due to increased demand for its mechanical hardware and electronic access control security product solutions, **SDC** is pleased to announce the addition of two new manufacturer's reps. Southwest Architectural Sales of Dallas, TX is partnering with SDC to service and support door hardware customers throughout Arkansas, Oklahoma and Texas (excluding El Paso). Monfort Electronics Marketing of Indianapolis, IN is offering SDC product solutions to Alarm/Security clients in Indiana, Kentucky, Michigan, Northern Ohio, Western Pennsylvania and West Virginia. "We're excited to add these two superior rep companies to our SDC family," explained Shane Geringer, SDC's Vice President of Marketing, Sales, and Strategic Development. "In particular, their approach to friendly customer service and technical support mirrors our own mantra of being innovative business partners with our customers, not just order takers."



JOHNSON CONTROLS announced that the award-winning DSC iotega now leverages the interactive and home automation features from Alarm.com, further reinforcing that iotega as the leading versatile wireless security and automation solution available on the market today. iotega's cyber secure platform with PowerG 2-way wireless encrypted sensors, combined with Alarm.com, enables users to seamlessly arm and disarm their system in addition to controlling other home automation functions such as lighting, thermostats, door locks, voice controlled devices, doorbell cameras and more. With support for Z-Wave Plus features, in addition to Wi-Fi for cameras and touchscreens, iotega offers consumers freedom of choice with a myriad of home control devices. Steve Shapiro, Johnson Control's general manager of Residential, Commercial and Connected Home Products said, "We are excited about extending iotega into the Alarm.com platform and leveraging their security and home automation technology." For more information, visit www.dsc.com

QOLSYS announced support for the line of PowerG sensors to its flagship product, the IQ Panel 2. The All-In-One 7" Touchscreen already includes best in class hardware and software integration with a built in 5MP camera, LTE, Wi-Fi AC, Bluetooth Touchless Disarming, Live View, and more. The updated IQ Panel 2 will also support multiple legacy technologies including 345 MHz, typically used by Honeywell™ and 2Gig™, and 433 MHz used in DSC™ wireless systems, in addition to the Qolsys S-Line encrypted 319.5 MHz line. "We're taking range off the table" said Qolsys SVP Sales and Marketing Mike Hackett, "Never needing a repeater, never going back to fix a non-reporting sensor, is powerful. Now add proprietary takeover proof military grade 2-way encryption and it changes the way dealers approach every install and measure their business." PowerG technology uses powerful transmitters to deliver signals from sensor to panel over long distances, more than tripling the range of legacy signaling technology. For more information visit www.qolsys.com.

JOHNSON CONTROLS announced that its VideoEdge NVR platform from American Dynamics is the world's first product to be granted the UL 2900-2-3 certification for cybersecurity readiness under a new UL (Underwriters Laboratories) program that evaluates products and manufacturer processes for cybersecurity. VideoEdge attained the highest level of certification, Level 3, in the UL Cybersecurity Assurance Program (UL CAP) program, which was designed to address cybersecurity readiness criteria specifically for the physical security industry. VideoEdge was developed as part of the Tyco Cyber Protection Product Security Program within Johnson Controls, which combines secure product development, testing and evaluation, and configuration guidelines for compliance and conducts ongoing threat and vulnerability monitoring and assessment to advise customers on how they may reduce their cybersecurity exposure.

DMP announced its integration with Digital Watchdog, the industry leader in digital recorders, surveillance cameras, and related management software. This partnership gives DMP a high-performance surveillance solution with crystal-clear 2.1 megapixel 1080 resolution images at 10fps. "We are very pleased to develop this partnership," said Brad Tucker, DMP's director of Product Management & Support. "Digital Watchdog is a respected leader in the surveillance industry with video technology that is very popular among many dealers." Built on the high-quality imaging, resolution and video processing functions found in Digital Watchdog's professional grade MEGApix camera line, its DMP series provides clients significant enhancements in video verification. High-definition video is sent with every alarm notification to a central monitoring station. As a result, operators can view the footage right away and determine whether the alarm is valid and worthy of dispatch. For further information call If you have any questions contact DMP Inside Sales at 877-757-4367.

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Associates News, continued on page 10



John Campau, Selling the Connected Lifestyle

JohnCampau@Comtronics.com

As owner of 23 Verizon Wireless retail stores in Michigan, John Campau, President and CEO of Comtronics, knows what consumers want ... a Connected Lifestyle. Now, they can control security, lights, cameras, locks, thermostats and more right from the palm of their hand.

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DMP has released an assortment of new readers and cards to support greater security. For its increased security features, DMP chooses to offer card technology that uses Mifare DESFire EV1 features. Namely, explains Adam Kinder, DMP Access Control product manager, “These devices communicate at 13.56 MHz, not 125 kHz, which reduces the ability to copy a credential. Also, the data on the card is secured across multiple sectors that must authenticate with the correct encryption keys before any data is exchanged.” For information, visit www.dmp.com.

DMP is pleased to offer Virtual Keypad Access, the natural progression of the DMP Virtual Keypad app that manages intrusion systems. “Virtual Keypad Access is maintained via the Cloud, which gives consumers the flexibility to remotely manage their own systems, or it can be managed for them by their dealers,” explains DMP’s Marketing Executive Director Mark Hillenburg. “And because it’s maintained via the Cloud, both you and your customer benefit from not having to worry about maintenance costs, down time or applying software updates.” Users now have the flexibility to manage access control wherever they are. You also can create customized offerings that include user management, video integration, schedules, and reporting capabilities. For more information visit www.dmp.com.

JOHNSON CONTROLS introduced C•CURE 9000 v2.70 from Software House, one of the industry’s most powerful security management systems providing 24x7 mission critical security and safety protection for people, buildings and assets. This new version provides up-to-date capabilities and technologies that enable security departments to meet the changing requirements of corporate facility protection. C•CURE 9000 v2.70 provides security staff with a consistent, standardized approach to meet critical access control and visitor management needs for enterprises adopting agile workplace strategies. “By leveraging C•CURE 9000’s powerful security platform, with version 2.70, users can adopt a more service-oriented model that provides both a more secure and a more agile workplace,” said Jeffrey Barkley, senior product manager, Security Products, Building Technologies and Solutions for Johnson Controls. “C•CURE 9000 allows security operators to use centralized policies and provide a standard methodology for authorization that doesn’t compromise security while decentralizing the ownership and control of different facility spaces and visitor access. This provides a quick responsive solution for enterprise organizations.” For more information on the latest version of C•CURE 9000, please visit www.swhouse.com.

DMP announced its integration with the OpenEye Web Services platform, a leading provider of Cloud-managed video surveillance solutions. This integration will enable users to receive a video push alert from OpenEye Web Services whenever a DMP XR Series™ control panel event occurs. OpenEye Web Service users may also easily retrieve video from associated cameras by searching for DMP control panel events in the Apex thin client or Command Station desktop software. Communication between the DMP control panel and the OpenEye Web Services platform is network based, and no additional physical wiring is required. “This integration enables our installing channel partners to deliver greater value to clients by tying control panel events like intrusion alarms to the associated video clip,” says OpenEye CEO Rick Sheppard. “The event data produced by door sensors, glass break protectors, motion sensors, and smoke alarms is more actionable from a life safety and business intelligence perspective when delivered with the associated video.” If you have any questions contact DMP Inside Sales at 877-757-4367.

FIRE-LITE ALARMS announced the availability of a next generation line of addressable fire alarm control panels (FACPs) designed to give fire safety professionals more options for designing small to medium-sized fire systems. The Fire-Lite Endurance Series offers two new addressable FACPs – the ES-50X and ES-200X – that provide support for 50 (ES-50X) or 198 (ES-200X) addressable devices and feature built-in dual path communications, programmable buttons and support for combined fire and CO addressable detection. The new Endurance Series panels offer more connectivity options while decreasing costs with built-in IP and POTS dual path communications (eliminating the need to purchase hardware separately) as well as the ability to add cellular communications for additional backup and reliability. Both panels also include four programmable buttons to perform routine tasks quickly and feature a USB port for easy programming and firmware updates. Additionally, the Endurance Series offers simplified SWIFT® wireless operations featuring a built-in wireless display driver and annunciator saving fire alarm installers time and money on wireless projects. Contact your preferred Honeywell authorized security equipment distributor for ordering and pricing information or visit www.firelite.com.

ONVIF announced the ONVIF Open Source Spotlight Challenge, a technology competition to develop open source applications for innovative IP video streaming applications to help resolve global security issues. The two-month online challenge, offered in conjunction with BeMyApp, offers lucrative cash prizes for developers who use the protocol provided by ONVIF to create open source mobile or desktop applications for advanced video streaming that provides easy and secure authentication from all platforms. Developers will connect to online prototype cameras with Profile T functionality from Axis Communications, Bosch Security and Safety Systems, Dahua Technology, Hikvision and Uniview for the challenge. Further information about ONVIF conformant products, including the vendors and the conformant models, is available at www.onvif.org.

JOHNSON CONTROLS introduced the latest version of exacqVision video management system (9.2) adding innovative features that enable users to individually configure and customize their system while providing strong security to help protect against cyber-attacks. With a simple click and drag of a mouse, exacqVision 9.2 allows users to create a customized video wall layout with custom icons to deliver more meaningful information, facilitating faster and intuitive responses. VideoPush lets operators quickly send, or push, video search results to another user’s screen or spot monitor to aid in investigations for powerful user collaboration. For uninterrupted situational awareness, users can now receive email notifications if a camera has stopped recording for a certain amount of time to ensure all video is recorded. For more information, visit www.exacq.com.

DICE CORPORATION has released Matrix SMS Check-In, a new mass notification system that allows organizations to send text messages to specified groups and maintain important communication in real time. The process is simple; the originator can send messages internally or to customers and other outside sources by placing contacts into a group. Once the message has been sent, the recipient can reply to the message and engage in a private conversation with the originator. Correspondence history is saved for up to seven days in the recent responses grid where the conversation can resume at a later time. “The Matrix SMS Check-In mass notification product is changing the way our customers are communicating with their staff and customers,” says DICE Corporation president and

Associates News, continued on page 11

ASSOCIATES NEWS, continued

CEO Cliff Dice. "We're very pleased with the feedback we've received so far and the way this product is reducing the communications problems that are so common when communicating with large groups of people." For more information, contact a DICE representative at 800-786-3423 or visit dicecorp.com to request a demo.

QOLSYS announced that Vector Security approved the IQ Panel 2 and the Qolsys' product line, including the IQ Remote and encrypted S-Line intrusion sensors, for their Authorized Dealer Program. Vector Security provides intelligent security and home automation solutions to more than 300,000 homes and businesses in North America. "We are proud to be approved by one of the industry's most respected dealer programs," says Mike Hackett, Qolsys SVP of Sales and Marketing. "We will be partnering with Vector Security authorized dealers to deliver the best-in-class security and connected home solution for Residential, Builder and Small Business customers." Visit www.qolsys.com to learn more about the product.

You can streamline your installation for any job up to 96 doors with **DMP's** 734 Wiegand Modules, the Altronix power supply, and power controller — all in one secure enclosure. "We are honored to be among the preferred access control suppliers for the Altronix Trove," says DMP's Director of Product Management & Support Brad Tucker. "We try to do what our customers ask of us." Depending on your requirements, the Altronix enclosures for DMP modules are available in two sizes: the Trove2, designed for larger applications, or the Trove1, a more compact version for smaller applications. Each of these have customized backplanes to accommodate DMP's 734 Wiegand Interface Module or 734N Network Wiegand Interface Module, giving you the powerful built-in access control capability of DMP panels. For more information on Altronix's extensive line of products, please visit www.altronix.com.

Leaders Must Build Trust During Change

The Monitoring Association announced the keynote speaker for its 2018 Annual Meeting October 13-17 in Palm Beach, FL. David Horsager, CEO and best-selling author of "The Trust Edge," will present Build Trust or Die Amidst Change: How to Build Trust, Lead Others & Grow Revenue through Times of Transition.

"Change is constant—and the speed of business is faster than ever before," says Horsager. "How do you build trust and

keep things running smoothly during major business transitions or uncertain political climates?



In this session, I'll show leaders how times of change are the greatest opportunity to build trust and achieve business results in the face of uncertainty."

Additional education sessions will focus on helping leaders address critical issues and challenges facing the monitoring industry, such as the millennial workforce, executive management, technology trends, and telecomm issues. For more information, visit www.tma.us/2018am.



CAA Palm Springs Convention

May 16-19, 2018 - Hilton Palm Springs

Make Plans to Attend!

CAA National Invitational Golf Tournament

May 17, 2018 - Escena Golf Club - Palm Springs

We have invited golfers from state associations from all parts of the country to enter the golf tournament.

It is the CAA 2nd Annual National Invitational Golf Tournament.

For registration information please call 800-437-7658.



THE MIRROR



PAGE 11



MAY 2018

NMC Merges with Three Major Monitoring Companies

National Monitoring Center (NMC), with monitoring centers in Lake Forest, CA and Irving, TX, announced the launch of a new global monitoring company following the merging of four market leading monitoring companies with the backing of global private equity firm The Riverside Company.

The newly formed company, Netwatch Group, includes leading monitoring companies NMC (United States), Netwatch (Ireland), CalAtlantic (United States) and Onwatch Multifire (United Kingdom) and will focus on leading the consolidation of the proactive visual monitoring industry starting with the combination of Netwatch, Onwatch Multifire and CalAtlantic and bringing the innovations and reliability of the visual prevention capabilities perfected by Netwatch over the last 15 years to thousands of the NMC end-users through their valued dealer partners in the United States under the NMC brand.

Woodie Andrawos will continue to lead the NMC management team as Managing Director and President. Andrawos and the NMC management team will be focused on continuing to deliver the high quality alarm monitoring services that the NMC dealers and their subscribers are accustomed to, in addition to the new remote proactive visual monitoring capabilities.

Michael Schubert, CEO and Co-founder of NMC will be retiring from the business after 38 years in the security industry. "Today, I'm retiring from the security industry after 38 years doing what I always loved and making so many good friends over these years," said Schubert. "I know and am confident this deal will be excellent for our employees, dealers, their subscribers, and the industry in general with tremendous benefits for all. I look forward to seeing the company take things to the next level in monitoring for our dealers and their subscribers, with the same standard of excellence and passion that we have had over all these years, while creating a new global monitoring player in the security industry, Netwatch Group."

The merger of the four companies was led by Industry visionary, Samir Samhouri, former Chairman and CEO of Xtralis, a major leader in the early detection safety and security technologies. Xtralis was sold to a

Fortune 100 company in 2016. Samhouri has been appointed Chairman of Netwatch Group and will be one of the company's investors.

David Walsh, CEO, will lead Netwatch Group as it pursues an ambitious growth strategy. Walsh, who co-founded Netwatch, revolutionized the security market by introducing proactive visual monitoring and innovations such as managed services. The company invests heavily in R&D and developed proprietary technology to deliver its industry leading services.

Netwatch Group will be headquartered in Carlow, Ireland. Its North American headquarters will be located in Lake Forest, CA with satellite offices in Boston, New Jersey, Dallas, Houston, and Chicago. The company's UK headquarters will be in East Sussex, United Kingdom. The company will immediately have a network of six advanced Global Monitoring Centers, connected by the Netwatch proprietary CRATOS technology platform.

"Today we are creating a global leader in proactive monitoring services. There is increased demand for visual monitoring from enterprise customers, driven by the continuing evolution of technology and advances such as AI, Deep Learning, 5G and IoT (Internet of Things)," said David Walsh CEO. "The combined strengths of NMC, CalAtlantic, Onwatch Multifire and Netwatch – all leaders in their respective geographies, means that we can immediately deliver industry leading proprietary technologies in proactive visual monitoring to hundreds of thousands of clients who rely on us to protect lives, assets and business operations."

Walsh adds, "I am very pleased to have the benefit of Samir Samhouri's experience and counsel and to be working with an unrivalled team of industry professionals including Woodie Andrawos as we bring the benefits of Netwatch Group to more organizations across the globe."

Woodie Andrawos Managing Director and President of NMC states, "I am excited to have NMC take the leading role of bringing the benefits of remote proactive video monitoring services to our valued dealers and their subscribers. Through the advanced visual technology and the CRATOS central station receiving software, proprietary to Netwatch developed over a 15 year period, NMC will be in a unique position to empower our dealers to move in the arena of remote early detection and crime prevention visual monitoring with the high RMR benefits in addition to all the intrusion and fire monitoring services that has made NMC's name synonymous

with quality and excellence over the past 17 years. We recognize that video monitoring is not just a trend but is the future and where our dealers will see growth. We've taken the initiative to empower our dealers in that direction. We are also pleased to be partnering with such leading quality companies and industry leaders and visionaries including Samir Samhouri and David Walsh."

To learn more about Netwatch Group please visit www.netwatchgroup.com



David Walsh, Woodie Andrawos and Samir Samhouri.



Amherst Alarm Steps Up to Help SIAC Fight Harmful Ordinances

Industry leader Timothy M. Creenan, CEO of Amherst Alarm, Inc., is calling for others in the alarm industry to join the fight against harmful ordinances that threaten the industry's ability to protect lives and property, such as the ordinance put in place by Sandy Springs, Georgia.

Creenan says that his company will donate 10 cents for each of its customers to the Security Industry Alarm Coalition (SIAC), resulting in a substantial donation. The donation will be divided between the fund established to fight the Sandy Springs, GA ordinance and funding for SIAC's ongoing nationwide activities to promote a "Model Alarm Ordinance" that has dramatically decreased false alarms in communities nationwide.

"There is no question that cities such as Sandy Springs negatively impact our business and our customers with ordinances based on misinformation or animosity toward our industry," said Creenan. "A small investment now will pay tremendous dividends if ordinances that fine alarm companies, impose outrageous fees for registration and false alarms, and generally discourage or punish people from protecting their lives and property go unchallenged."

SIAC is providing the background information for and organizing the legal challenge to the Sandy Springs ordinance in U.S. District Court. In addition, SIAC's professional staff meets with public safety leaders throughout the United States and interfaces with leading public safety organizations to promote proven solutions that include the Model Alarm Ordinance, created with input from law enforcement.

"Let's not kid ourselves," said Stan Martin, SIAC executive director, "there are individuals in the country who spend a considerable amount of their time trying to undermine our industry's credibility and promote ordinances that either fine alarm companies or severely limit police response to alarms. Their misinformation campaigns can take root when there is no alternative voice to provide expertise on the issue."

"Without a proactive program to engage the nation's 18,000 public safety agencies these efforts will gain momentum, harm our relationship with customers and place excessive administrative and financial burdens on our businesses," Martin continued.

Creenan serves on the SIAC board as a representative of the Electronic Security Association (ESA) and urges other companies to make the same donation of 10 cents per customer. "I can't think of any investment with a higher potential ROI than funding SIAC's well-established track record for promoting the Model Alarm Ordinance and fighting back when our industry and those we serve are attacked. It is clearly a case of pay now or pay much more later."

For more information on how to support SIAC, visit www.SIACinc.org.

Sandy Springs Revokes Response to 39 Alarm Companies

Alarm Companies Fined \$428,000 in Just Six Months

The small community of Sandy Springs, GA has declared war on the alarm industry and the customers it serves. When the industry challenged a new city ordinance that fined alarm companies instead of customers for false alarms, the city quickly suspended response to 39 companies it claimed had outstanding bills.

"This is a classic situation in which the industry, with the Security Industry Alarm Coalition (SIAC) working alongside local alarm associations, has to challenge an ordinance that is completely out-of-line with the best practices we have promoted for decades," said Stan Martin, Executive Director of SIAC. "The ordinance is based on misinformation about the role alarm systems play in protecting life and property and the best way to deal with the false alarm issue. Failure of the industry to organize and fight this unconstitutional ordinance is a major threat to our industry."

The Georgia Electronic Life Safety & Systems Association (GELSSA) and two alarm companies, A-Com and Safecom, with the assistance of the Security Industry Alarm Coalition, challenged the ordinance in U.S. District Court. Shortly after, Sandy Springs suspended response for 39 alarm companies that had not paid fines levied under the ordinance.

"If the industry allows this type of ordinance to become the norm, it will be faced with huge administrative and legal costs, disputes with customers and a process that does not align with best practices for reducing alarm dispatches," said Dan Gordon, GELSSA President. "Passing customer fines to alarm companies cannot be an option on the table when discussing alarm management."

The lawsuit notes that alarm companies do not have any sort of "master-servant" or "principal-agent" relationship with alarm users and are not in a position to supervise, direct or control the actions of their customers.

Despite these facts, the ordinance imposes extreme fines on alarm companies. Under the ordinance, the first false alarm is fined at \$25; second and third false alarms are \$250; fourth or additional false alarms in any 24-month period are \$500.

"SIAC is taking the lead in helping the state alarm association and local companies fight this ordinance," said Martin. "The city's own documents indicate that the decision to fine alarm companies is purely political."

A city presentation states the purely political premise behind the unusual ordinance: "It {the alarm industry} is the ONLY for-profit private sector industry which bases its business model on response by taxpayer-supported services (police & fire response.)"

Sandy Springs has never explained why it does not utilize the widely adopted and proven model alarm ordinance, which has a well-documented record of success, or provided any evidence as to why they believe their ordinance will be more effective.

For more information on how to support SIAC, visit www.SIACinc.org.



Where in the World Is THE MIRROR?

Are you travelling with THE MIRROR? Paris? London? Chicago?

Take a photo and email it to info@caaonline.org with description and identification.



*Troy Iverson
and Matt
Brandon of
Avantguard with
THE MIRROR
at the AIREF
Golf Tourna-
ment in Las
Vegas.*



*Lilianne Chaumont
of Chaumont Law
with Ray Cloutier
of Southwest
Alarms with THE
MIRROR on the
show floor of ISC
West.*



*Chief Taylor, Troy
Tanner of Mesquite
PD with Steve Keefer
of SIAC with THE
MIRROR.*



*Matt Hoffman, Joe Castro and Dave
Hoffman of Hoffman Electronics with
THE MIRROR in CVS prior to the ISC
West Show in Las Vegas.*



*Howard & Zach Wulforst at ISC-West
with THE MIRROR.*

*Keith Baird of
Honeywell, Joe Nuccio
of ADT, Mike Matson
Jr & Mike Matson Sr
of Matson Alarm, Bob
Riccuci of Advanced
Security Technologies
at the AIREF Golf
Tournament with THE
MIRROR.*





John Campau of Comtronics, Robert Hessel of Source 1 Solutions and Jacob Whalen of Comtronics with THE MIRROR.



ESA Executive Director Merlin Guilbeau, Michael Harrison of Hillcrest Davidson & Associates and David Koenig of Capital Fire & Security, Inc. at the AIREF Golf Tournament.



Dave Morgan of Security Dealer Marketing, Howard Wulforst of ADT and George De Marco of ESX with THE MIRROR at the CAA Pavilion in Las Vegas.



Colleen Gray of ADI, Clint Choate of Optex, Scott Simmons of Anixter and Adam McGuern of Optex with THE MIRROR at the SIA/ISC Loves Security Event kicking off ISC West.



Woodie Andrawos of National Monitoring Center, Mark Sepulveda of USA Alarm Systems, Frank Farag of National Monitoring Center and CAA Executive Director Jerry Lenander with THE MIRROR.



NSA Sergeant-At-Arms Alan Reza of ADT, NSA Treasurer John Perdichizzi of ASAP Security and Jessica Perdichizzi of ASAP Security with THE MIRROR.

Where in the World Is THE MIRROR?



Tom Few of Vivint, Jeffrey Few of Legacy Security Services and George Gunning of USA Alarm Systems with THE MIRROR at the CAA Pavilion.



George Gunning of USA Alarm Systems and Will Wise of ISC Expo with THE MIRROR in front of the CAA Pavilion in the Lobby at ISC West.

Bill and Jeanette Cereske brought THE MIRROR to France.



Greg Lindsey, Bill Kensler and Judy Jones of NAPCO welcomes Jeanne and Bob Michel of Valley Alarm to the NAPCO booth with THE MIRROR.



Bob Michel of Valley Alarm, Jonathan Fine of Sting Surveillance and Will Wise of ISC Expo with THE MIRROR at the Rockhouse in Las Vegas.

NSA & CBFAA Executive Director Jeanne Palmer in Ennis, TX on the "Official Bluebonnet Trail of Texas" with the Mirror.





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MID CAL ALARM ASSOCIATION

Mike Tarin, President



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Vacant, President

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



ORANGE COUNTY ALARM ASSOCIATION

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

Jason Keyz, President

CITY OF IRVINE PERMITS

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

For information contact:

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

For more information about OCAA activities, contact the OCAA office at 800-339-1420 or email 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.



GREATER VALLEY ALARM ASSOCIATION

Joe Castro, President

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

SAN DIEGO SECURITY ASSOCIATION

SAN DIEGO SECURITY ASSOCIATION

Chris Kwast, President

City of San Diego Permit Process

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

Visit our website: www.sandiegosecurityassociation.org



Ben Martinez, President

SVAA MEETINGS

Come and join us! All meetings are held at Three Flames Restaurant – San Jose, 1547 Meridian Avenue, San Jose, CA 95125. Please RSVP to info@caaonline.org or call the CAA office at 800-437-7658.

SVAA Information

If you are not on our e-mail list, please contact Ben Martinez at (510) 750-0252 or bmartinez@gcsmonitoring.com. It is so important to get involved with your local associations more than ever and to keep up to date on all the new information.



The recent SVAA meeting was well-attended with record numbers.

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EAST BAY ALARM ASSOCIATION

Mike Salk, President

Our General Meetings are held at Trader Vic's in Emeryville. The meetings start at 11:30 a.m. RSVP to 800-437-7658, Ext. 3 or info@caonline.org.

Richmond Ordinance

If you currently have active burglar and/or holdup alarm customers in the City of Richmond, CA your assistance is required. The City of Richmond California passed an Alarm Ordinance in April 2015. The ordinance is based on the short model ordinance including Best Practices, developed by SIAC and the alarm industry. The East Bay Alarm Association has been working on this for some time and recently met with Police Chief Allwyn Brown, the Mayor, the city attorney, and others in the Police Department. The city has also hired Cry Wolf to administer Richmond's alarm program.

Alarm users are required to have an alarm permit, and failure to obtain one will result in a \$250 fine to BOTH THE ALARM/MONITORING COMPANY AND ALARM USER. Permits can be obtained now by the alarm user or alarm company online here: www.crywolfservices.com/richmondca/. Click on "new Users" for the permit application. The permit fee is \$30 for a two-year alarm permit. Renewals will be the same fee and term.

There is a fee exception for alarm users/subscribers that are sixty-seven (67) years of age and older who qualify as "low income," as defined by the Department of Health and Human Services. They may request a waiver of permit fees provided they are the homeowner, or the primary lessee of a rental unit. It is the responsibility of the person seeking the waiver to meet and show proof of qualifications. This waiver applies to the permit fee only, and not any false alarm fees that may occur.

A list of your newly installed, and newly cancelled alarm customers must be submitted on a monthly basis to richmondca@publicsafetycorp.com.

Your assistance is needed with a onetime project to permit all of your current, active alarm users and to insure they are in the Richmond database. Please submit your current, active City of Richmond customer list on the Cry Wolf spreadsheet to: richmondca@publicsafetycorp.com.

The alarm and monitoring companies are required to hold a Richmond business license. If you need to obtain one see this web page: <http://www.ci.richmond.ca.us/66/Business-Licenses>

The alarm companies shall assist in obtaining the initial alarm registration and registration fee from the alarm user PRIOR to activation.

The false alarm schedule is:

1. First and Second false alarm- No fine;
2. Third false alarm- \$100;
3. Fourth false alarm - \$150;
4. Fifth and sixth false alarm - \$250.

* Any permit user who has seven (7) or more false alarms in a calendar year shall be placed on a "No Response" status.

* In determining the number of false alarms, multiple alarms occurring in an unbroken twenty-four (24) hour period shall be counted as one (1) false alarm, to allow the alarm user time to take corrective action.



INLAND EMPIRE ALARM ASSOCIATION

Jon McNamara, President

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

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

IEAA Membership

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



IEAA Jacques Sopkin celebrated his 90th birthday party recently. Jacques started Mijac in 1971 so it was a great celebration for all of us.



REDWOOD ALARM ASSOCIATION

Sean Cooke, President

The Redwood Alarm Association hosts its spring meeting on Wednesday, May 30, 2018.

The meeting takes place at Chevy's Mexican Restaurant in Santa Rosa, Calif. Special guest speaker to be announced. Please RSVP to jarad@advancedsecurity.us or by dialing 707-443-6366. If you have any questions or want to participate in the Redwood Alarm Association, please contact Sean Cooke at scooke@allgaurdsystems.com or 800-255-4273.

The Redwood Alarm Association 2018 meetings will be held at Chevy's Mexican Restaurant in Santa Rosa, CA.

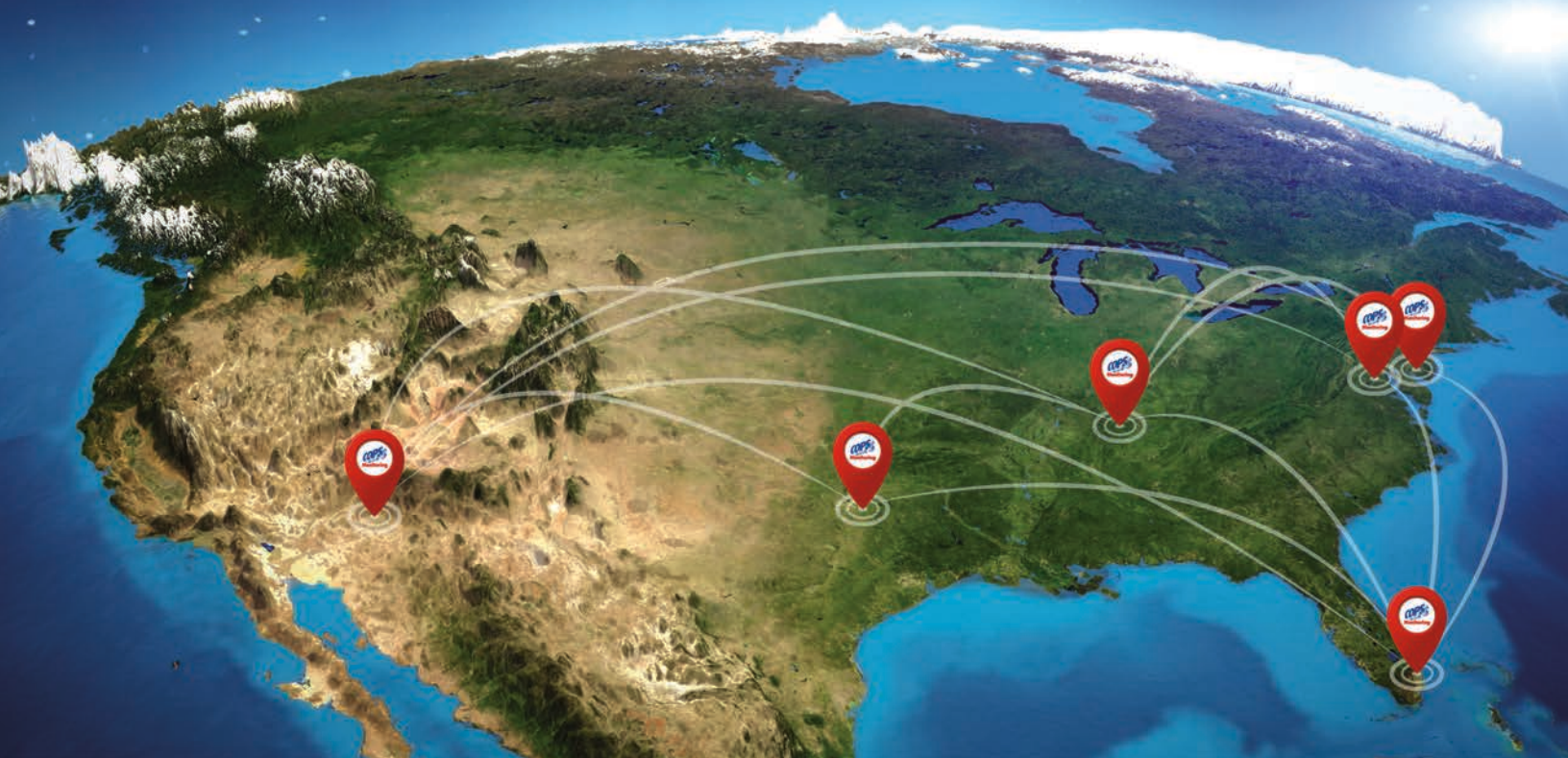
MEETINGS

♦ Wednesday, May 30

♦ Wednesday, August 18

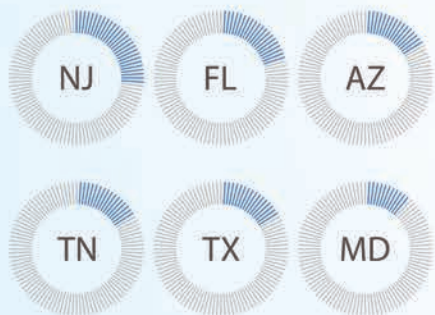
If you have any questions or want to participate in the Redwood Alarm Association, please contact Sean Cooke at scooke@allguard-systems.com or 800-255-4273.

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www.sacalarm.org

Mark Simpson, President

GLASAA

Greater Los Angeles Security Alarm Association

David Michel, President

GLASAA is off and running in 2018.

A new board was elected at our March meeting. I am very thankful to be working with Bill Collins, Mark Sepulveda, Paul Eisenstadt, Tom Rankin, Angela Veitenhans, and Brett Henderson. The board is working hard, enthusiasm is high and great things and good times are expected.

- **Our next meeting is the annual scholarship meeting on June 18. GLASAA will be awarding a total of \$6,500 to two local scholarship winners. Mark your calendars for this great event!**
- **Our annual GLASAA GOLF Classic will be held on October 18. Mark your calendars!**

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

GLASAA Meetings and Events

- ♦ June 18..... GLASAA General Meeting
- ♦ October 18..... GLASAA Golf Tournament

Please visit our website at www.glasaa.org.

Please feel free to email me at dmichel@valleyalarm.com



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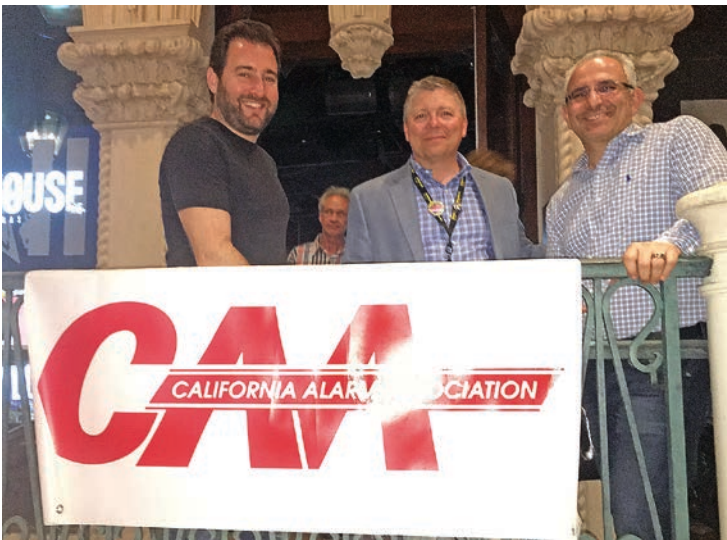
Activities at ISC West



Joe Nuccio of ADT and Les Golf of MS&K at ISC West in Las Vegas.



JP Casas, Reyes De La Rosa, Steve Finney, and Ron Galippo of Smart Tech Protect with CAA President Chuck Petrusha of Advanced Security at ISC West 2018.



Jonathan Fine of Sting Surveillance, Scott Wulforst of Stanley Convergent Security Solutions, Inc. and Jon Perry of Sting Alarm at the Rockhouse in Las Vegas.



George Gunning of USA Alarm Systems, Kristy Johnson of Rapid Response and Mark Sepulveda of USA Alarm Systems at the Leadership Breakfast at ISC West.



CAA George A Weinstock award past recipients welcome 2018 Recipient Mark Sepulveda to the group at the CAA Leadership Breakfast at ISC West.

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Patti Chrzan

Senior Director, Strategic Programs, Digital Crimes Unit, Microsoft



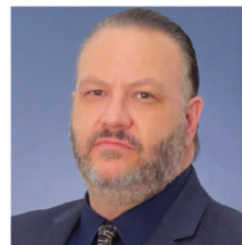
Bob Troyer

U.S. Attorney
United States Attorney's Office, District of Colorado



Pamela Passman

President and CEO,
Center for Responsible Enterprise and Trade (CREATE)



Randall Friezsche

Chief Information Security Officer,
Denver Health

This inaugural two-day event connects IT and physical security leaders to examine and share information on:



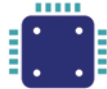
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Activities at ISC West

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Howard Wulforst of ADT, Scott
Wulforst of Stanley Convergent
Security Solutions, Inc., CAA
Executive Director Jerry
Lenander, Director of Resort
Services at the Cosmopolitan
Melanie Wulforst and Leif
Wulforst of A-I Security Systems
at the Rockhouse Las Vegas.



Kirk McDowell, SNAP AV CEO John Heyman, Greg Simmons of Eagle Sentry at the Rockhouse Venetian.



Michael J. Keegan of Security America Risk Retention Group, Michael Harrison of Hillcrest Davidson & Associates, Keith Baird of Honeywell and Tom Camarda of USA Central Station at the AIREF Golf Tournament.





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SOUTHERN US
Greg Peninger
(512) 653-5480
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WESTERN US
Rich Cowan
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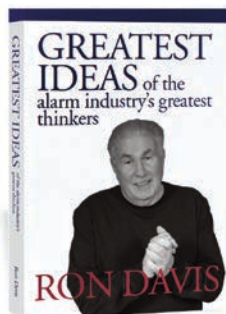
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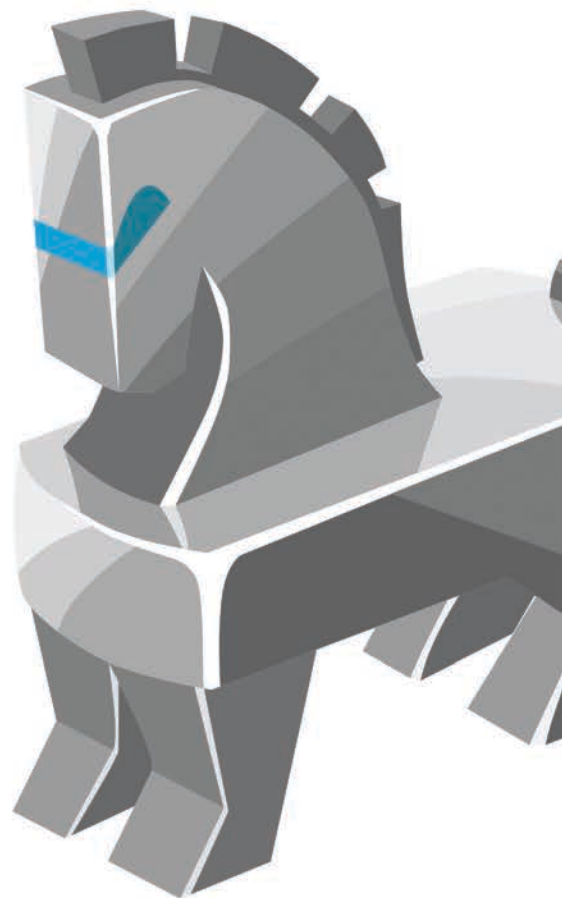
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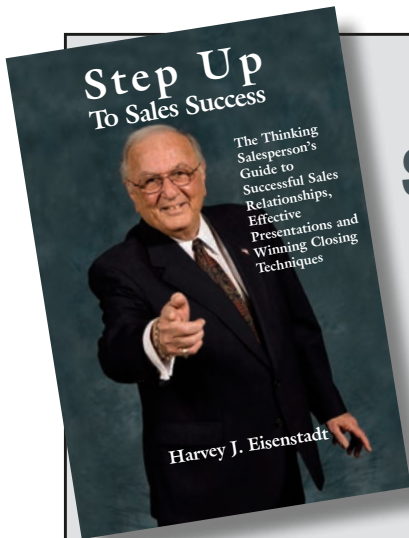


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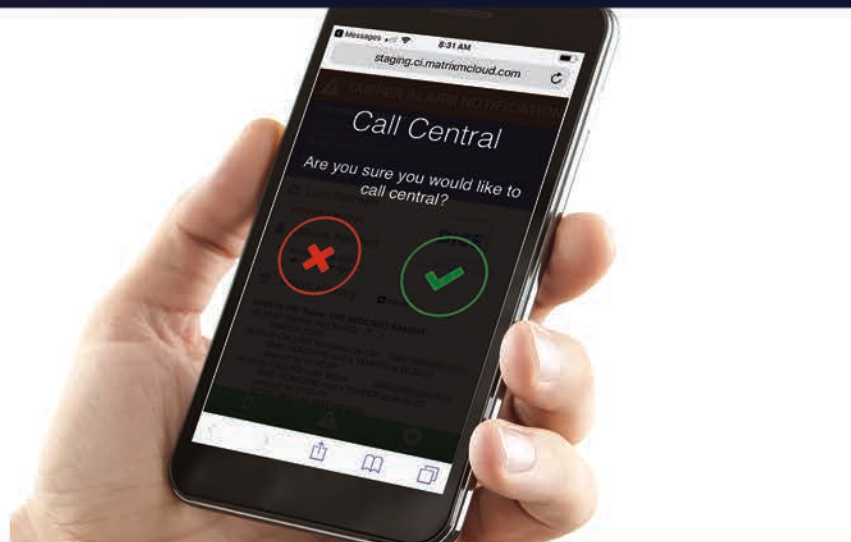
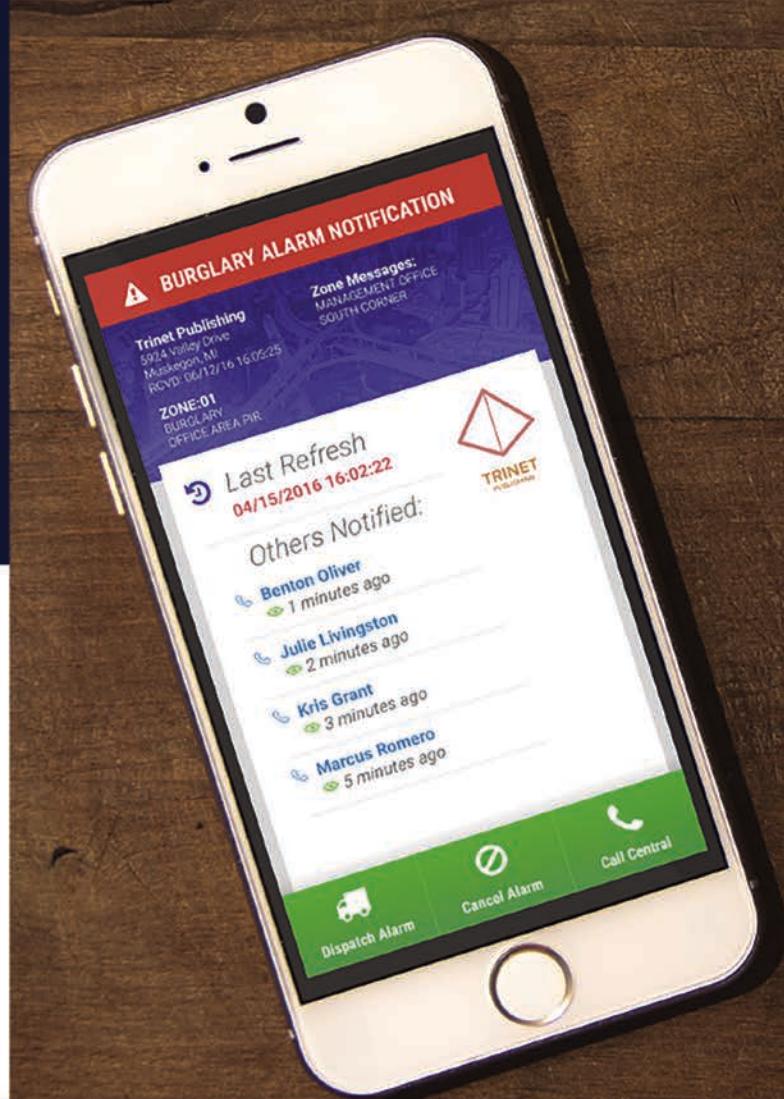
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2018 NSA Calendar

May 2	ESA/NSA District Day	Nevada
May 9	NSA Board of Directors Meeting	Las Vegas
June 13	.....	NSA Board of Directors Meeting	.....	Las Vegas
July 11	.....	NSA Board of Directors Meeting	.....	Las Vegas
July 11	.....	NSA Membership Meeting	.....	Las Vegas
		"What Keeps You Up at Night?" roundtable discussion, mediated by Ron Davis, Las Vegas		
August 8	.....	NSA Board of Directors Meeting	.....	Las Vegas
September 12	.....	NSA Board of Directors Meeting	.....	Las Vegas
September 12	.....	NSA Membership Meeting	.....	Las Vegas
October 10	.....	NSA Board of Directors Meeting	.....	Call-in
October 12	.....	NSA Youth Scholarship Fundraiser	.....	Las Vegas
November 14	.....	NSA Board of Directors Meeting	.....	Las Vegas
November 14	.....	NSA Membership Meeting	.....	Las Vegas
December 12	.....	NSA Board of Directors Meeting	.....	Las Vegas



NSA 2018 Youth Scholarship 2nd place winner Austin Cassell and NSA Board.



SIA, ISC and Sponsors of the ISC Love's Security Reception Presented \$20,000 to NSA, CAA, ESA of Utah, AZAA, ESA of Washington and SIAC. Jon Perry of Sting Alarm, Matt Kruger of Honeywell, Tatiana Abramek of NMC, Mark Sepulveda of USA Alarm Systems, Mary Beth Shaughnessy and Sherida Sessa of ISC, Kristy Johnson of Rapid Response, Scott Simmons of Anixter, Ken Gresty of GMS and CAA President Chuck Petrusha.



NSA 2018 Community Service Award to Paramedic Bob Byrd and AEMT Glen Simpson of Community Ambulance in Las Vegas for their courageous actions on October 1, 2017.



NSA 2nd place winner Austin Cassell with Dad Henderson PD Captain Marc Cassell, Mom Kelly, grandparents retired LVMPD Bill Cassell and Nancy, uncle Clark County Fire Department Chief Greg Cassell.

NSA Gives Back!

We awarded our 2018 Youth Scholarship Awards at our Public Safety Luncheon during ISC-West! Our first-place winner is Noah Meyer. Noah is the Valedictorian at the Silverado High School and is the son of North Las Vegas Firefighter Joseph Meyer. Our second-place winner is Austin Cassell. Austin will graduate from Coronado High School and is the son of Henderson Police Captain Marc Cassell. The NSA is proud to assist these bright motivated students with their continued education!

The packed room also witnessed the presentation of our NSA 2018 Community Service Award to two heroic members of Community Ambulance for their actions on the night of October 1, 2017, Paramedic Bob Byrd and AEMT Glen Simpson.

Thanks to all who attended our great events during ISC-West: ISC's Got Talent Welcome Reception, CAA Leadership Breakfast and the NSA Public Safety Luncheon. Special thanks to our sponsors:

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CBFAA Meetings

June 13	CBFAA Board of Directors Meeting	Denver, CO
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July 11	CBFAA Board of Directors Meeting	Denver, CO
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December 6	CBFAA Holiday Party	Denver, CO

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You don't want to miss our next General Meeting on a hot topic in our industry – Cyber Security.

DATE: June 13, 2018

TIME: 12:00noon

LOCATION: Hacienda Restaurant, 4100 E. Mexico Ave, Denver, CO 80222

GUEST SPEAKER: Chuck Davis, Cyber Security expert

RSVP: Jeanne@cbfaa.org or call 303-805-0885 by 6/11

We are excited to welcome Chuck Davis to our June meeting. A cybersecurity veteran, Chuck holds numerous security patents and certifications, has managed the global malware defense and vulnerability management programs for companies such as IBM and Hershey's, is a published author and is currently working as an adjunct professor of Computer Science at the University of Denver, teaching master's degree courses in Ethical Hacking and Computer Forensics.

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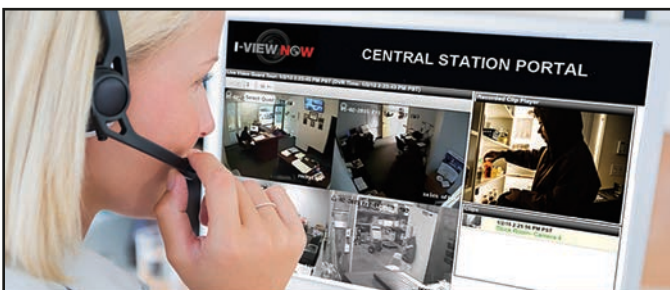
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Cyber: Secured Forum The Cyber Conference for the Physical Security Industry

Scheduled for June 4-6 in Denver, new conference seeks to connect systems integrators, IT professionals and manufacturers to address the cybersecurity of physical security systems.

Now that nearly all solutions are networked, the physical security industry faces a new challenge. Today our industry is wrestling with cybersecurity risks like hidden vulnerabilities, ransomware attacks, denial of service attacks, configuration errors and backdoors that can be exploited by hackers. Keeping security systems secure at a cyber level will not occur by luck or happenstance – it takes effort and investment in training.

To address this new playing field of cyber risks to physical security systems, Cyber:Secured Forum (June 4-6 in Denver, Colorado) was created. The event – organized jointly by the Security Industry Association (SIA), PSA Security Network, and ISC Security Events – was created specifically to provide cybersecurity education and information within the context of physical security applications and the ever-growing crossover with IT networks.

“The educational program at this event will be unlike anything else the industry has experienced so far regarding cybersecurity,” said Bill Bozeman, president and CEO of PSA. “We have tapped some of the nation’s top cybersecurity advisors, strategists, and technical experts to be part of Cyber:Secured Forum. They are poised to help physical security and IT professionals navigate the quickly changing cybersecurity environment and understand how best to work together in the face of new threats to evolve response tactics and build new business opportunities.”

Previous industry events focused on cyber have been about scare tactics – a review of all the breaches that have happened and how they occurred. This conference hinges on moving past that and taking the next step into action. Cybersecurity experts from IBM, Intel, Microsoft, Department of Homeland Security, NIST, the U.S. Attorney Office, the Wall Street Journal, Center for Responsible Enterprise and Trade and others will help attendees learn:

- What they can DO to become more cyber secure
- How to exceed customer expectations for cyber hygiene and build trusting relationships
- The critical relationships between manufacturers, integrators, IT professionals and end users in security critical applications and the role cyber plays in each
- How to turn cybersecurity liabilities into business opportunities

Cyber:Secured Forum is particularly recommended for all companies selling, integrating and installing security systems – and the educational program will be relevant for leadership as well as technical and operations staff members. A \$300 registration discount is offered for SIA members, PSA members and members of the ISC Executive’s Club. Learn more at www.cybersecuredforum.com.

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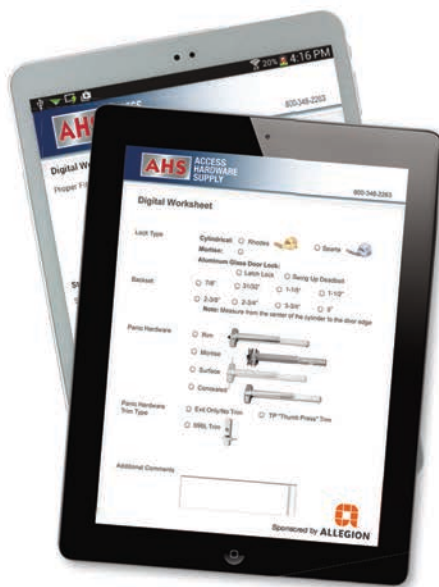
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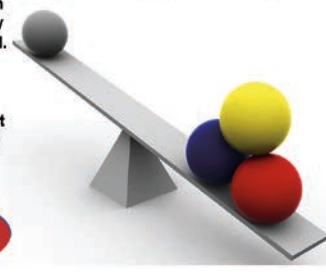
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Inside the IRS Withholding

By Mitch Reitman



You are a responsible business owner. You deduct FICA and withholding from your employees' paychecks and make your payroll tax deposits on time. You watch as your employees hurriedly fill out their tax returns and wait for their "bonuses" from the IRS. If you are lucky each will get a small gift from Uncle Sam. Most of us have had to deal with the employee who under withheld and somehow blamed their employer for having to pay.

The Federal Tax Refund system is supposed to be a "pay as you go" method of collecting taxes

from wages as they are earned. The IRS reported that, as of July 20, 2017, more than 106 million tax refunds had been sent out of the 142 million total individual tax returns processed, with an average refund well over \$2,700. Many people like to get tax refunds. It provides a cushion so that they do not risk underpaying by too much and face an underpayment of estimated tax penalty. Even though it represents an interest-free loan to the government for the year, some people think that the government might be able to better save money for them than they can, and like being forced to put money into a savings account during the year that pays no interest. You may want to encourage your employees to adjust their withholding rates so that they have a larger paycheck. Most are probably overdoing it a bit with the size of their refund. Also, as refunds have been delayed due to statutory requirements for those claiming the Earned Income Tax Credit and the Additional Child Tax Credit, as well as IRS procedural delays to strengthen protections against identity theft, that interest-free loan to the government may now be for an even longer period.

Major changes in the tax law that could impact withholding include the reduction in individual tax rates, the increase in the standard deduction, the elimination of personal exemptions, the increase in the child tax credit, and the adjustment, both up and down, to several itemized deductions. The IRS has issued revised 2018 withholding tables to try to reflect these changes. The IRS also tried to keep the structure of the withholding tables and Form W-4 as similar as possible to prior years to assist payroll processors in implementing the changes. For example, the tables still tie the withholding allowance to the projected personal exemption amount for 2018, even though the Tax Cuts and Jobs Act eliminated the personal exemption starting in 2018.

The timing of the Tax Cuts and Jobs Act has also meant that the revised withholding tables (the tables that you, or your payroll service, use to compute the withholding from your employees' paychecks) were late and your staff was not able to implement the new withholding with the first pay period in 2018. The IRS gave employers until March pay periods

to implement the new tables. However, many employees will have had two months of withholding at the old 2017 rates for January and February of 2018, making many employees already likely to be over-withheld for the year.

Employees will not get a good sense of what their 2018 withholding will look like until they can check their March paystubs after the new withholding tables have been implemented. At that point employees should have the information that they need to consider updating their W-4 form.

Since most employees hate paperwork even more than their employers, you may want to encourage them to fill out the new W-4 Form. The revised Form W-4, issued at the end of February 2018, is similar in format to the prior W-4. The Withholding Allowance Certificate is substantially unchanged. The Personal Allowances Worksheet has been significantly revised to reflect changes in the new tax law. The Deductions and Adjustments Worksheet has been retitled as the Deductions, Adjustments, and Additional Income Worksheet, but the change in title reflects information that had already been included in the prior worksheet.

The Two-Earners/Multiple Jobs Worksheet also retains basically its same format. The 2018 Form W-4 does include a greatly expanded set of instructions, which also incorporate references to use of the W-4 calculator to address more complicated situations or to check to see if the taxpayer's revised W-4 achieved the effect on their paycheck that they were expecting. The IRS website also includes the W-4 calculator at www.irs.gov/W4App. The calculator asks the taxpayer to estimate their 2018 sources of income, the number of children they will claim for the Child Tax Credit and Earned Income Tax Credit, and similar items. The IRS suggests that, while using the calculator, the taxpayer have at hand the most recent pay stubs and the most recent income tax return. The IRS also suggests taxpayers with even more complicated issues such as owing self-employment tax, the Alternative Minimum Tax, the Kiddie Tax, and long-term capital gains should go even deeper and consult the discussions in Publication 505.

Encourage your employees to fill out the new W-4. It sounds complicated, but it is not. By filling out the new W-4 many employees such as technicians and administrative personnel may find that they can significantly reduce their withholding, thereby increasing their take home pay. More importantly some (especially employees with no children) may find that they are under withheld. You don't want them complaining to you next April when they find that they must write a check to Uncle Sam.

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WBFAA UATC Apprentice Enrollment for Fall Semester Class Open

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

Certification – Fire/Life Safety Technician - Renewal

For Fire/Life Safety Technicians with 4,000 hours of work experience, the state law requires them to be certified by passing the state exam. The renewal application is posted at www.dir.ca.gov/das and the state does not send out reminders. For information on the Electrician Certification Program visit www.dir.ca.gov/das and follow the links.

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

CSLB Enforces Zero Tolerance

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

WBFAA UATC Offers Online Continuing Education

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

WBFAA UATC Invites Membership

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

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WESTERN STATES SECURITY ALLIANCE CALENDAR 2018

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

MAY

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

JUNE

13.....	CBFAA Membership Meeting.....	Denver, CO
18.....	GLASAA General Meeting.....	Los Angeles
19-22.....	ESX 2018.....	Nashville, TN

JULY

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

AUGUST

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

SEPTEMBER

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

OCTOBER

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

NOVEMBER

8.....	IEAA Holiday Teen Charity.....	Riverside
13.....	EBAA General Meeting.....	Emeryville
14.....	NSA Membership Meeting.....	Las Vegas

DECEMBER

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

INDUSTRY EVENTS

ESX 2018

June 19-22, 2018
Nashville, TN

ASIS 2018

Sept. 23-27, 2018
Las Vegas, NV

ISC East

Nov. 14-15, 2018
New York, NY

CAA CONVENTIONS

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

2018 TRAINING CALENDAR

May 4 6th Annual Chili Cook Off Anixter Security San Antonio 8 a.m. – 2 p.m. 210-377-3147 www.anixter.com	May 14 - 17 Aclara Connect 2018 Conference Marriott Marquis Marina, San Diego, CA www.anixter.com	May 16 Allegion Class Anixter San Diego: 10 a.m. – Noon 858-571-6571 www.anixter.com
May 8 - 10 Legrand CTS Prep Class Anixter Seattle 8 a.m. – 5 p.m. 253-395-3930 www.anixter.com	May 15 Raytec Training Anixter Denver 5:30 p.m. – 7 p.m. 303-373-9200 www.anixter.com	May 17 8th Annual BBQ & Product Showcase Anixter Albuquerque 10 a.m. – 3 p.m. 505-375-1661 www.anixter.com

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

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.

Security Industry Alarm Coalition

BSIS Address and Telephone Numbers

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

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



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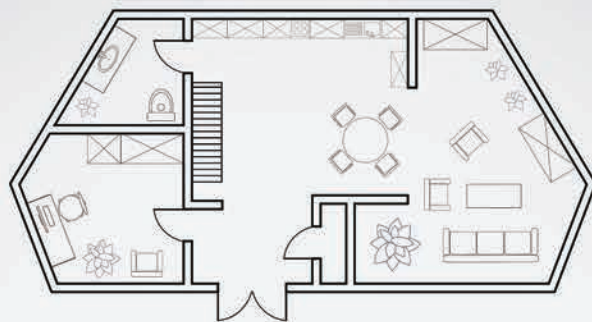
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