

THE MIRROR

PUBLISHED BY THE CAA FOR THE WESTERN STATES SECURITY ALLIANCE

VOLUME XXX, NUMBER 11 — NOVEMBER 2021

www.CAAonline.org



NEW MEXICO
Security & Life Safety
Association



PRESIDENT'S MESSAGE - CAA WINTER CONVENTION

Fall has fallen with cool days and cold nights. The year-end holidays will be on our minds and in our hearts as we move forward with the gradual re-opening of activities and venues as we remembered them in the pre-Covid era. This year the holidays will be challenged with the mega supply chain disruptions – we'll have to adapt. Maybe with limited products on store shelves we will realize the greatest gifts that we could receive are the time and love shared in-person with family and friends once again.

I hope that you are all staying healthy and happy. We are finally getting rain in Northern California... lots of rain which is adding to our low reservoirs and causing flooding issues.

VIRTUAL CONVENTION EVENT: We are busy preparing for our CAA Winter Convention as a virtual event due to the conditions in San Francisco beyond our control. While we prefer to gather in person, the health and safety of guests and employees are paramount.

Your FREE registration is available at www.caaonline.org and I encourage you to participate in the vital and insightful presentations we have scheduled for December 1-3, 2021.

Our job as Board of Directors for the CAA is to guide the association, and part of that is making responsible decisions that allow the association to remain financially solvent. The CAA Winter Convention is our annual fundraiser and I encourage you to support the ongoing programs of the association. We maintain a full-time legislative advocate in Sacramento, partner with SIAC to enhance our relationship with public safety agencies, and provide networking opportunities through our 11 regional chapters.

Please consider providing financial support to the CAA through this annual event.

**IF YOU HAVEN'T REGISTERED,
DON'T WAIT UNTIL IT IS TOO LATE!
DO IT NOW!**

Be Strong and Live Long!
See you at the Convention.

Michael J. Salk
President
California Alarm Association



By Michael Salk

SOAR WITH THE EAGLES

We are celebrating Michael Salk, recipient of the 2021 George H. Weinstock Award for Outstanding Service to the Industry, at the CAA Winter Convention in virtual format. Please join us on Friday, December 3, for this special event.

Reservations required.

800-437-7658

Register on-line
at caaonline.org
or call the CAA
office at
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TMA Elects President, Presents Awards

The Monitoring Association (TMA) announced that Morgan Hertel, Vice President of Technology and Innovation, Rapid Response Monitoring, Inc., is its new President beginning on October 14 at the conclusion of TMA's 2021 Virtual Annual Meeting.

Hertel succeeds Don Young, ADT, who will serve an additional two-year term as Immediate Past President on the TMA Executive Committee. "I am extremely excited about taking on the next two years," expressed Hertel.



New TMA President
Morgan Hertel



Robert Bean, recipient of the
Stanley C. Lott
Memorial Award

TMA News, continued on page 3

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

For Editorial and Advertising information, contact:

Jerry Lenander

California Alarm Association

333 Washington Blvd. Ste. 433

Marina del Rey, CA 90292

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

Web Site: www.CAAonline.org

info@caaonline.org

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THE MIRROR

TMA News, continued on page 3

"TMA is a very unique trade association in that it supports a culture of inclusiveness that both encourages and nurtures positive, productive collaboration. Most members have deep connections with other members and are able and open to working together for the betterment of the industry." As TMA's president, Hertel is focused on preparing TMA to meet the rapidly evolving needs of its members as technology increases at an exponential rate.

Young presented the Stanley C. Lott Memorial Award to TMA Past President Robert R. Bean, formerly of Alert Alarm of Hawaii. The Stanley C. Lott Memorial Award, established in 1991 to honor its namesake, a dedicated leader and past president, recognizes exceptional leadership and support. In presenting the award to Bean, Young commented, "Two words that epitomized Stan Lott's character are integrity and dedication. As chair of the Membership Committee, the award winner was a driving force to increase TMA membership, including international members.

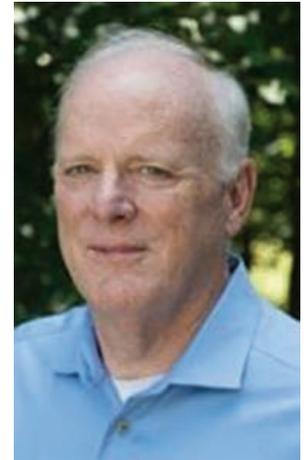
Bean remarked, "I am humbled. This is the highest honor that TMA can bestow on any member. Putting me in the category along with the other previous honorees is definitely humbling. I thank TMA very much for this great award."

Past President Young also presented the Mel Mahler Award to TMA Standards Committee Chair Glenn Schroeder, NetOne. The Mel Mahler Award is presented at the discretion of the TMA president in recognition of outstanding contributions within his/her tenure.

"Glenn has collaborated jointly with monitoring professionals within the TMA community, as well as public safety and communications professionals, to introduce new technologies, standards, and processes aimed at reducing risk and heightening safety and security," stated Young. "I am enormously grateful to have had this professional on my leadership team over the last two years and his contributions will most certainly significantly impact the future of TMA, our industry, and the families and businesses we protect for decades to come."

"I am stunned, honored, and especially humbled to be recognized," stated Schroeder when presented with the award from Young. "It's been an absolute privilege to work alongside the many talented people focused on important industry projects that I believe in and have a passion for."

For more information on TMA, visit www.tma.us.



Glenn Schroeder, TMA Standards Committee Chair, is the recipient of the Mel Mahler Award for his outstanding contributions.



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LEGISLATIVE WATCH

PAC ALERT

\$30,000 GOAL FOR 2021

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 2021 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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- A dependent of a CAFAA member and graduating from a California high school?
- Already enrolled/accepted and tailoring your higher education goals towards the Fire Service?

If you answered yes to either question, you could qualify for the CAFAA Scholarship award! This will be a one-time scholarship in the amount of \$3,000 that will be awarded to the best candidate, either being a CAFAA member dependent, or anyone who is enrolled/accepted to a higher education program emphasizing Fire/Life-Safety or related fields. **Deadline is November 30, 2021.**

The Scholarship Recipient will be announced during the CAFAA Annual conference which will be held in February, 2022. Visit www.cafaa.com for more information.

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— AFAA SCHOLARSHIP —

AFAA Launches New Fire Techs of the Future Scholarship Program

The AFAA Board of Director's approved a new scholarship program to support the next generation of fire alarm technicians. A \$1,000 scholarship will be offered annually to one or more students currently studying fire alarm technology at a post-secondary institution. **The scholarship is open to all students registered in a post-secondary associates degree or program equivalent with a concentration on fire alarm technology related courses.** To apply, the student must submit a transcript of their academic grades and a letter application summarizing their current studies, extracurricular activities and involvement with and career plans in the fire alarm industry.

The deadline for submittal is January 1st.

Submit your application electronically to admin@afaa.org.

You can help grow the program! Let us know of a contact at a local college in your network and spread the word. *Interested in supporting the next generation? Contributions to grow the program from individuals or corporations are welcome. Please contact admin@afaa.org to learn more.*

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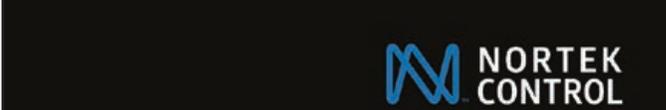
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DMP welcomed Jeff Garetano to the East Sales team as Dealer Development Manager for Florida. Before accepting this position, Jeff had previous experience at DMP. “Jeff has a great deal of industry experience and knowledge,” said Mark NeSmith, DMP Vice President of Sales. “We’re beyond excited to welcome our team member back.” Jeff has worked in the security industry for the majority of his life. “My father owned a security company,” he said. “I started in the mid ‘90s working at his company, helping out technicians.” Throughout his career, Jeff has worked in all parts

of the security industry including technical and sales roles, distribution, and manufacturing. “I’m looking forward to many years ahead with DMP and I’m excited to be back,” Jeff said. “DMP is highly respected, especially for its quality products made in the U.S. This is rare in the industry. It’s a representation of great products made by great people.” For more information, contact Mark Hillenburg at MHillenburg@DMP.com or visit DMP.com.

DMP welcomed Mark Taylor to the East Sales team as Dealer Development Manager for the Southeast region. Dealers in South Carolina, Georgia, and the Florida Panhandle will be reporting to Mark for guidance and support. Mark worked for 15 years in the alarm industry and, since 2005, had been employed at both ADT and Protection One. “DMP has a professional, courteous atmosphere with a great product,” said Mark. “It’s easy for the customer to use and easy for technicians to install and program, not to mention the alarms are made in the USA. To work for a company that designs and manufactures in the USA is a great asset.” Mark can be reached at 417-831-9362 Ext. 1403, CELL 417-849-8135 or MTaylor@DMP.com.



CONTINENTAL ACCESS, a division of **NAPCO SECURITY TECHNOLOGIES, INC.**, announced the next generation of its popular Access Control & Integration Appliance (model #CA-ASA). It offers



super-quick and convenient installation, with no software to license or install on any client or server; a typical web browser is all that is needed. The next gen CA-ASA allows up to 128 readers or doors, has a total of 5 USB ports (3 USB Type A ports and 2 USB Type C), and an HDMI port (no converter necessary). It offers email & SMS

event notification, is mobile credential ready, comes with TeamViewer pre-installed for no-roll service calls and includes all of Continental’s hardware and software manuals. For information any of the full line of NAPCO Access solutions, please call 800-645-9445 or salesinfo@cacaccess.com.

The Chetta Family announced that Richard Drew has been appointed President of **GMS**, a member of the **GMS** team for more than 21 years with experience in every aspect of the company. With his appointment, **GMS** continues to uphold the highest levels of professionalism, integrity, and technology, striving to deliver



exceptional customer service in safety and security. Richard, and the entire team of dedicated professionals at **GMS** look forward to continuing being the monitoring company of choice for our current customers.

MARKS USA, a division of **NAPCO SECURITY TECHNOLOGIES**, announced the debut of its new labor-saving Lectra



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SDI announced the availability of the new Bedrock AM100 Class 1 Measuring Instrument which offers speech intelligibility testing and more. The AM100 continues the development of easy-to-use and versatile measuring tools, progressing



several steps at once. Some of the many new features that the AM100 includes are wireless connectivity (Bluetooth and Wifi), a second input channel, a headset jack and an internal signal generator. The specs have also been upgraded in every possible way, from dynamic range to internal storage space and battery life. For more information visit sdifire.com.

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VICON INDUSTRIES announced the appointment of both Andronicus Turner and Jason Lloyd as Regional Sales Managers. As Regional Sales Manager for California, Nevada, and Hawaii, Vicon



appointed Turner, who has an extensive career within the industry and a demonstrated ability to nurture strong relationships with system integrators, dealers, and end-users. They also announced Jason Lloyd as Regional Sales Manager



for Chicago, Northern Illinois, and Wisconsin. Lloyd has more than 20 years of experience and expertise working at the dealer and integrator level. “We are excited to continue our expansion and welcome Andronicus Turner and Jason Lloyd to the Vicon family,” said Bret McGowan, Senior Vice President, Sales and Marketing. To learn more about the availability of our technologies email sales@vicon-security.com.

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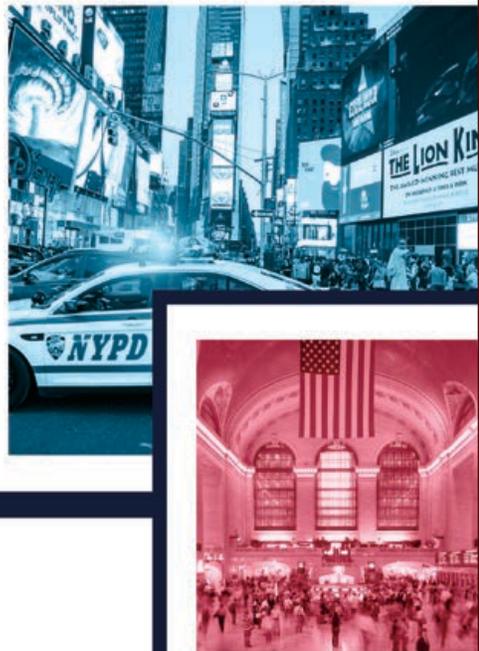
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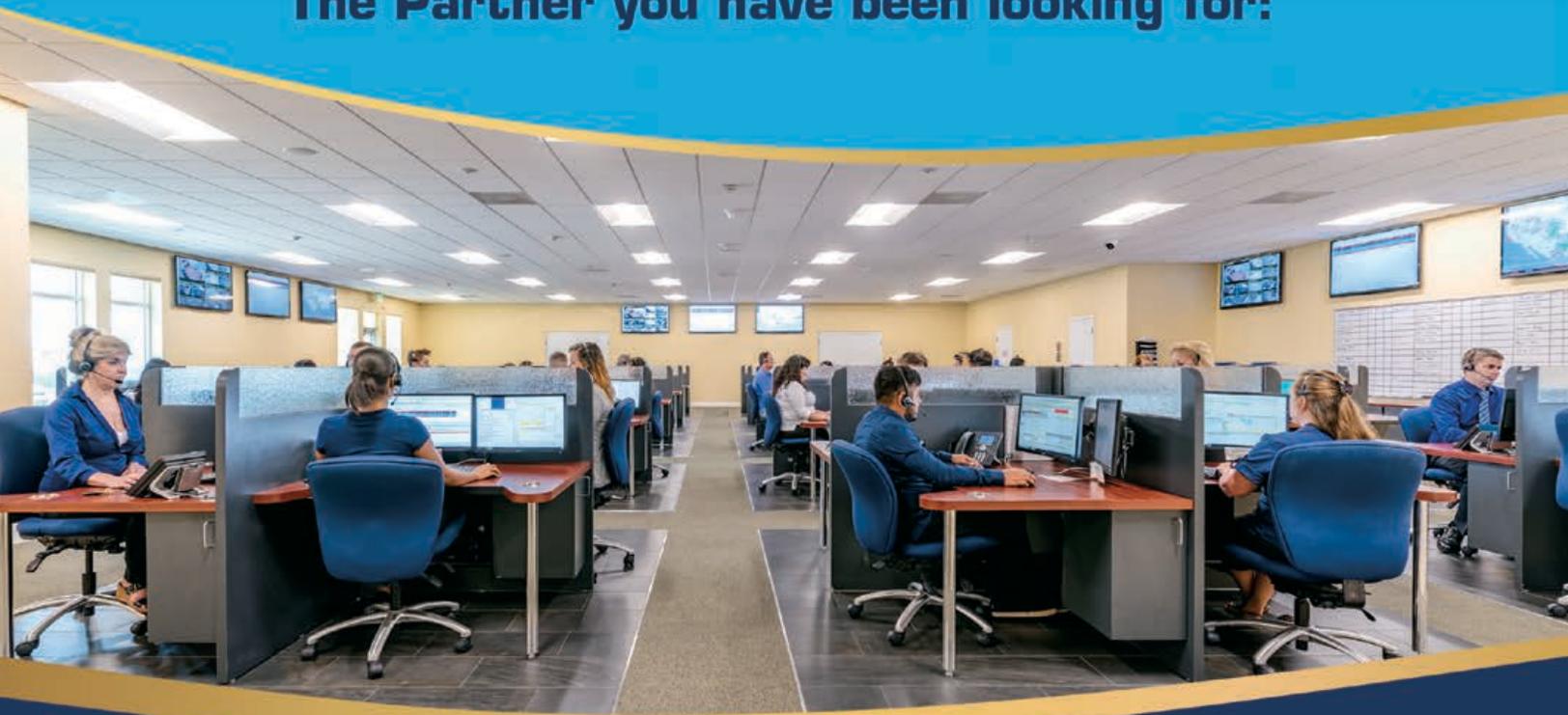


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CAA Winter Convention on Friday, December 3, 2021 - please make

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CAA Offers Training Program

The California Alarm Association (CAA) training program is available to technicians nationwide. This includes online course work leading to a Field Service Technician 1 designation and more than 100 hours of continuing education. The 24-hour course is delivered in 11 modules with instruction ranging from business communications to intrusion detection. Completion of this course work will position an employee to succeed in the security industry.

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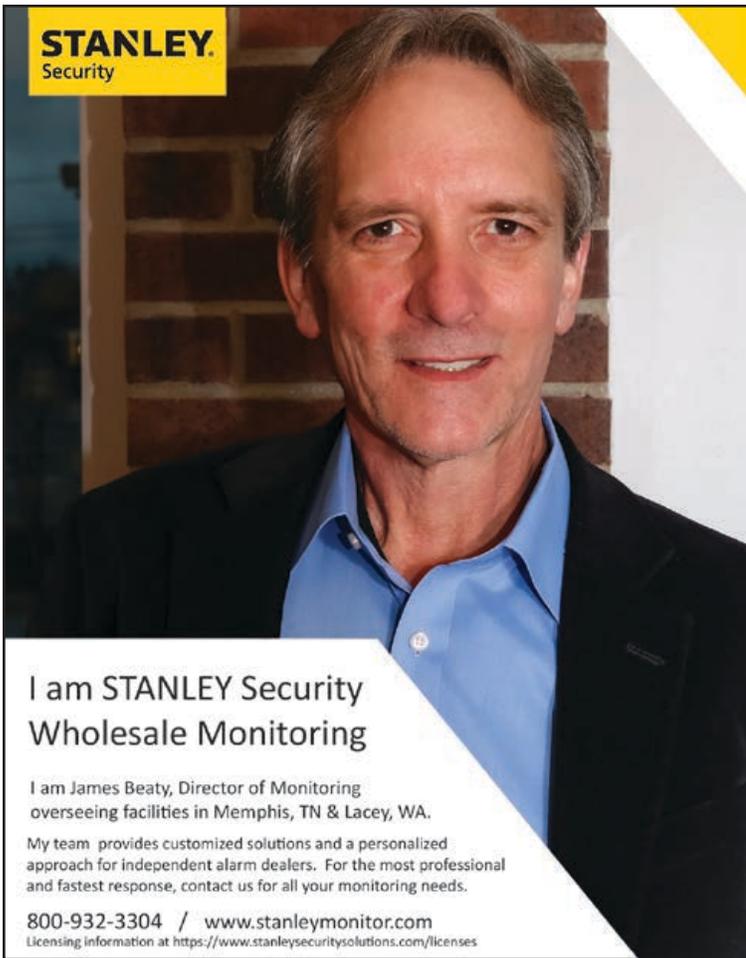


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INDUSTRY NEWS

EASTERN BANK announced that A-COM Integrated Solutions is a new commercial banking customer. "Eastern understands our model, has ensured a smooth process for managing our working capital and daily treasury needs, and offers the resources to support our future plans as new opportunities form from our customers' changing need," said Wayne Beck, CEO and Founder of A-COM. The



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Commercial Banking team
advising A-COM included
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Officer Greg Buscone, Senior Vice President and Commercial Team Leader Brendan O'Neill, and Senior Vice President and Commercial Relationship Manager Matthew Hunt.

Because of COVID, schools have made it permissible for students to bring and use a refillable water bottle to school. Christie Costello from the **KIMBERLY TAUER**

FOUNDATION, INC (KTF) was approached by a local elementary school in Pensacola, FL. Peggy Page with **STANLEY SECURITY**

WHOLESALE MONITORING answered the call and provided 600 refillable water bottles. This donation plus donations from the community provided 800 refillable water bottles for this school. Every child now has their very own bottle and the school has extras for when they are misplaced.

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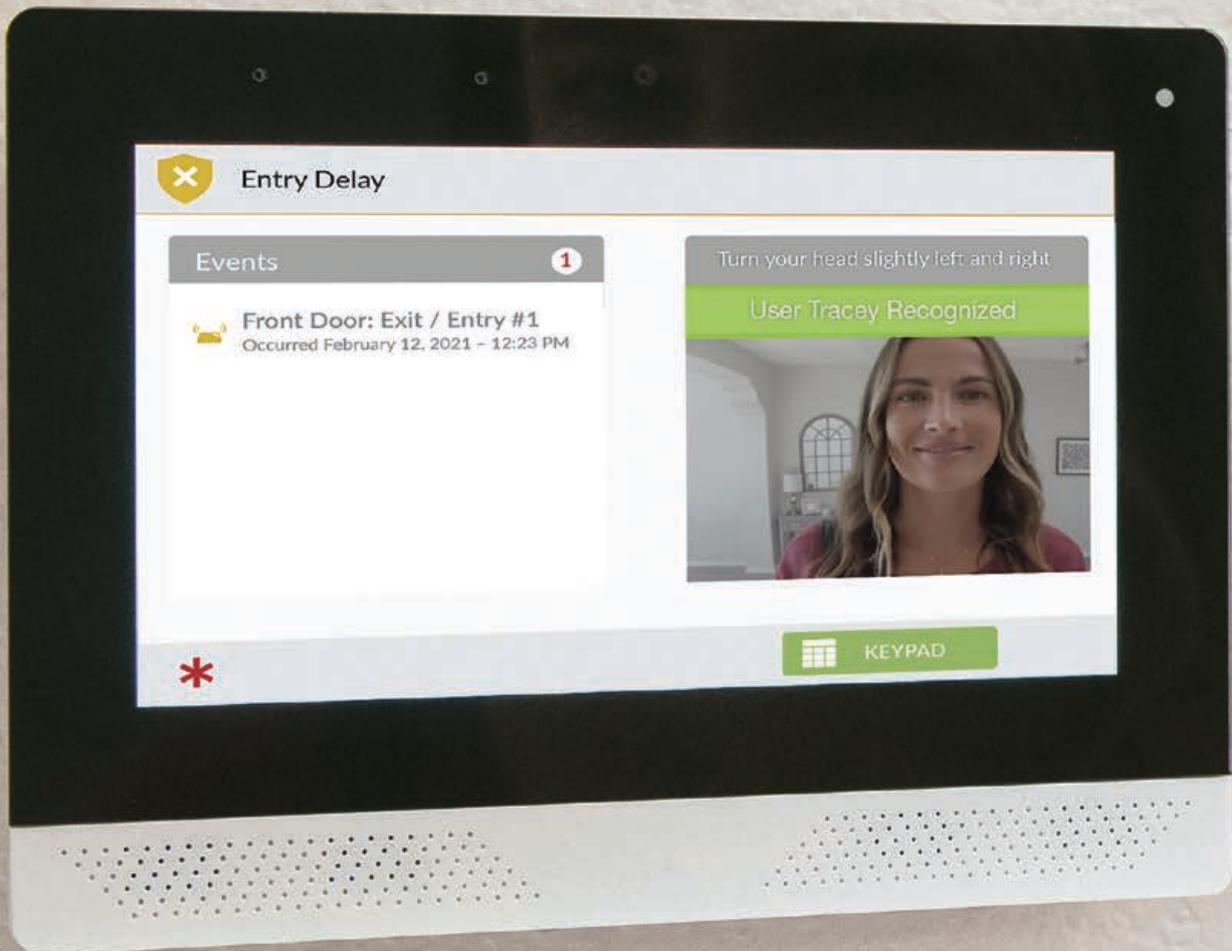
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Tim Westphal, EBAA President

EBAA Meetings

For questions, please reach out to Treasurer Deric Morrow 510-432-8130 deric.morrow@amag.com.

RSVP to 800-437-7658 or 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/. 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.

MID-CAL

Alarm Association



MID CAL ALARM ASSOCIATION

Mike Tarin, President

GLASAA

Greater Los Angeles Security Alarm Association

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 is 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.



GREATER VALLEY ALARM ASSOCIATION

Joe Castro, President

GVAA MEETINGS

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



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Visit www.OCAAonline.org for more information.

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 OCAA activities, contact the OCAA office at 800-437-7658 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.

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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 hgongalezreed@pd.sandiego.gov. If you have any questions, please contact Hilda Gonzalez Reed at hgongalezreed@pd.sandiego.gov or 619-531-2247. Visit our website 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



GOLDEN GATE ALARM ASSOCIATION

Paul Wassem, President

GGAA Meetings to be held at: Chevy's Fresh Mex, 141 Hickey Blvd, South San Francisco, CA 94080

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



REDWOOD ALARM ASSOCIATION

Sean Cooke, President

Meetings

For questions about the association, please contact Sean Cooke at scooke@allguard-systems.com or 800-255-4273.



INLAND EMPIRE ALARM ASSOCIATION

William Watson, President

Life Charity & Holiday Crawl event Thursday, November 4

The Inland Empire Alarm Association (IEAA), in conjunction with the Riverside Police Department, will be holding their 9th Annual Tree of Life Charity & Holiday Crawl event Thursday, November 4 at the historic Mission Inn Hotel & Spa Riverside. Part of the proceeds for this ticketed event will go toward charity.

If you would like to donate a gift, please bring your new unwrapped gifts suitable for teens (gift cards suggested) as we present them to the Riverside Police Department and students of JW North High School.

To register, contact Sylvia Jimenez, Executive Director of the IEAA, by phone 951-264-5664 or by e-mail Sylvia@alarmexec.com.

IEAA Membership

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



SACRAMENTO AREA ALARM ASSOCIATION

Sacramento Area Alarm Association
3491 Park Drive Suite 20-234, El Dorado Hills, CA 95762-4549
saasecretary1@gmail.com
www.sacalarm.org

Mark Simpson, President



SVAA SILICON VALLEY ALARM ASSOCIATION

Deric Morrow, President

SVAA Information

If you are not on our e-mail list, please contact Deric Morrow at 510- 921-3987or deric.morrow@jci.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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The NSA was happy to participate in National Night Out with the Las Vegas Metropolitan Police Department's Summerlin, Northwest, and Spring Valley Command Areas in October. The NSA was glad to provide information about alarms, home and business safety, and our licensed members to the public. We are glad to participate with those who share the NSA's mission to keep our communities safe.



Watch for your membership renewals coming soon. Not yet a member? Download a Membership application on our website www.nevadasecurityassociation.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.

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Please contact us if you would like to be a member of the OBFAA. Being part of the OBFAA has many benefits such as the latest news dealing with the alarm industry in the Pacific Northwest, OBFAA represents You and Your opinion to consumers, lawmakers and the public at large. The bigger the organization, the louder its voice.

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PPVAR held its Industry Get Together & Fundraiser at TopGolf in Centennial in October. Everyone had a great time mingling with sponsors and colleagues, enjoying some fun golf, dinner and drinks. Great prizes were raffled off and funds generated for our 2022 Youth Scholarship. Thank you to our Sponsors:

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If you need contact information for any of these generous sponsors, contact cbfaa@cbfaa.org ! We look forward to many more fun events with our members in the future. Get on the bandwagon and join CBFAA today!



CBFAA Past Board Member Andrea VanDyke-Quist of SafeNet tees up.



CBFAA Members at TopGolf Industry Get Together in Centennial, CO in October



Premium Sponsor Jeff Dickerson & Cameron of AvantGuard Monitoring address the attendees



CBFAA Board members – L to R: Mark Reimer of ADT, Leif Wulforst of A-1 Security, Sofia Aguilar of A-1 Security, Andrea VanDyke Quist of SafeNet, Jeanne Palmer -CBFAA Exec. Director, John Wrzesinski of Safe Systems, Brian Kirtley of Comcast Xfinity, Bill Williams of Johnson Controls, and Grady Medcalf of Comcast Xfinity.

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Upcoming events 2022:

- January 2022 Monthly Meeting
- February 2022 Legislative Update
- March 2022 Fire Symposium
- May 2022 Annual Meeting



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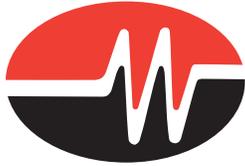


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WBFAA UATC Apprentice Enrollment for Spring Semester Class Open

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.

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Rebecca Stengel
Business Development Representative

866.722.1448 (main)
480.273.6400 (cell)
rebeccastengel@cmsn.com

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 more than 50 hours of course offerings. Registered technicians with member companies will have access to 18 hours of online courses annually at no fee. In addition, registered technicians will have access to courses offered in physical classrooms and can submit third-party training for certification for renewal of the state Fire/Life Safety Certification card. For more information, visit www.wbfaa.net 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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CAA CONVENTIONS

2021..... December 1 – 4 Virtual Format

2022..... May 18-21, 2022 Hilton Palm Springs

INDUSTRY EVENTS 2021-2022

TMA Ops-Tech

November 7-11, 2021, Charlotte, NC

ISC East

November 17-18, 2021, Javits Center, NYC, NY

CAA Winter Convention

December 1 - 4, 2021, Virtual format

Imperial Capital Security Investor Conference

December 12 - 14, 2021, New York, NY

SIA/ISC Loves Security

March 22, 2022, THE ROCKHOUSE, Las Vegas, NV

ISC West

March 23-25, 2022, Sands Expo Center, Las Vegas, NV

AFAA Annual Conference

May 3 - 5, 2022, Palm Coast, FL

CAA Summer Convention/Hilton Palm Springs

May 18 - 21, 2022

ESX

June 14-17, 2022, Ft. Worth, TX

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

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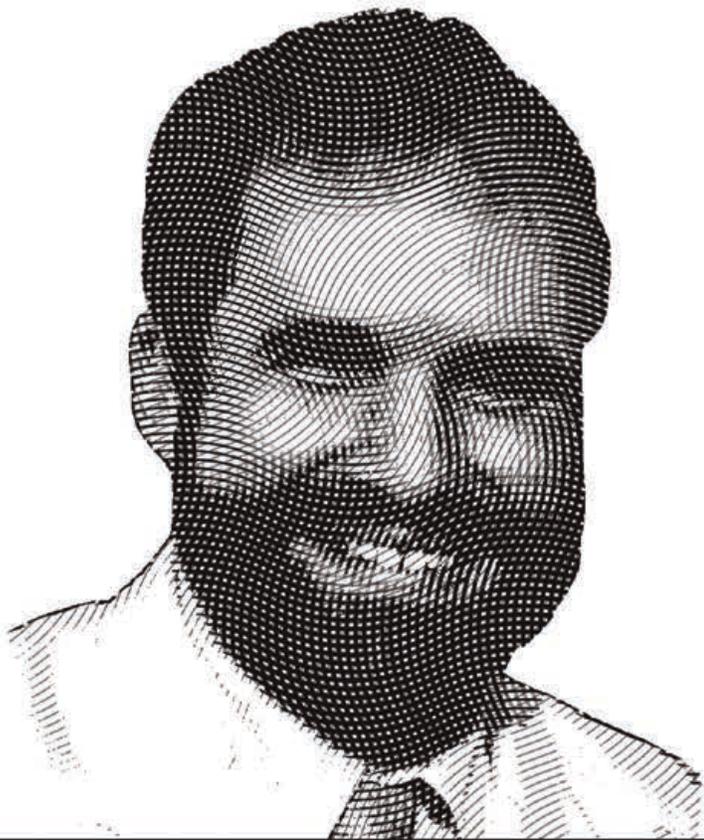
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