

# THE MIRROR

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



## DMP Doubles Support for Security Industry Alarm Coalition

Digital Monitoring Products (DMP) has doubled its support for the Security Industry Alarm Coalition (SIAC) with a \$20,000 contribution.

"Our continued support and larger investment in SIAC is based on its strong ties to the law enforcement community, and its ability to speak for our industry to key decision makers concerning municipal and state regulations of our industry," said Rick Britton, DMP CEO. "SIAC has successfully promoted a model alarm ordinance that dramatically reduces false alarms while maintaining police response."



Rick Britton

"Consolidation in our industry has been a real challenge to funding our operations," said Stan Martin, SIAC Executive Director. "Requests for our support by law enforcement agencies continues to increase. We recently received support for the model ordinance from the National Sheriffs' Association and the National Association of Chiefs of Police."

Today, SIAC has helped establish fifteen state alarm management committees in association with state associations of chiefs of police. SIAC continues to monitor local and state-wide news for mentions of false alarms and new alarm ordinances, and proactively reach out to communities to promote the model ordinance.

"Our entire industry benefits from SIAC's work so it is also vital that as many companies as possible from every sector of the industry provide financial support," said Britton. "SIAC's strong relationship with law enforcement will be vital as our industry grows and technology changes. Everyone needs to do their part."

For more information, visit [www.siacinc.org](http://www.siacinc.org).

## The Making of the Utah Alarm Management Committee

Alarm Management Committees (AMC) connect alarm dealers in states with their respective chiefs of police so they can hopefully achieve a long-term bond, working together through common issues like adjusting the Model Ordinance to their specific needs to conform to state law. With that relationship usually comes trust and provides the communication vehicle necessary to substantially reduce the risk of a chief producing an onerous ordinance. In fact, once the chiefs adopt the jointly produced ordinance, they promote it, and can urge/persuade others to adopt it. Their buy-in usually prevents other chiefs from coming up with more restrictive versions.)

SIAC representative Steve Keefer began establishing a relationship with the Utah Chiefs of Police Association four years ago. Whether sponsoring their golf tournament at their annual conference or displaying SIAC educational information within their exhibit hall, the relationship, slowly began to build.

Keefer was able to meet Washington City, Utah Police Chief Jim Keith at a bi-annual State Agency Chiefs of Police Conference (SACOP). Both Keith and Keefer represented their respective states at SACOP. At the time, Keefer was still a Chief of Police at the Sparks Police Department in Nevada and the relationship carried over when Steve joined SIAC in 2013.

They shared information afterwards, and although the information was welcomed, the desire to move to the next level wasn't quite there. Relationships take time to build.

Over the next few years and more time together, Keefer shared why an AMC is effective and important. Chief Jim Keith embraced the idea and arranged a meeting at the 2018 IACP Conference in Orlando, Florida.

SIAC's Glen Mowrey led the meeting, with Utah Chiefs of Police Association Executive Director Val Shupe; Chief Keith; and Keefer present. Mowrey did a fine job and peaked much interest with the possibility of forming the first AMC in the Western United States.

Keefer presented a proposal several months later which got finalized. The board approved adoption of the AMC and members were soon selected.

Three alarm industry professionals were selected: Clint Beecroft of Peak Alarm Company (also Utah ESA President); Brian Kirtley of Comcast and Arlen Kingston of AAA Security.

Three Chiefs of Police were selected: Chief Jim Keith of Washington City PD; Chief Carl Merino of Roy PD; and Public Safety Director Dan Benson of Brian Head PD.

The first meeting with all six members and SIAC's Steve Keefer was held on March 26 in St. George, UT, during the association's annual conference. The first meeting produced a general sense of excitement from participants, looking to provide the association with valuable future resources for all aspects of alarm management.

It's a long process. But huge results follow as chiefs and alarm industry members buy-in to collective solutions. We recognize at SIAC that positive change takes time. We commit to working together to develop these committees, serving as a resource, providing counsel and guidance. Their growth and success is demonstrated by the numbers. We now have active AMC's in TN, FL, GA, MI, SC, NC, MN, CT, ME, TX, WV, PA, IL and now UT. The next Utah meeting is tentatively set for July in the Town of Brian Head, Utah.

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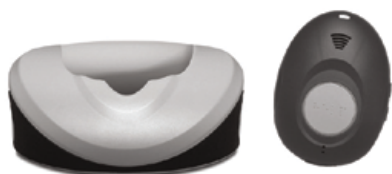


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THE MIRROR

# PRESIDENT'S MESSAGE

Dear Membership,

The ISC West Show in Las Vegas is in full swing as I write this article -- meeting with industry vendors, checking out the latest security offerings and rubbing elbows with all of you. The array of products catering to the many segments of our market is staggering.

Fire business as we know can have a more challenging degree of complexity over security. The California Alarm Association has long been seen as a trade association for firms that install electronic security systems. However, a large percentage of our members are also in the fire alarm business, to the point that twenty years ago, the CAA joined forces with the California Automatic Fire Alarm Association (CAFAA) to form the Western Burglar and Fire Alarm Association Unilateral Apprenticeship Training Committee to respond to the California requirement for the certification of Fire Life Safety Technicians.

Unlike intrusion detection, video surveillance and access control, fire alarm systems must go through a permitting and approval process before and after they have been installed. During this process, the installing company is working with an individual or agency referred to as the Authority Having Jurisdiction (AHJ).

The job of the AHJ is to make a determination if the design of a fire alarm system is properly applying the relevant codes and standards and that the completed installation has followed the approved plans and was installed in accordance with the installation standards. Depending upon the jurisdiction, there may be more than one AHJ, as there may be a building, electrical, elevator, fire and mechanical inspector involved.

If you are a contractor that installs fire alarm systems, consider taking the time to get to know your AHJs. Most jurisdictions have published guidelines on the local requirements for a fire alarm system and the submitted shop drawings. Find out if they have any local or regional meetings that you could possibly attend. For fire alarm systems there is both the Southern and Northern California Fire Prevention Officers Association. Fire alarm contractors may become associate members. It is far easier to resolve issues with the AHJ when you have met them outside of attempting to get a project through.

So, as I'm wrapping up at the ISC, I look forward to seeing you all in May at the CAA Palm Springs Convention.

Sincerely,

Tim Westphal, CAA President



By Tim Westphal



Bob Michel of Valley Alarm, who was named as the 2019 CAA George A. Weinstock Award winner, with SIA President Scott Schafer of SMS Advisors, Mary Beth Shaughnessy of ISC and CAA President Tim Westphal of Bay Alarm with *THE MIRROR*.

Will Wise, Herve Sedky and Mary Beth Shaughnessy of ISC West joined CAA President Tim Westphal at the CAA Leadership Breakfast at ISC West.





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## LEGISLATIVE WATCH

### \*PAC ALERT\*

## \$30,000 GOAL FOR 2019

*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 2019 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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## INDUSTRY NEWS

*Tim Westphal of Bay Alarm (center) accepted the DMP Dealer of the Year Award from Mark Nesmith and Rick Britton at the DMP Owners Forum.*

### DMP Names Bay Alarm Dealer of the Year

Bay Alarm was recognized as DMP Dealer of the Year at the DMP Owners Forum held during ISC West in Las Vegas. "We're honored to work with many of the finest professionals in the industry, and we're especially pleased to celebrate our first award recipients," says DMP Vice President of Sales Mark NeSmith. "We're very proud of their accomplishments, as I'm sure their peers are as well. What better place than our Owners Forum to recognize them."

### ANSI/TMA CS-V-01 Open for Industry Review

The Monitoring Association [TMA] opened a 60-day review and comment period for its ANSI/TMA CS-V-01 2019. This standard, Alarm Confirmation, Verification and Notification Procedures, defines methods by which false notifications for signals received from security systems can be greatly reduced. It was prepared under the direction of the Security Industry Standards Council (SISC) members with the participation of The Monitoring Association (TMA) members, Security Industry Association (SIA) members, Electronic Security Association (ESA) members, ASIS members and the Canadian Alarm Association (CANASA) members. TMA is an internationally-recognized non-profit trade association whose mission is to advance the professional monitoring industry through education, advocacy, standards, and public safety relationships.

This standard takes confirmation to its next level by defining multiple attempt confirmation, biometric, audio and video confirmation. Additionally, beyond the use of confirmation in standard or basic security systems, this document defines methods by which it can be determined an unauthorized activity is in progress and cannot be identified, thus false notifications can be greatly reduced. Various states and local units of government have adopted this standard, recognizing the lifesaving benefits monitored security and fire alarm systems provide.

Visit the Standards page at [www.tma.us](http://www.tma.us) to review and comment.



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*Alex Parker of Seguidad En America Magazine with CAA Program Manager Dan Van Hart and THE MIRROR at the CAA Leadership Breakfast at ISC West.*





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## May 14 - 17

Join us for our 2019 Annual Meeting and Codes Conference in Orlando at the Hilton Lake Buena Vista May 14-17. For more information or a list of educational sessions, please visit our website.

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**JOHNSON CONTROLS** announced the addition of several new products and solutions at ISC West in Las Vegas, one of the industry's largest security trade shows and conferences. The products come from the surveillance, access control and intrusion portfolios of the company.

- Enterprise Manager, which was formerly sold separately as the Enterprise System Manager, is now an integrated part of the exacqVision Enterprise edition VMS, giving users ready access to enhanced health monitoring, user management, update management and high-availability capabilities at no additional cost.

- Johnson Controls will soon announce the LUX KONOzw Smart Hub Thermostat through its DSC channel. This is the first KONO thermostat featuring Z-Wave technology. KONOzw allows users to seamlessly connect DSC security systems, including PowerSeries Neo, iotega and PowerSeries Pro.



- The PowerG technology portfolio has been expanded to include the addition of several new detectors and sensors offering installers a greater variety of devices that harness the power of PowerG.

- The PowerSeries Pro is the first ever commercial grade security

system to harness the long-range communication technology of PowerG and is designed to handle large-scale installations.

- The Tyco 360° Radar Detection is a low-cost, early threat detection family of radar sensors that can be easily integrated into existing video management systems for a more complete surveillance solution.

**JOHNSON CONTROLS** announced that it has combined its Tyco Access Control and Video Solutions businesses into a single operational unit to more closely align the two disciplines and optimize future technology developments for cyber resiliency, business efficiency and intelligence. The combination of the two units will enable strategic organizational focus on four key technology pillars: cybersecurity, cloud solutions, unification and automation, areas identified as critical for an organization's security and business operations. "The growing demands on security as a critical organizational business function is driving our strategic focus on these core areas, enabling us to provide customers with a scalable, secure and intelligent 'single pane of glass' approach to system management," said Eli Gorovici, general manager, Tyco Access Control and Video Solutions for Global Security Products. For more information, please visit [www.johnsoncontrols.com](http://www.johnsoncontrols.com).

**JOHNSON CONTROLS** has introduced exacqVision G-Series Micro, an cost-effective video recording solution designed for customers who want to leverage the enhanced accessibility and reliability of cloud video storage with low upfront costs. A compact 'gateway' to the cloud, exacqVision G-Series Micro supports the newly released exacqVision Cloud Drive Storage, giving customers an economical option to store, access, and search critical surveillance video in the cloud from up to eight IP cameras. With a footprint as small as its price tag, the G-Series Micro can be easily mounted to a wall or in any covert location - ideal for retail shops, restaurants, banks and other small professional offices that do not have the space for a large video management system. Visit [www.exacq.com](http://www.exacq.com) for more information.

**SECURITY AND SAFETY THINGS (SAST)**, a Bosch IoT startup, hosted the first-ever live hackathon at ISC West on the 10th and 11th of April



in the Sands Expo Center, Las Vegas. The two-day event featured three teams racing against the clock to create the most deployable application for an American football stadium using the new Security and Safety things system, SAST OS (Operating system). Teams were provided with Google pixel phones, reference cameras and appropriate APIs and development kits, including a video API, control API and a web server API. The goal of the challenge was to develop apps, but also to show the industry how easy apps and solutions can be developed using SAST OS. Furthermore, the hackathon provided valuable

feedback that will impact future development of SAST OS and the software development environment.

**DMP** announced the integration of the DMP XR550 control panel with the LenelS2 OnGuard access control system.

The integration of the DMP XR550 panel with the OnGuard system allows command and control, along with receiving alarms and device status in real-time from any OnGuard monitoring client. LenelS2 is a global leader in advanced physical security solutions, including access control software and systems, video surveillance, and mobile credentialing, serving segments worldwide, including customers in the corporate, education, healthcare, and government sectors. "We're thrilled to be able to bring DMP and LenelS2 users together," says DMP's Mark Hillenburg, executive director of marketing. "Businesses will have the ability to use a best-in-class enterprise access control platform — not only to manage their facilities' access control doors and users, but also to manage their intrusion points." For more information, contact Mark Hillenburg at [MHillenburg@DMP.com](mailto:MHillenburg@DMP.com) or visit [DMP.com](http://DMP.com).

The solution when you need to install a zone expansion module in a tight space the new 711S Zone Expansion Module from **DMP**. This updated



version of the 711 is a fraction of DMP's original model's size, making it ideal for small applications, such as installing in a pull station back-box or in a recessed contact hole behind the contact. The new 711S is a flying lead style, single-zone, addressable expansion module that allows you

to increase the number of reporting zones available on XT30/XT50 and XR150/XR550 panels. The modules connect to the panel four-wire Keypad Bus or LX-Bus™ and are set to an address that determines the reporting zone number. The 711S provides one Type A Class B zone. For more information, contact Mark Hillenburg at [MHillenburg@DMP.com](mailto:MHillenburg@DMP.com) or visit [DMP.com](http://DMP.com).

With the new 1134 Wireless Wiegand Module from **DMP**, you have the ease and flexibility to add access control in nearly any environment. For instance, when adding access control to gate or door that is not connected to the rest of the main building, DMP's 1134 module performs the same functions as all of DMP's 734 modules, all while using 900 MHz frequency-hopping spread spectrum DMP Two-Way™ Wireless to communicate with the control panel.



"The 1134 module is an ideal solution for large installations," says Brian Crouse, product manager for DMP's Wireless & Keypads. The 1134 Wireless Wiegand Module allows you to use the powerful built-in access control capability of DMP panels that provide access control, arming, and disarming using

proximity, mag-stripe, biometric or other Wiegand-output readers. For more information, contact Mark Hillenburg at [MHillenburg@DMP.com](mailto:MHillenburg@DMP.com) or visit [DMP.com](http://DMP.com).



**DMP's** new V-4060DB Video Doorbell allows you to see, hear, and speak to visitors at your door, all with the same Virtual Keypad™ app, which also controls your security and home automation systems. In fact, while watching in Live view from the app's doorbell tab, you can arm or disarm your system, lock or unlock doors, and trigger one or several Z-Wave® devices through the app's Favorites. For more information, contact Mark Hillenburg at [MHillenburg@DMP.com](mailto:MHillenburg@DMP.com) or visit [DMP.com](http://DMP.com).

When you need to upgrade **HONEYWELL VISTA®** panels, now there's a dual alarm communicator that can make it easy for you. DMP's new DualCom Dual Alarm Communicator can be connected to a Vista series ECP bus, and with Remote Link™ Version 1.92 you can program the Honeywell panel remotely using the Compass® downloading software. DualCom Series alarm communicators are designed with integrated primary and secondary communication in a single design. For more information, contact Mark Hillenburg at [MHillenburg@DMP.com](mailto:MHillenburg@DMP.com) or visit [DMP.com](http://DMP.com).

*Associates News, continued on page 12*



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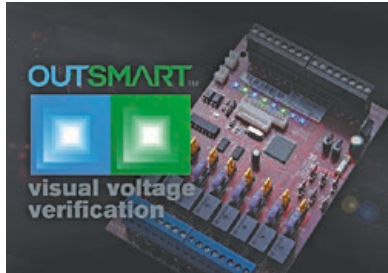
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## ASSOCIATES NEWS, continued

OutSmart™ Technology by **LIFESAFETY POWER** is an exciting new product feature designed to provide quick, visual notification of voltages with dual-color LEDs. OutSmart minimizes installation errors and the potential for applying incorrect voltages to sensitive access control equipment



and peripherals by giving instant verification of the output voltage setting with green (12V) and blue (24V) dual-color LEDs for each output. This new capability speeds installation by eliminating the need to measure every individual output with a voltmeter to confirm its setting. OutSmart comes standard across the entire LifeSafety Power product line as a FREE upgrade to power

supply boards, auxiliary output boards and network-managed output boards. For more information, visit [www.lifesafetypower.com](http://www.lifesafetypower.com) or call or call (888) 577-2898.



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### Security Industry Alarm Coalition (SIAC)

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

## Governor Newsom Announces BSIS Appointment

Lynne Andres, 50, of Roseville, has been appointed Chief of the Bureau of Security and Investigative Services at the California Department of Consumer Affairs. Andres has been a consultant for the California Speaker's Office of Research and Floor Analysis since 2018. She was director of government relations for the California Academy of Physician Assistants from 2017 to 2018. Andres was a legislative director in the California State Legislature from 2005 to 2017, including in the Office of Assemblymember Joe Baca, Jr., Assemblymember Juan Arambula, Assemblymember Patty Berg, Senator Jenny Oropesa, Senator Ed Hernandez and Senator Jim Beall. She served as federal policy advisor for Governor of Michigan Jennifer Granholm from 2003 to 2004. Andres was legislative director for U.S. Congressman Bart Stupak from 1997 to 2003. She earned a Juris Doctor degree from Concord Law School.

## A Dealer's Perspective — #13

**Does your router deserve a break once in a while? You bet it does!** Our lives are totally different now that we have the internet. However you use the internet – to pay bills, or to connect on social media – it is a crucial staple in households and businesses. Just as you shut down the computer to improve its operation, rebooting your router can improve its performance. According to Consumer Reports, the benefits of rebooting are twofold. If you want a faster connection, you should regularly turn your router on and off. Did you know that your ISP (internet service provider) assigns a temporary IP address to each of your devices, which can change at any time? If your router is not rebooted, it may not catch the change and your connection may become quite slow. Rob Rohrman, head of IT at CompTIA confirmed that: "In general, it's a great idea to reboot the main internet router every couple of months. A router reboot can fix certain internet connectivity issues, from no internet connectivity to slow wireless connections, and should be one of your troubleshooting steps in a home or consumer environment. It is good security practice to reboot the router, your computer, and to change your password every month or two."



By Tony Smith

Restarting your router is more than just an aid to a speedier connection; it is—very importantly—a way to prevent yourself from being hacked. Last year, (PSA I-052518) the FBI recommended that all home and small business routers be rebooted after foreign hackers compromised thousands of networks worldwide. They were caught using a malware called VPNFilter, whereby the hackers were able to collect information, exploiting the device and blocking network traffic, thus rendering the routers inoperable.

The cybersecurity signs that you should be aware of because they signal that you may be in imminent danger of being hacked are:

1. You get contest information that you didn't sign up for.
2. You received a suspicious email and/or phone call.
3. You have the same password for everything (or most things).
4. You believe unbelievable deals.
5. You engage with suspicious emails.
6. You have a weak password.
7. You don't believe it could ever happen to you.
8. You never update your apps and Operating System.
9. You frequently leave your computer unguarded in a coffee shop.
10. You freely provided personal info to an unencrypted site.
11. You are too impatient to take proper care.
12. You do your banking by public Wi Fi.
13. You don't have a passcode on your phone.
14. You never back up your data.
15. You share too much information on social media.

Ask those around you if they think you exhibit any of the above traits and carefully analyze your habits to ensure you don't leave your "Digital Door" open. The message, for each of us, is to take charge of our digital devices and realize that they are magnets for bad guys and their malware.

Since I am speaking to fellow alarm dealers, think about how you run your business and the "Digital Doorway" into your office. Have you taken the precautions necessary to protect your data? The typical alarm dealer probably has more key information on his customer than he may realize, and the bad guys will soon figure that out if they haven't already. It seems to me that we need a service to offer our residential and small business clients that protects their network and end points along with the IoT devices that they install in the future. This would hopefully be software that would be downloaded to the customer's system and enable them to repel and reject the malware that is hanging around waiting for an opening. This species of software will not only protect the customer's "Digital Door", but would also create a loyalty, or sticky, factor that will protect against encroachment by DIY and other predatory entities.

*Tony Smith is the Founder and President of Security Funding Associates, a 20 yr. Brokerage, Marketing and Advisory Services firm located in Los Angeles, CA. He is a past President of the CAA and former Board Member of ESA.*  
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## ISC Attendees Had a Blast at ISC West



*Robert Tomlinson, Woodie and Jehan Andrawos welcomed guests to the NMC reception at the Bellagio during ISC West.*



*Les and Sandy Gold, Will Wise of ISC and Jeanne and Bob Michel of Valley Alarm led the tribute to George Gunning by leading the crowd in "Tequila" at the ROCKHOUSE during ISC's Got Talent at the Venetian.*



*Tom Few of Vivint with CAA Executive Director Jerry Lenander at the CAA Association Pavilion at ISC West. The lobby booth welcomed nearly 40,000 attendees.*



*ESA Executive Director Merlin Guilbeau, CAA Executive Director Jerry Lenander and ESA President Chris Mosley reviewed THE MIRROR, THE SENTRY and THE SENTINEL at the AIREF Golf Tournament at ISC West.*



*Eric Taylor, Tim Westphal and Jack Unroe of Bay Alarm picked up THE MIRROR at the CAA Association Pavilion during their visit to ISC West.*

*Lessing Gold of MSK, WBFAA Chairman Ron Lander and Don Erickson with THE MIRROR during opening hours of ISC West.*





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# 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](mailto:info@caaonline.org) with description and identification.



Randy and Aaron Fox at 8,700 eet on Highway 4, Ebbetts Pass, CA with THE MIRROR.



Bob Michel of Valley Alarm, who was named as the 2019 CAA George A. Weinstock Award winner, with SIA President Scott Schafer of SMS Advisors, Mary Beth Shaughnessy of ISC and CAA President Tim Westphal of Bay Alarm with THE MIRROR.



Howard and Jeanne Wulforst checked the line-up in THE MIRROR at the new Las Vegas Ballpark watching the Las Vegas Aviators vs. the Fresno Grizzlies baseball game.



The crew from Valley Alarm read the good news in THE MIRROR that Bob Michel will receive the CAA George A. Weinstock Award which was announced at the CAA Leadership Breakfast at ISC West.



Julie and George De Marco of ESX were alive with industry news from THE MIRROR during their visit to the Dead Sea.



John Kaloper of DSC discovered THE MIRROR did not have any tips that would improve his game at the AIREF Golf Tournament at ISC West.



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## EAST BAY ALARM ASSOCIATION

Mike Salk, Vice President

### EBAA Meetings

We have a whole new line of interesting topics this year. We are focusing on community outreach and dealer education we hope that you can join these lively events at our new home location in Emeryville. The new location has a safe parking lot with magnificent views of the bay. We are offering lunch at \$25 for members, \$30 for non-members and FREE for Public Safety Personnel with an open menu. For questions please reach out to Treasurer Deric Morrow 510-432-8130 [deric.morrow@jci.com](mailto:deric.morrow@jci.com)

### Meetings to be held at:

Chevy's Fresh Mex, 1890 Powell St, Emeryville, CA 94608

♦ August 20 ..... 11:30-1:30.....Legal Cases and Legislation review

♦ November 5 ..... 11:30-1:30.....History of Alarm Association

RSVP to 800-437-7658 or [info@caaonline.org](mailto:info@caaonline.org).

### Richmond Ordinance

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/](http://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. A list of your newly installed, and newly cancelled alarm customers must be submitted on a monthly basis to [richmondca@publicsafetycorp.com](mailto:richmondca@publicsafetycorp.com).

## MID-CAL



## MID CAL ALARM ASSOCIATION

Mike Tarin, President

♦ August 14..... Mid-Cal Meeting .....Fresno

♦ November 4 ..... Mid-Cal Golf Tournament .....Fresno

### 6th Annual MCAA Golf Tournament

♦ November 4, 2019

Plan on joining us on November 4, 2019 for the 6th Annual MCAA Golf Tournament in Fresno, CA to support law enforcement and the outreach program of the Mid-Cal Alarm Association. For information and sponsorship opportunities contact Vanessa Wood at [vanessa@matsonalarm.com](mailto:vanessa@matsonalarm.com).



## GOLDEN GATE ALARM ASSOCIATION

Paul Wassem, President

We are back up and going after a long hiatus. We have new blood in the association and are ready to start growing our local chapter. We cordially invite you to attend our next meeting for "FREE LUNCH"!!! We have a dynamite schedule this year focusing on how to better your business. We are always open to your input on the speakers you would like to see. For questions please reach out to Vice President Deric Morrow 510-432-8130 [deric.morrow@jci.com](mailto:deric.morrow@jci.com)

### Meetings to be held at:

Chevy's Fresh Mex, 141 Hickey Blvd, South San Francisco, CA 94080

♦ May 2..... 11:30-1:30 ..... Accounting and Payroll

♦ August 2 ..... 11:30-1:30 ..... Health Care and Benefits

♦ November 7 ..... 11:30-1:30 ..... Focus on Market Impacts to Dealers)

For further information, contact the CAA at [info@caaonline.org](mailto:info@caaonline.org) or call 800-437-7658.



## 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.

### IEAA MEETINGS

♦ June 6 ..... Riverside

♦ November 7 ..... 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.

All bay area meetings are in the same week so manufacturers should book their airfare now! That includes Golden Gate, Silicon Valley and East Bay Alarm Associations.

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Sacramento Area Alarm Association  
3491 Park Drive Suite 20-234, El Dorado Hills, CA 95762-4549  
saaasecretary1@gmail.com  
www.sacalarm.org

Mark Simpson, President

#### SAAA MEETINGS

- ♦ August 21 ..... Total Monitoring Event Center ..... Sacramento
- ♦ December 12 ... Total Monitoring Event Center ..... Sacramento



David Michel, President

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.

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

#### GLASAA Meetings and Events

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



Ben Martinez, President

#### SVAA MEETINGS

Bass Pro (Uncle Buck's Fish Bowl & Grill, 5160 Cherry Ave), San Jose, CA 95118

- ♦ August 26 ..... 11:30-1:30 ..... Fire Forum
- ♦ November 6 ..... 11:30-1:30 ..... State of Tech (George De Marco)

#### SVAA Information

If you are not on our e-mail list, please contact Ben Martinez at (510) 750-0252 or [bmartinez@gcsmonitoring.com](mailto: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.

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Denis Cooke, President



## 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.

### GVAA MEETINGS

- ♦ June 13..... Custom Electronic Supply ..... Manteca
- ♦ September 12.. Custom Electronic Supply ..... Manteca
- ♦ December 12... Custom Electronic Supply ..... Manteca



## ORANGE COUNTY ALARM ASSOCIATION

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

### 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 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.



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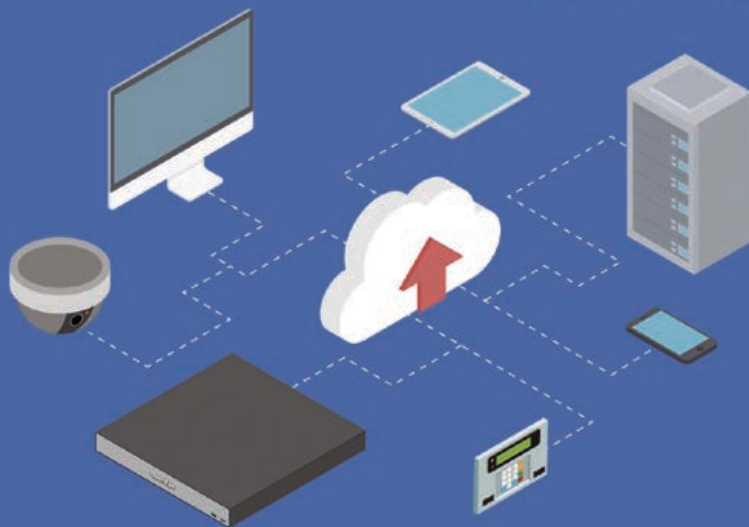
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## REDWOOD ALARM ASSOCIATION

For questions about the association please contact Sean Cooke at [scooke@allguard-systems.com](mailto:scooke@allguard-systems.com) or 800-255-4273.

♦ July 17..... Chevy's Mexican Restaurant ..... Santa Rosa

♦ October 16..... Chevy's Mexican Restaurant ..... Santa Rosa

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

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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](mailto:hgonzalezreed@pd.sandiego.gov). If you have any questions, please contact Hilda Gonzalez Reed at [hgonzalezreed@pd.sandiego.gov](mailto:hgonzalezreed@pd.sandiego.gov) or 619-531-2247. Visit our website [www.sandiegosecurityassociation.org](http://www.sandiegosecurityassociation.org).

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



The RAA wishes to extend a big thanks to everyone who came out to our spring meeting. We're especially grateful to Don Jones (far right), Dispatch Manager for the Sonoma County Sheriff Department, for updating us on all the alarm regulations.

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## NJESA and Mission 500 Join Forces to Deliver Backpacks to Children in Need

The New Jersey Electronic Security Association (NJESA) and Mission 500, an organization that works closely with the security industry to serve the needs of children living in poverty across the United States, teamed up during the NJESA Annual Symposium, held March 6-8 at Harrah's Atlantic City for a School Backpack Building Event.

Participants gathered and worked in unity to assemble the backpacks and write personal notes of encouragement and hope. Each backpack also included a binder, crayons, eraser, paper folders, a glue stick, markers, a notebook, pens, pencils, a ruler and a sharpener. The 200 school backpacks were then distributed personally to Principal LaQuetta Small and the children at the Pennsylvania Avenue School in Atlantic City. The children were given the backpacks based on perfect attendance.

The event was headed up by Ken Gould, president-elect of the NJESA and advisory board member of Mission 500, and Linda Nolan, a Mission 500 volunteer. In addition, Peter Raymond of New Jersey based P.F. Raymond, Inc. took an active role in finding the right school. He first met with assistant superintendent, Sherry Yahn of the school district and then with the principal. He also contacted the local media to cover the event.

The school had a problem with chronic absenteeism and students were missing class at alarming rates, so Principal Small decided to act. Thanks to her efforts, this year students at the Pennsylvania Avenue School have cut their absenteeism by more than half.

The school backpacks were distributed personally by some of the members of the NJESA and Mission 500 to the students in a ceremony held in the school auditorium.

NJESA president Christine Marzano and past president Jerry Duffy attended the ceremony and spoke to the students about how important it was to study hard and to be all you can be. They also shared about the NJESA and what it does.

For further information visit [www.nj-esa.org](http://www.nj-esa.org) or contact Christine Higgins at 609-695-4444 or by email at [christine@nj-esa.org](mailto:christine@nj-esa.org). For more information on Mission 500, contact Tom Nolan at [tnolan@mission500.org](mailto:tnolan@mission500.org) or call 516-903-7291.



NJESA President Christine Marzano holding the backpack she assembled at the NJESA 2019 Symposium.

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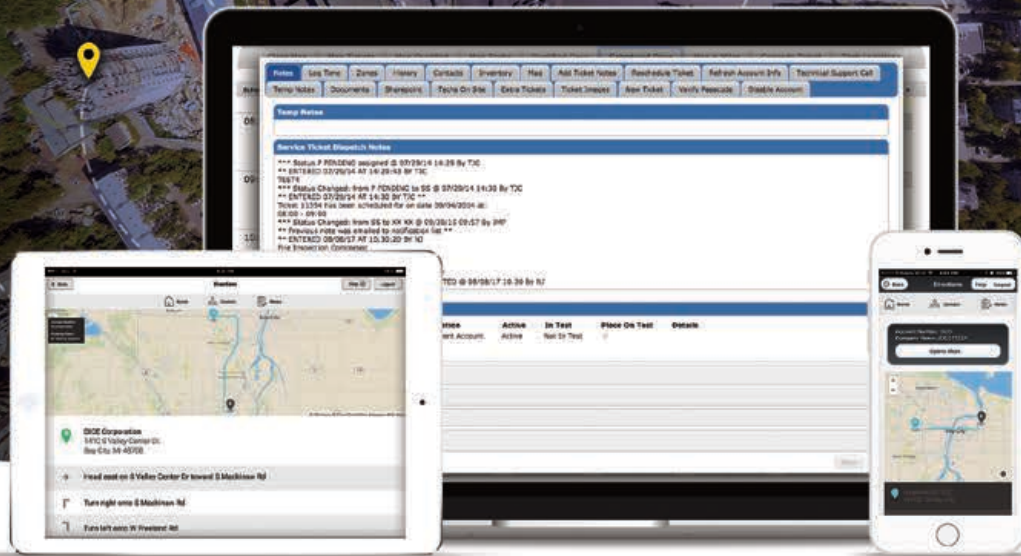
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NSA President Manny Robles welcomed guests to the SLA/ISC Loves Security reception at the ROCKHOUSE during ISC West.



First place NSA scholarship winner Santiago LaRochelle with his father LVMPD Captain James LaRochelle, Santiago's sister and NSA President Manny Robles.



Second place NSA scholarship winner Isabel Reynoso with her father North Las Vegas Fire Department Captain Sergio Reynoso and NSA President Manny Robles.

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**NSA's UPCOMING EVENTS:** NSA has NEW General meeting  
DATE: 3rd Wednesdays, NEW TIME: 5:30pm; NEW LOCATION: Pub 365  
at The Tuscany Suites & Casino, 255 E. Flamingo Rd, Las Vegas.

May 15..... NSA General Meeting ..... Pub 365 at Tuscany, Las Vegas  
June 3-6..... ESX ..... Indianapolis, IN  
July 17..... NSA General Meeting ..... Pub 365 at Tuscany, Las Vegas  
Sept 18..... NSA General Meeting ..... Pub 365 at Tuscany, Las Vegas  
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NSA Board members present scholarship award checks to parents Captain James LaRochelle and Captain Sergio Reynoso during the NSA Public Safety Luncheon at ISC West.



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*An overflow crowd attended the NSA Public Safety Lunch at ISC West.*

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*NSA Board presents its 2019 Community Service Award to LVMPD Communication Bureau at the NSA Public Safety Lunch.*

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We had a great April meeting with tons of information from Dave Sylvester of Davis Mergers & Acquisitions about what is happening in our industry right now and how best to maintain the value of your company in the near and long terms. If you missed it, contact Dave Sylvester at dsylvester@graybeardsrus.com or 224-778-5444. Thanks Dave!

Join us at our Next General meeting:

DATE: June 12

TIME: Noon

GUEST SPEAKER: Better Business Bureau

OTHER TOPICS: State Licensing, Colorado Bills

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

New to CBFAA? Add your name to our email list to get meeting notifications and our newsletter. Once you see the benefits of membership, you'll want to add your voice to ours. Info and membership applications available on our website [www.cbfaa.org](http://www.cbfaa.org)



*CBFAA April General Meeting in Denver. L to R: CBFAA President Brian Kirtley of Xfinity, CBFAA Treasurer Andrea Quist of Safenet, CBFAA Past-President Sofia Aguilar of A-1 Security, CBFAA VP John Wrzesinski of Safe Systems with Guest Speaker Dave Sylvester of Davis Mergers & Acquisitions.*

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*AIREF Chairman Kirk MacDowell delivered the news to players at the AIREF Golf Tournament at ISC West.*

*Scott Crown and his PSR crew carried the good news to the floor of ISC West.*



*John Kaloper and Vaughn Wells of DSC brought the good news of THE MIRROR, THE SENTRY and THE SENTINEL to the AIREF Golf Tournament at ISC West in Las Vegas.*

*Players teed off with the news at the AIREF Golf Tournament including Kirk MacDowell, ESA Executive Director Merlin Guilbeau and tournament chairs Michael Harrison and Keith Baird.*





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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](mailto:info@wbfaa.net) and we will send to our list of qualified prospects. The WBFAA UATC is open to member companies of the CAA or CAFAA who require having registered apprentices with the State of California. Call the WBFAA UATC at 800-809-0280 if you are interested in joining.

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

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

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

### CSLB Enforces Zero Tolerance

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

### WBFAA UATC Offers Online Continuing Education

The WBFAA UATC is offering an online continuing education program for electronic security systems technicians with 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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# WESTERN STATES SECURITY ALLIANCE CALENDAR 2019

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

May 2 .....	GGAA General Meeting .....	S. San Francisco
June 6 .....	IEAA General Meeting .....	Riverside
June 13 .....	GVAA General Meeting .....	Manteca
July 17 .....	RAA General Meeting .....	Santa Rosa
August 14 .....	Mid-Cal Meeting .....	Fresno
August 20 .....	EBAA Board Meeting .....	Emeryville
August 21 .....	SAAA Industry Trends .....	Sacramento
August 22 .....	GGAA General Meeting .....	S. San Francisco
August 26 .....	SVAA Fire Forum .....	San Jose
September 19 .....	SAAA Fire Forum .....	Sacramento
October 16 .....	RAA General Meeting .....	Santa Rosa
November 4 .....	MCAA Golf Tournament .....	Fresno
November 5 .....	EBAA General Meeting .....	Emeryville
November 6 .....	SVAA General Meeting .....	San Jose
November 7 .....	GGAA General Meeting .....	S. San Francisco
November 7 .....	IEAA Holiday Charity .....	Riverside
December 12 .....	SAAA Holiday Party .....	Sacramento
December 12 .....	GVAA General Meeting .....	Manteca

## CAA CONVENTIONS

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



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## ESX Opens Registration for 2019 Event to Be Held June 3 - 6 in Indianapolis

Electronic Security Expo (ESX) 2019 registration is open for electronic security and life safety industry professionals. **The joint trade show and educational conference, owned by the Electronic Security Association (ESA) and The Monitoring Association (TMA), is set for June 3-6, 2019 in Indianapolis, IN.** ESX is designed to provide passionate professionals a unique forum in which to learn about the latest technology innovations; acquire proven business strategies; gain new insights based on best practices; and connect with peers to grow a trusted network. Preview the full schedule of education and events – as well as a list of exhibitors – and register online at [esxweb.com/register](http://esxweb.com/register).

### INDUSTRY EVENTS

**AFAA 2019 Annual Meeting  
and Codes Conference**  
May 14-16, 2019 - Orlando, FL  
[www.afaa.org](http://www.afaa.org)



**CAA Western States  
Security Conference**  
May 15-18, 2019 - Palm Springs, CA  
[www.caaonline.org](http://www.caaonline.org)



**ESX 2019**  
June 2-6, 2019 - Indianapolis, IN



**Resideo Technologies**  
October 24-27, 2019  
Phoenix, AZ



**ISC East**  
Nov. 20 - 21, 2019 - NY, NY



Email your training and education calendar to  
[info@CAAonline.org](mailto:info@CAAonline.org)

## 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](mailto:bsis@dca.ca.gov)  
Web Homepage: ..... [www.dca.ca.gov/bsis](http://www.dca.ca.gov/bsis)



CONTACT THE CAA  
California Alarm Association  
333 Washington Blvd., Suite 433, Marina del Rey, CA 90292  
TEL 800/437-7658 FAX 800/490-9682 [www.CAAonline.org](http://www.CAAonline.org) [info@CAAonline.org](mailto:info@CAAonline.org)  
Jerry Lenander, Executive Director [director@caaonline.org](mailto:director@caaonline.org)





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