

# THE MIRROR

PUBLISHED BY THE CAA FOR THE WESTERN STATES SECURITY ALLIANCE  
VOLUME XXXII, NUMBER 1 — JANUARY 2023

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



## New Slate of Officers Elected at the CAA Winter Convention 2022

The California Alarm Association held elections for the 2023-2024 officer positions at the General Session, December 2, during the Winter Convention in San Francisco, CA.

- President: Sean Cooke, AllGuard Alarm Systems
- Vice President North: Matt Hoffman, Hoffman Security
- Vice President South: Matt Kruger, Ranch & Coast Security
- Secretary: Tim Westphal, Bay Alarm Company
- Treasurer: Dave Michel, Valley Alarm
- Sergeant of Arms: Elizabeth Courtney, Beacon Security
- Associate Director: Rich Whitlock, Wesco

## A Word of Thanks

As 2023 rapidly approaches, SIAC would like to send our Christmas blessings and wishes for a safe holiday season to all our supporters. We've been actively serving the security industry and partnering with law enforcement for over 20 years, and it is your donations that keep us active. For your contributions, thank you:

- Johnson Controls
- ADT
- Comcast
- NetOne
- Resideo
- Alarm.com
- Bay Alarm Company
- Cox Communication
- California Alarm Association
- CPI Security Systems
- DMP – Digital Monitoring Products
- ESA – Electronic Security Association
- Guardian Protective Services
- NMC – National Monitoring Center
- SIA – Security Industry Association
- Stanley Convergent Security Solutions
- Vector Security Inc.
- Vivint
- Wayne Alarm Systems, Inc.

*SIAC, continued on page 3*



*Chuck Petrusha receives the Weinstock Award from CAA President Mike Salk, at the 2022 CAA Winter Convention.*

## CAA Winter Convention 2022 A Success!

The California Alarm Association held their Winter Convention over four days, November 30-December 3, at the stunning Fairmont Hotel in San Francisco, CA. The event offered the 300+ attendees the opportunity to network, view the latest trends and technologies available in the California marketplace from over 60 exhibiting companies, and honor the 2022 George A. Weinstock Award Winner, Chuck Petrusha from Advanced Security Systems of Eureka, CA for his lifetime of service and volunteer work to the Electronic Security Industry.

Wednesday was the opening day of the event and was filled with various Association meetings which was capped by an opening reception in the Crown Room offering majestic panoramic views of the city. Over 150 industry professionals turned out for this networking event over an open bar.

Thursday was opened by the inaugural Harvey J. Eisenstadt Sales Symposium, a peer-to-peer sales training seminar co-hosted by industry veterans Kelly Bond of Davis Mergers & Acquisitions and Audrey Pierson of Audrey Pierson Consulting. Kirk MacDowell of MacGuard Security Advisors organized and conducted opening statements with additional commentary from family.

Following the opening Symposium, a day full of educational workshops were conducted by representatives of several manufacturers and industry service providers. The day concluded

*Convention, continued on page 10*

# Get SMS Real-Time Alarm Response

John Smith

## **BURGLARY FRONT DOOR**

On 10/18/2022 at 17:22

More Info: (800) 555-1212

Press **1** to Acknowledge & CANCEL Alarm

Press **2** to Request Callback

People don't respond to calls. But they will check their texts. Real-time text messaging and alarm interaction from American Two-Way comes standard for our dealers to offer their subscribers. Help reduce false alarms and add interactive services like text alerts for your customers for free - even with older panels or without having to replace the panel.

**Over Four Decades of Innovation in Monitoring Has Its Benefits. In Fact, Innovation Comes Standard.**



**(800) 821-8200**

**Get Your Free Dealer Kit Today: [atwcentral.com/dealerkit](http://atwcentral.com/dealerkit)**



## CALIFORNIA ALARM ASSOCIATION BOARD OF DIRECTORS

### OFFICERS

#### President

Sean Cooke, AllGuard Alarm Systems

#### Northern Vice President

Matt Hoffman, Hoffman Security

#### Southern Vice President

Matt Kruger, Ranch & Coast Security

#### Secretary

Tim Westphal, Bay Alarm Company

#### Treasurer

David Michel, Valley Alarm

#### Sergeant at Arms

Elizabeth Courtney, Beacon Security

### REGIONAL PRESIDENTS

Tim Westphal, East Bay Alarm Association

Paul Wasserm, Golden Gate Alarm Association

David Michel, Greater L.A. Security Alarm Assn.

Joe Castro, Greater Valley Alarm Association

William Watson, Inland Empire Alarm Association

Michael Tarin, Mid Cal Alarm Association

Elizabeth Courtney, Orange County Alarm Association

Sean Cooke, Redwood Alarm Association

Mark Simpson, Sacramento Area Alarm Association

Open, Silicon Valley Alarm Association

Matt Kruger, San Diego Alarm Association

Rich Whitlock, Wesco, Associates Director

Joe Nuccio - ADT, Large Company Representative

### PAST PRESIDENTS

Mike Salk, Reed Brothers

Tim Westphal, Bay Alarm Company

Chuck Petruska, Advanced Security Systems

Cathy Rempel, American Security Integrators

Bob Michel, Valley Alarm

John Hopper, Sentry Alarm

Matt Westphal, Bay Alarm Company

Jon Sargent, Tyco Integrated Security

Patty Hartman

Tony Smith, Security Finance Associates

George Gunning, USA Alarm Systems

Frank Burke, USA Alarm Systems

Pam Alva, Allied Security Alarms

Ted Willie

Roger Westphal, Bay Alarm Company

Richard A. Beunk, Comseco of California

Rod Uffindell, Denalect Alarm Company

Jack McAboy, Harold France

Bruce Westphal, Bay Alarm Company

Paul Worsley, Valley Burglar & Fire Alarm Co.

George A. Weinstock

Everett Westphal, Bay Alarm Co.

Frank Meiners, William Swinney

Robert Leeper, Jerry J. Linder

### EX OFFICIO

Jerry Lenander, Executive Director

Lessing E. Gold, Legal Counsel

Charles Schwager, CPA

THE MIRROR is published monthly by the California Alarm Association, a California not for profit association, for the Western States Security Alliance. No articles herein may be reproduced without written permission of the California Alarm Association.

The Association is not responsible for any errors or omissions in advertising.

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

[info@caaonline.org](mailto:info@caaonline.org)

© Copyright 2023 by the California Alarm Association



[www.facebook.com/CAAonline](https://www.facebook.com/CAAonline)  
[www.twitter.com/CAA\\_online](https://www.twitter.com/CAA_online)



## CAA PRESIDENT'S MESSAGE

I am honored to be elected as you incoming President of the California Alarm Association.

First, I would like to thank Mike Salk for his leadership and guidance over the past two years. His dedication to our organization has helped us grow and thrive, and I am grateful for his contributions.

I am excited to take on this new role and lead our association into the future. Our industry is constantly evolving, and it is important that we stay ahead of the curve. We must continue to advocate for our membership and the alarm industry as a whole.

I am committed to working with our Board of Directors and membership to identify and address the challenges that we may face, and to find solutions that will help us to grow and prosper. I believe that by working together, we can achieve great things for our association and industry.

The **CAA Winter Convention** went off with great success. Attendance was back to pre-pandemic levels with more than 300 attendees and more than 100 exhibiting companies. We had more than 20 workshop sessions that covered a myriad of alarm industry topics and current challenges dealers are facing in the industry today.

We held the inaugural Harvey Eisenstadt Sales Symposium where Kelly Bond and Audrey Pierson both gave great presentations and insights that sharpened our selling and closing skills. Thank you to Kirk MacDowell (lead chair) for organizing the inaugural Symposium. I know Harvey would be extremely honored and proud of the legacy you are caring on.

We also got to honor Chuck Petruska as this year's CAA George A. Weinstock Lifetime Achievement Award recipient. Thank you, Chuck, for all the hard work and dedication you have provided to the industry over the course of your career.

Finally, I would like to thank all of our sponsors at the CAA Winter Convention. We had a total of 40 Sponsoring Companies with revenues exceeding \$152,000. Your support is critical to the success of the Association. Thank you again for your contributions.

Moving into 2023, I am looking forward to our Day on Capitol Hill, ISC West, CAA Palm Springs Convention, in-person meetings throughout our 11 chapters, and active involvement from membership.

Thank you again for the support and your confidence in me. I look forward to serving as your President and working with each and every one of you to advance the interest of the California Alarm Association.

Here's to a happy and prosperous 2023!

Sean Cooke  
CAA President



By Sean Cooke

### SIAC continued from page 1

Our thanks to our Emerald supporters: AAF – Alarm Association of Florida; Altronix Corporation; Bosch Security Systems, Inc.; COPS Monitoring; TMA – The Monitoring Association; Rapid Response Monitoring; Washington Alarm. And, thanks as well to our Sapphire contributors: Ackerman Security; A-COM (United Monitoring Services); Alarm Detection Systems, Inc.; Amherst Alarm; AT&T Digital Life; DGA Security Systems, Inc.; Doyle Security Systems; Electronix Systems; EPS – Engineered Protection Systems, Inc.; Gilmore Security Systems; Guardian Alarm Co. of Michigan; Habitec Security, Inc.; Michigan Burglar and Fire Alarm Association; Per Mar Security Services; Reed Expo; RFI Enterprises, Inc.; Securitec Security Systems; SEI – Security Equipment Inc. For a full list of contributors, please visit our web site.

We also thank our "Valued Contributors." Please check out our next blog for more on the value they bring to SIAC and the security industry at large.

We've had many successes over the years, but none could come without your support on alarm management issues and financially. The good work we do is reflective of the security industry's leadership on these issues. Again, our thanks to all of you, and stay tuned for 2023.



Since 1981, Bolton has been an expert provider of risk management and insurance for the security industry. Our team has the experience to provide customized programs to assure alarm dealers and central stations have the right coverage that matches their budget and specific needs.

Security professionals are exposed to numerous risks that standard insurance policies just don't cover.

That's why Bolton's Security & Alarms Program arms you with a range of industry-specific resources and policy enhancements to protect your company from the challenges you may face.



## Covering the Insurance Needs of the Security and Alarms Industry.



John Guthrie, Executive Vice President  
jguthrie@boltonco.com // (626) 535-1824

Pasadena // Santa Clara // Anaheim // Torrance  
www.boltonco.com // Insurance License No. 0008309



### Rebecca Stengel

Business Development Representative

866.722.1448 (main)  
480.273.6400 (cell)

rebeccastengel@cmsn.com



## CALIFORNIA AUTOMATIC FIRE ALARM ASSOCIATION

TEL 888/607-5959  
www.CAFAA.com  
info@CAFAA.com  
P.O. BOX 1459  
FREMONT, CA 94538-0013

### CAFAA BOARD OF DIRECTORS

#### PRESIDENT

Joel Reitz, Sabah International

#### VP – SOUTH

John Maitrejean, Siemens Industries

#### VP – NORTH

Daniel Tate, Intrepid Electronic Systems

#### SECRETARY

Joseph R. Cervantes, Sr., Space Age Electronics

#### TREASURER

Drew Turner, HCI Systems

#### IMMEDIATE PAST

#### PRESIDENT

Jay Levy, Saf-Com Supply

#### DIRECTORS

Frank Alvernaz, Helix Electric

John Bennett, Bennett Fire & Security

John Kapis, Coffman Engineers

Kevin Green, Pyro-Comm Systems

Kirk Greenwood, Johnson Controls

Curtis Streeter, Deep Blue

Integration

Toby Woods, Beacon Security

## CAA LEGISLATIVE WATCH

### 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.

#### Payable to:

CAA PAC

#### Mail to:

CAA PAC

C/o Richard Eichman, CPA

1127 11th Street, #300, Sacramento, CA 95814

Funds can be corporate or personal, although they are not tax deductible.

IMPORTANT: Include your name, address, employer and occupation with each contribution.

VISA/MASTERCARD/AMERICAN EXPRESS

To make donation with your VISA/MasterCard/AMEX call the CAA office at 800-437-7658.



# **Your Fire/Security/ Integration Company is WORTH MORE THAN YOU THINK!**

## **Sell Your Company or Accounts Now**

*We have qualified buyers  
ready to purchase your  
Security, Fire, Integration  
business and/or accounts.*

- FIRE ALARM
- FIRE SUPPRESSION
- INTEGRATION
- CENTRAL STATION MONITORING
- SECURITY
- VIDEO
- MEDICAL ALERT
- GUARD



## **MEET WITH RORY IN VEGAS!**

**SCHEDULE A CONFIDENTIAL MEETING  
WITH RORY AT ISCWEST IN LAS VEGAS!**

**CALL RORY RUSSELL'S PERSONAL  
CELL PHONE NOW: 1-518-366-5111**

**ISC WEST**

**This is your chance to talk to the *Industry Leader in Acquisitions and Sales*, Rory Russell, in person at ISC WEST, Las Vegas 2023.**

### **MOST RECENT CLOSINGS:**

Los Angeles, CA	\$10.4 Million
Philadelphia, PA	\$12 Million
Sarasota, FL	\$21.5 Million

**CALL NOW: 1-518-366-5111** to schedule  
a meeting with Rory from Tuesday, March 28  
to Friday, March 30 at ISC WEST, Las Vegas.

**A F S**  
ACQUISITION &  
FUNDING SERVICES



## FIND OUT HOW DMP CAN MAKE YOUR BUSINESS MORE VALUABLE

Contact your dealer development manager today.

**NOV HIRING**

### NORTHERN CALIFORNIA

**Jeff Spatz**

Cell: 417-689-7045

JSPatz@DMP.com

### CENTRAL CALIFORNIA

**Josh Jetton**

Cell: 417-709-9799

JJetton@DMP.com

### LOS ANGELES

**Edward Zachar**

Cell: 417-399-0358

EZachar@DMP.com

### SOUTHERN CALIFORNIA

**Adam Fisher**

Cell: 417-406-2172

AFisher@DMP.com

### DIRECTOR OF SALES, WEST

**Jeff Spatz**

Cell: 417-689-7045

JSPatz@DMP.com



2500 N. Partnership Blvd | Springfield, MO 65803  
Phone: 800-641-4282 | Fax: 800-743-5724  
DMP.com | Info@DMP.com

# 2023 CAA EVENTS



Join us in Palm Springs 2023

Summer Convention  
May 17 - 20



Your Company In Good Company  
ACO 5198

**KEN GRETRY**

Business Development

800.839.7212

714.393.4573

kgrestry@gmscentral.com

UL UUFx Protective Signaling Services - Central Station



**avantguard**  
A Becklar Company

**TMA 2022 Monitoring Center of the Year**

**TIM CAHOON**

Southwest

602.881.3008

southwest@agmonitoring.com

**BRET ANDERSON**

Pacific Northwest

208.871.6316

pacificnorthwest@agmonitoring.com

**CAMERON RICHTER**

Rocky Mountain

385.393.0723

rockymountain@agmonitoring.com

CONTACT AVANTGUARD TODAY TO SEE HOW WE CAN HELP

844-812-2897 | SALES@AGMONITORING.COM | AGMONITORING.COM

**Think Signs.  
Think Maxwell.**

Helping security professionals build their business since 1977 with personalized service and high quality products ...all at competitive prices.



MAXWELL  
Signs®

800-472-7336

maxwellmfg.com

signs@maxwellmfg.com



Signs • Decals • Stakes

©2022 Maxwell Alarm Screen Mfg., Inc. All rights reserved.



# Celebrating 60 Year Anniversary

1958-2018



## John Campau, Selling the Connected Lifestyle

[JohnCampau@Comtronics.com](mailto: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.

**SMART PHONES CONNECTED TO SMART HOMES**

Visit [www.comtronics.com](http://www.comtronics.com) • Call (517) 787-2900







**TriStar  
Monitoring LLC**

"Service with Integrity and Commitment"

**Success  
Stability  
Constant**

Call Today to Join Our Solid & Stable Monitoring Program

**TIM LeBLANC**

(951) 442-2526

Sales@TriStarMonitoring.com • TriStarMonitoring.com

State of the Art Technology  
Rock Solid, Enduring Ownership  
**Veteran Owned**



Ca License #AC07211

**StarLink**  
**connect**

Cell/IP Communications/Smart Hub  
Virtual Keypads & Downloads  
For Top Panel Brands



**Jason Harris**  
Western Regional Sales Manager  
AK, N. CA, WA, MT, ID, WY, UT, CO, OR  
Cell: 631-553-5067  
jharris@napcosecurity.com

**Christian Brandow**  
SW Regional Sales Manager  
AZ, S. CA, NM, NV, HI  
Cell: 631-786-3882  
cbrandow@napcosecurity.com

**Eric Felton**  
Regional Sales Manager  
TX, OK  
Cell: 631-793-4713  
efelton@napcosecurity.com

333 Bayview Ave., Amityville, NY 11701  
1-800-645-9445

**BPSID**  
BARKIN,  
PERREN,  
SCHWAGER &  
DOLAN, LLP  
CERTIFIED PUBLIC ACCOUNTANTS

ALYSON R. PATTIE, CPA

apattie@bpsdcpa.com

PH: 818.719.9020

FAX: 818.702.0273

<b>Adrian Tameguia</b> Regional Sales Manager Northern California, Texas, Utah and Colorado <b>415-298-6000</b> adrian.tameguia@dahuasecurity.com	<b>Matthew Estilo</b> Territory Account Manager Northern California <b>408-806-9858</b> matthew.estilo@dahuasecurity.com	<b>Greg Cortina</b> Regional Sales Director Western US <b>661-965-1100</b> greg.cortina@dahuasecurity.com
<b>NIGHT COLOR 2.0</b> Maintain the ambience of a scene with covert, full-color security	<b>TIOC</b> Deter crime temptation with the sights and sounds of a TIOC	<b>MORE COLOR</b> View more color with this smart dual illumination camera
<a href="http://us.dahuasecurity.com">us.dahuasecurity.com</a>		

## ALARM INSURANCE

The Insurance Specialists for the Alarm Industry

John Bures, CPCU  
President - Alarm Insurance Agency/Michael J. Kelly Insurance Agency

P.O.B. 61886  
North Charleston, SC 29419

jbures@alarmins.com  
www.alarmins.com

Phone: (248) 206-0900  
Phone: (800) 474-0933  
Fax: (800) 240-0631

California License # OK04779

ADVERTISE IN THE MIRROR  
— REACH A QUALIFIED,  
INTERESTED AUDIENCE

**THE MIRROR**

800-437-7658  
[info@CAAonline.org](mailto:info@CAAonline.org)





# SLOW DOWN

## Aren't “At-Home” Operators Susceptible To The Same Dangers They Monitor For?

Unlike reactive organizations, our preparation gives us the endurance to continuously provide **professional monitoring services from within our hardened facilities** through the most savage storms. Never from employees' homes.



When we're prepared for the worst, **YOU** get the best.



Rapid Response Monitoring • 800.558.7767



**RAPID RESPONSE**  
MONITORING

[rrms.com](http://rrms.com)

AL: 440, AK: 2136087, AR: CMPY0001302, AZ: 20832, CA: AC05498; ACB5700, DC: 602513000011, DE: 02-168, DE Fire: GSRSL-0003, FL: EF0000213, IL: 127.001246, NV: NV20131073243, NY: 12000266582, OK: 648, OR: 0183, RI: 4349, TN: 834, TX: B09590, TX Fire: ACR-2020, VA: 11-2850, WA: 602 323 440





# CAA Winter Convention 2022



(L to R) Ralph Sevinor of Wayne Alarm, John Del Padre of Granite Telecommunications, and Nathan Raustad of Wayne Alarm at the Thursday night Exhibits



(L to R) Moderator Les Gold of MSK and Panelists Patrick Egan of Egan Security Group, Deanna Blair of Alula, Ralph Sevinor of Wayne Alarm, Yat-Cheong Au of AEC Alarms after Saturday's Industry Incorrect Breakfast.



(L to R) Rich Whitlock, Dave Michel, Sean Cooke, Tim Westphal after General Session at Winter Convention



(L to R) NMCs Todd Shuff, Tatiana Abamek, Woodie Andrawos, Mark Matlock and Mark Conger at the Thursday night exhibits

## CAA Convention, continued from page 1

with Exhibits over open bar which provided opportunity for showcasing products, services, and new relationships.

Friday was a packed day kicking off with Exhibits leading into the General Session, which honored the event sponsors, covered various topics of CAA related affairs and conducted the final election for the 2023-2024 CAA officers. Following the General Session, the Keynote Address was given by Tim Whall, former CEO of ADT Security Services and current board member of Alarm.Com. In the afternoon, another industry stalwart, George De Marco, moderated a dynamic panel of progressive industry professionals to discuss opportunities and challenges that lie ahead for the system integrator, traditional alarm dealer, DIY's and monitoring centers alike.

Friday concluded with the George A. Weinstock Award Dinner and Presentation to Chuck Petrusha. Over one hundred fifty individuals consisting of family, friends, and industry constituents convened to honor a lifetime of service to the CAA and Electronic Security Industry.

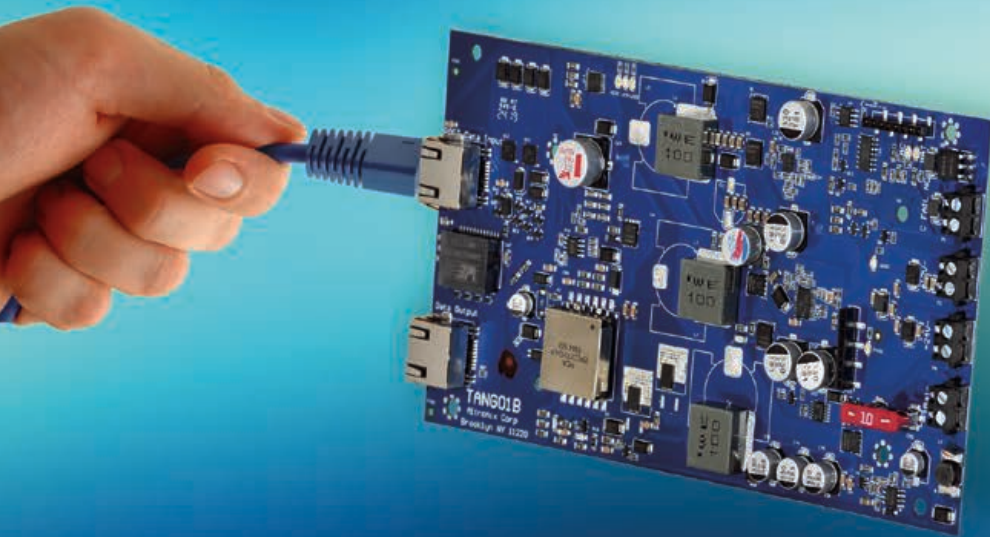
The Industry Incorrect Breakfast on Saturday concluded the event with a panel discussion lead by Les Gold, CAA legal counsel, discussing the evolving dynamic of conducting business in California and the challenges of retaining top industry talent.

Please mark your calendars for the 2023 Winter Convention, December 6-9 and visit [www.caaonline.org/events/](http://www.caaonline.org/events/) for information for all CAA events in 2023.



# PLUG & PLAY ACCESS POWER

4PPoE Driven Power – by ALTRONIX



Power for 12 & 24VDC  
controllers, devices,  
and peripherals



INTRODUCING  
**TANGO**

Tango power supply/chargers provide faster, safer deployments, eliminating high-voltage by utilizing 802.3bt PoE.

- Converts PoE to 12VDC and 24VDC simultaneously
- Power your access system from a single cable, reducing costs and increasing profits
- Built-in LiFePO4 battery charger

 **Altronix**<sup>®</sup>



LEARN MORE!

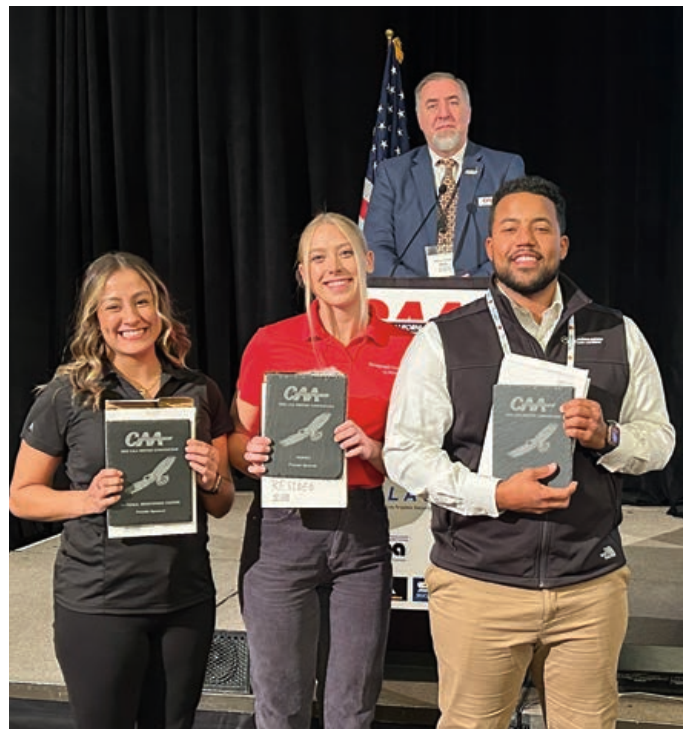
YOUR LEADER IN POWER SOLUTIONS



# CAA Winter Convention 2022



*PLATINUM Sponsors Tim Westphal of Bay Alarm and Mary Beth Shaughnessy of ISC Security Events were recognized during Friday's General Session*



*GOLD Sponsors Tatiana Abramek of NMC, Resideo, and Julian Flamer of Alarm. Com were recognized during Friday's General Session*



*BRONZE Sponsors of the Winter Convention were recognized during Friday's General Session*



*SILVER Sponsors of the Winter Convention were recognized during Friday's General Session*





*CAA President Mike Salk addresses audience at the Friday General Session of the Winter Convention*



*Weinstock Award Winner  
Chuck Petrusha, family  
and friends at the Award  
Dinner*

*Weinstock Award Winner Chuck  
Petrusha poses with family at the  
Friday night Award Dinner*







**NAPCO SECURITY TECHNOLOGIES**, is pleased to offer expanded free trainings to dealers, locksmiths and integrators on both its easier-to-install, faster-to-deploy, cellular- or cloud-based access control system solutions. Its new AirAccess systems, powered by StarLink Cellular; and, E-Access software-free systems, are a great alternative to complex enterprise systems and far simple to scale for SMBs. These intro classes, cover both

systems, and are designed to help security dealers get in on the profitable, in-demand, mass Access Control business, using technologies that save time and complexity, by avoiding conventional networking &/or IT-Dept interactions and delays. Also new from Napco is E-Access, a Software-Free embedded access system that frees dealers from costs, time, and trouble spent loading access control software onsite and doing perpetual updates to it and associated drivers or hardware down the road. Both systems, sold at Napco distributors, are super-scalable from a few doors and users to hundreds, and they offer easy smart mobile Apps with free built-in credentials and command-control and lock-down security for authorized users.

**NAPCO SECURITY TECHNOLOGIES** is pleased to announce that it has recently become a PASS Partner (Partner Alliance for Safer Schools) as part of its commitment to help provide more school and campus solutions, in the face of the escalating violence and tragedies nationwide. PASS K-12 is a well-respected program that offers comprehensive information and objective guidelines for securing school facilities, created by a multidisciplinary team spanning security, education, infrastructure, and corporate sectors. PASS presents the comprehensive tools and insights needed for public safety and security professionals; school administrators and school boards, to work in concert to implement a tiered school security protection approach, from inside to the outer perimeter. "NAPCO's joining the Partner Alliance for Safer Schools was a natural for us – Knowledge is power, and it's especially critical when it comes to school security, from my perspective both as NAPCO's SVP of Sales, as well as the father of school-age children," said Stephen Spinelli. As part of our PASS K-12 partnership, we will now be developing new school security training courses, and incorporating the PASS K-12 Program, taught by certified NAPCO trainers, for security providers and campus security professionals.



**DITEK**, the leading provider of surge protection solutions, is proud to announce the launch of their digital training platform, DITEK University, in partnership with SecurityCEU.com and the CMOOR Group. DITEK



University offers online, interactive training courses covering a variety of surge protection topics ranging from basic principles to best practice techniques for specific applications. "DITEK has long been the industry leader in surge protection training," said Mike Molinari,

Director of Sales at DITEK. "We have provided in-person instruction to tens of thousands of technicians, salespeople and project managers

across many venues including auditoriums and one-on-one training sessions. We are so excited to now bring this experience and education to a broader audience when and where they need it." Future courses will be developed by DITEK in conjunction with SecurityCEU.com and the CMOOR Group. Attendees are encouraged to revisit DITEK University for more training opportunities, as well as approvals for continuing education accreditation for available eLearning courses.

**BECKLAR, AVANTGUARD** and **FREEUS** have earned for a fourth consecutive year the Salt Lake Tribune Top Workplaces Award in the Mid-sized Company category for the state of Utah. Regarding the award, Clint Halverson, CPO for Becklar — parent company to AvantGuard and Freeus — said, "We are excited once again to be recognized as one of the top places to work in Utah. Our outperformance as a business is largely attributable to our amazing team and our powerful culture that puts caring for each other, our dealers and their subscribers at the center of all that we do. Our senior management team has decades of experience and is well-versed in innovating to drive growth and supporting that growth with a culture that allows each team member to bring their best self to work each day. Our people are at the core of our amazing culture. We hire and train only the best to ensure our culture thrives."

**MACURCO GAS DETECTION** announced its new Carbon Monoxide Monitor (CM-E1 RH) Round Housing Unit. The new CM-E1 RH



will meet all the expectations of the CM-E1, but now with a new visual appeal. The CM-E1 RH is UL 2075 Listed for use in residential and commercial

applications and is also approved by the California State Fire Marshal. The CM-E1 RH will have low replacement costs with long-life sensors. This ensures that our products will require low maintenance, with no calibration needed. This will allow our customers to focus on their daily lives while our products focus on protecting them and their property. The Round Housing option will have two form options to choose from, flush or surface mount, and they are made in the United States.

**HAKIMO**, announced that its AI solution has completed operational test and evaluation by National Safe Skies Alliance, Inc. (Safe Skies) at San Diego International Airport. Safe Skies, an independent third-party



non-profit organization funded by the Federal Aviation Administration, conducts thorough testing of security systems' detection capabilities, reliability, and maintainability under active airport operational and envi-

ronmental conditions. Safe Skies performs its evaluations under an ISO 9001:2015-approved Quality Management System.

**MAGOS SYSTEMS** introduces Blue Force GPS and speed and direction-based filtering to the Magos perimeter detection solution. These enhancements provide facilities with increased situational awareness of their site while reducing nuisance alarms that add to the operator's information overload and distract them from responding to actual events. "Radar technology is providing growing value to security operations. It can provide intelligence about an incoming threat – friendly, human, vehicle or wildlife – as well as operational data such as speed and direction," said Amit Isseroff, vice president, R&D, Magos Systems. "The Magos solution provides this additional awareness and reduces nuisance alarms by intelligently filtering incoming alerts, all in a more cost-effective way than video analytics or other solutions."



# The Anatomy of An Acquisition

The Davis Group knows what makes deals tick from head to heart

Selling your Alarm or Integration company doesn't have to be brain surgery. The Davis Group knows what makes Alarm and Integrator companies look good on paper and feel good about selling.

We've helped hundreds of Security company owners like you put their companies in top shape for top dollar for over 30 years. Give us a call at 847-226-1830 when you're ready to make *your* move.

Davis Mergers & Acquisitions Group. We know what makes companies tick.

The alarm industry's most experienced Mergers & Acquisitions team



Ron Davis



Bev Davis



Steve Rubin



Kelly Bond



Katie Bally



Art Romero



**DAVIS GROUP**  
MERGERS & ACQUISITIONS

847-226-1830  
[davismergers.com](http://davismergers.com)

Representing Alarm and Integration companies for sale.  
The leading speaker group in the industry, we will provide custom presentations for your group.



*THE MIRROR attended the Contra Costa County Sheriff's Posse Annual Meeting along with (L to R) Robert Storer, Mayor City of Danville, Sheriff David Livingston of Contra Costa Co., Jim Diaz, retired Chief of BSIS and Jon Sargent, CAA Past President.*



## NTC announces a new training program: New Employee Basic Training.

With unprecedented, industry-wide struggles to find qualified employees, NTC offers a way to hire competent workers and train them to be qualified employees. Offered once a month beginning in January, students that are new to the industry – or individuals that want to diversify their skills – will receive over 40 hours of foundational training in Fire Alarm Systems, Intrusion Systems, Video Security Systems, and Access Control Systems. The program uses a combination of live, instructor-led, virtual training as well as additional online training that is assigned and monitored by the same instructor. The program also includes access to Core Competency Certification (C3) exams in each of the four systems so that students will be C3 Level 1 Certified upon completion of the program.

Students that completed the program in late 2022 have expressed feeling prepared to take on the day to day responsibilities of their jobs and managers are impressed with their knowledge. Students can be registered for the next upcoming NTC New Employee Basic Training at any point. Companies also have the opportunity to save by purchasing pre-registration bundles and sending students as they are hired.

## Borgmann Named As One of Florida's Most Influential Business Leaders

Holly Borgmann, ADT's Vice President of Government Affairs and CAA Government Affairs Committee member, has been named to Florida Trend magazine's Florida 500 list for 2023. The honor recognizes Florida's most influential business leaders.

"I'm really flattered," said Borgmann, who joined ADT in 2013. She started her career as a legislative aide in the Ohio House of Representatives. At ADT, she is responsible for federal, state and local legislative and regulatory advocacy. "It's a tremendous complement to be included on this list."

ADT has been headquartered in Florida since 2012. Florida is the fourth largest state economy in the United States and counts the third largest workforce. If Florida were an independent country, it would have the fifteenth largest economy in the world.

Borgmann serves on several boards and is currently the Vice Chair of Enterprise Florida, the primary economic development, international trade, research and marketing group promoting the state.





**FLAIR  
ELECTRONICS**

Standard and Custom Magnetic Contacts  
Wired and Wireless Annunciators  
Perimeter Fence Sensors

**Call today for free samples**

800-532-3492  
sales@flairsecurity.com  
www.flairsecurity.com

*At Flair  
We Care!*



**Rapid Response Monitoring**  
www.rrms.com

**Neil Riveron**  
SENIOR ACCOUNT MANAGER

☎ 877.673.4375  
✉ Neil.riveron@rrms.com



Sure. Most accountants know...



But not...



Reitman Consulting knows both.

Does your tax professional really understand your business?  
Do you have information that helps you to run your company and compete?  
Has your tax pro even called you to do year end planning?

Our **only** clients are Security and Systems Integration firms just like yours. We know the ins and outs of the profession and what it takes to succeed, not just survive.

We prepared hundreds of tax returns for firms just like yours last year -- large and small.

We stay involved and communicate with you year round, not just at tax time. We are at your association meetings and conventions. We know who you are and what you do.

This year, why not get real value from your tax professional.  
Call 817-698-9999.  
Let's get started!

Our firm was originally founded as S.I.C. Consulting in 2001. We are a brick and mortar consulting group with associates who know your business and have the experience and resources to assist you.

**Reitman Consulting Group** began with a pencil and knowledge of the security and systems integration industry. Although founder



Mitch Reitman has much more than a pencil now, he still has the desire and ability to serve the industry.

**We're ready to go. Are you?**



**Reitman Consulting Group, Inc.**

Tax Consulting • Brokerage • Valuation

5408 Woodway Drive  
Fort Worth, TX 76133

817-698-9999 [www.reitman.us](http://www.reitman.us)

**We're here to help with Federal, State and Local Tax Preparation. Call us today.**



# Professional Websites & Lead Generation For Alarm Companies

You don't have to waste time and money with agencies that don't understand the security industry.

At AlarmBrand, we'll create a website for you that communicates your story, resonates with your audience and generates leads, resulting in higher RMR and customer retention.

- ✓ **Industry expertise**
- ✓ **Market exclusivity**
- ✓ **Performance guarantee**



**(909) 317-3540**

[www.alarmbrand.com](http://www.alarmbrand.com)



# WE PROTECT AMERICA®



WHOLESALE MONITORING

INTRUSION

HOSTED MONITORING

PERS & MPERS

FIRE

VIDEO

IOT

BILLING & BUSINESS SOLUTIONS

BULK BUYS & ACQUISITIONS

BETTER SERVICE, AND MUCH MORE...

*"If you haven't switched yet, you should!"*

**Dynamark**  
Monitoring

📞 1.866.257.2705

🌐 [dynamarkmonitoring.com](http://dynamarkmonitoring.com)







# COMPREHENSIVE SECURITY

FOR A SAFER, CONNECTED WORLD

Taking place March 28-31, 2023 at the Venetian Expo in Las Vegas, the International Security Conference & Exposition – also known as ISC West – is the leading comprehensive & converged security trade event in the U.S. At ISC West, you will have the chance to network and connect with thousands of security & public safety professionals, learn from the dynamic SIA Education@ISC program, plus explore the latest technologies in Access Control, Alarms & Monitoring, and Video Surveillance, while discovering emerging trends in Drones & Robotics, IT & IoT Security, Smart Home Solutions, and more. Offering the combination of products, educational programming, and networking opportunities all in one place truly makes ISC West the premier destination to showcase innovation and discover what is new and next in the industry.

**MARCH  
28-31**

**20  
23**

VENETIAN  
EXPO,  
LAS VEGAS

SIA EDUCATION@ISC  
**MARCH 28-30**  
EXHIBIT HALL  
**MARCH 29-31**

*sign up to be the first to know when  
registration opens for ISC West 2023!*

**[www.iscwest23.com/CAA](http://www.iscwest23.com/CAA)**

Built by



In the business of  
building businesses



The waiting time when your client  
calls for immediate assistance.



10 seconds

Our specialists  
answer the phone  
in 2 rings or less

minutes

Other  
monitoring centers



Our **always-on customer service**  
will give you the competitive edge.

- Two-Ring Commitment
- Elite Recruitment & Training Standards
- After-Hours Technical Support
- 24/7 Dealer Support Staff

To learn more about our premier  
service, visit [www.nmccentral.com](http://www.nmccentral.com)

**1-877-353-3031**



**national  
monitoring  
center**



**SAN DIEGO**  
SECURITY ASSOCIATION

**SAN DIEGO**  
**SECURITY ASSOCIATION**

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

**Matt Kruger, 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)

**MID-CAL**

*Alarm  
Association*

**MID CAL ALARM ASSOCIATION**

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

**Mike Tarin, President**



**GOLDEN GATE**  
**ALARM ASSOCIATION**

**Paul Wassem**

OpenEye, Business Development Manager, 408-307-7725

Meeting Topic Considerations:

Building relationships with public safety

Legislation affecting the alarm industry

Local ordinances affecting the region

Latest technology and solutions

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

# Technician TRAINING in IP and Emerging Technologies

**NTP** **NATIONAL  
TRAINING  
PROGRAM**

**FST** **Field Service Technician**

*Ideal for expanding markets.  
Stay relevant. Dramatically reduce attrition.  
Sharpen your competitive edge.*

**NTP Continuing Education**

**Catalog of 175+ Hours of  
On Line Courses**

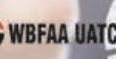
*Available to purchase per course or job-specific  
bundles! Any purchase includes a twelve month  
subscription for remediation and practice.  
Powered by Security CEU.com*

*Ideal for on-boarding and licensing  
**Field Service Technician 1 (FST1)**  
Intermediate Alarm Installation*

*24-Hour Online Courses with all the foundational  
skills. This course prepares your trainee to advance  
to the Continuing Education section providing  
in-depth technical and professional content.*



NTP is a proud partner for providing training to the following organizations:



[www.NationalTrainingProgram.com](http://www.NationalTrainingProgram.com)

800-901-2390

[info@nationaltrainingprogram.com](mailto:info@nationaltrainingprogram.com)





# SECURITY CENTRAL

PROTECT WHAT YOU VALUE

## NEW IN KNOXVILLE

### Monitoring & More

Intrusion ♦ Fire ♦ Medical ♦ Video Verification



Answering Service ♦ Marketing ♦ Accounting ♦ Call Campaigns

# 1-800-560-6568

SECURITY-CENTRAL.COM



**STANLEY**  
Security

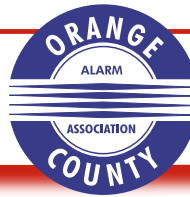


## I am STANLEY Security Wholesale Monitoring

I am Peggy Page, Strategic Account Manager.  
I am the voice of our dealers at STANLEY Security.

We are a leader in wholesale central station monitoring services offering customized solutions to independent alarm dealers with a personalized approach.

800-932-3304 / [www.stanleymonitor.com](http://www.stanleymonitor.com)  
Licensing information at <https://www.stanleysecuritysolutions.com/licenses>



## ORANGE COUNTY Alarm Association

2970 E. La Palma Avenue, Ste F, Anaheim, CA 92806  
800-437-7658 [www.OCAAonline.org](http://www.OCAAonline.org)

### OCAA Officers

**President - Elizabeth Courtney, Beacon Security**

**Vice President - Lisa Beale, American Alarm Systems**

**Secretary/Treasurer - Tatiana Abramek, NMC**

Visit [www.OCAAonline.org](http://www.OCAAonline.org) for more information.

*By Elizabeth Courtney, OCAA President*

This year the Orange County Alarm Association is focusing its' efforts on recognizing our law enforcement partnerships. We are endeavoring to build stronger, real-life relationships with our law enforcement partners. We have much to learn about law enforcement issues and we have much to teach in return.

We are encouraging our Chapter members to initiate and cement relationships by meeting with their local law enforcement agencies. Consider simply dropping by the station unannounced with donuts, coffee, pizza or sandwiches. Shift changes present a unique opportunity.

For more information about OCAA activities, contact the OCAA office at 800-437-7658 or email [OCAAlarmAssoc@aol.com](mailto:OCAAlarmAssoc@aol.com). Visit our new website at [www.ocaaonline.org](http://www.ocaaonline.org) for meeting information and registration forms, training opportunities, members list and a whole lot more.

# HELP WANTED - *Work Remotely* ALARM INSTALLERS

Who want to grow their careers & make more money working in our **Technical Services** department



**Very interesting year-round steady work; great career path with fast growing company.**

Our company is NAPCO Security Technologies, a leader in security product design & manufacturing for more than 40 years.

**We offer an excellent salary & benefits package.**

*Includes: paid vacation, personal time off, paid holidays, 401(K), long term disability insurance, tuition reimbursement, medical & dental insurance, life insurance and more.*



### Contact Us Today:

Email or Call Lou Mollica, Napco Director of Talent Acquisition, [lmollica@napcosecurity.com](mailto:lmollica@napcosecurity.com) or phone 1.800.645.9445 Ext 169 (all inquiries will be kept confidential)  
(we also offer a bounty for job accepted referrals)





# StarLink Goes 5G to the MAX

5G LTE-M  
AT&T  
Are Here!

Introducing New **StarLink MAX 5G** Universal Cell Communications Solutions,  
Maximum Reliability & Labor-Savings - *Still the Dependable, Low-Cost Leader*



- 5G MAX** Speed & Next-Level Coverage 5G LTE-M, Fastest Networks & Longest Cellular Lifespan Available
- MAX** Account Protection For Any Panel Brand, Any Central Station & Any Application
- MAX** Reliability Proven to Work Even Where Others Won't 2 Antennas Are Better Than 1 + Signal Boost\*
- MAX** Ease of Installation Installs in Minutes; Panel-Powered & Preactivated. Connect models with Native Panel Downloading
- MAX** Pro Tradeup Incentive in the Industry For Lowest Cost Solution - **Save \$100 on all models**

## The New Dealer's Choice Just Got Better!

### TRADEUP OLD RADIOS & NETWORKS

StarLink MAX



### TRADEUP DISAPPEARING POTS LINES

StarLink MAX  
FIRE



### TRADEUP NEW INSTALLATIONS

StarLink MAX  
Connect



Ask for **StarLink MAX 5G** AT&T Models now in stock at the Napco Distributor near you



StarLink\*, StarLink\*Max, Signal Boost\*\* are trademarks of Napco. Other marks trademarks of their respective cos. \*Sugg. Net equipment pricing quoted in USD with StarLink Tradeup Incentive Program\*\*. \$100 Incentive credit on your StarLink Account, applicable to all models. See full details [www.napcosecurity.com/starlink/starlink4upgrade](http://www.napcosecurity.com/starlink/starlink4upgrade). Promotions subject to change without prior notice.

Here's How To Get  
All StarLinkMax Radios FREE or \$100 Off

\*See full details online at  
[www.napcosecurity.com/starlink/starlink4upgrade/](http://www.napcosecurity.com/starlink/starlink4upgrade/)  
or scan QR Code.



1.800.645.9445 [www.StarLinkMax5G.com](http://www.StarLinkMax5G.com)





### **Rich Whitlock**

rich.whitlock@anixter.com  
530/604-5067

### **Sincere gratitude to Mark Simpson**

I would like to recognize our Past President, Mark Simpson. After servicing 4 ½ years as the Silicon Valley Alarm Association President, I was somehow able to convince him to become our SAAA president for two terms. Mark served from January 2018, all the way through Covid, before he moved to Bakersfield in November of 2021. While during both of his presidencies, he was also the Public Safety Committee Chair for the CAA. While Mark is still alive and well, we will miss him from our area and owe him a debt of gratitude for the work he did.

### **Parker Maurie presented to Tauni Wallace**

It is always a privilege when we get the opportunity to honor one of our own. December 8th, we got to do so for Tauni Wallace by presenting her with the Parker Maurie Memorial Award.

The award is to be given to those individuals who go "above and beyond" their duties on behalf of the Sacramento Area Alarm Association. The Parker Maurie Memorial Award is not an annual award, but one that is given when the board of directors collectively feels that special recognition is warranted. The inscription on the Parker Maurie Memorial Award reads as follows;

#### ***"For Outstanding Efforts"***

***"You have accepted the challenge to soar above the world and to overcome barriers to success that would have caused others to falter and fail. You have been decisive where others have hesitated. You are recognized as a leader for your efforts. Truly, you are an inspiration...like the Majestic Eagle."***

So well deserved! Tauni has served the SAAA as Secretary in 1994, 1998/99 and Treasurer in 2010 to today. Making her 16 years the longest serving Officer of our Association. Tauni is truly the glue that holds our Regional Chapter together and keeps us compliant and motivated. She is a big part of why our events are a success and why we are one of the strongest regional chapters in the state.

### **Elections / Officers**

At our Holiday Party, we held an election for officers to serve the coming 2023 year. Here is the slate that was voted in:

- Rich Whitlock, Wesco/Anixter ~ President
- Sarah Wilson, Signal Service ~ Vice President
- Tauni Wallace, Notifier ~ Treasurer
- Raven Brockway, Eclipse Insurance and Marketing ~ Secretary
- Kent Brust, Pacific State Security and Fire ~ Sgt of Arms
- Dawn Smith, Total Monitoring Services ~ Officer at Large

### **2023 Events**

- 4/13/2023 SAAA Police Forum
- 8/17/2023 SAAA Top Golf
- 10/12/2023 SAAA Fire Forum
- 12/14/2023 SAAA Holiday Party

Please check out our website at [www.saaa-online.org](http://www.saaa-online.org) for updates. There are sponsorship and speaking opportunities at these events. Please keep us in mind when establishing your budgets and calendars.

## **SAAA Holiday Party**



Tim Sproul of TMS and Kent Brust, former CAA Associate Director, at SAAA Holiday Party





*Tauni Wallace of Notifier received the Parker Maurie Award from SAAA President, Rich Whitlock.*



*Dawn Smith of TMS and Tauni Wallace of Notifier at SAAA Holiday Party*



*Left to Right : Tim Sproul of TMS, Tauni Wallace of Notifier, Stan Hellman of PSR at SAAA Holiday Party*



We bring together law enforcement and alarm associations to fight against alarm ordinances that if passed, could seriously jeopardize your business!

**If you neglect the problem until it reaches your door, it might be too late...**



**Make a difference in your future. Donate to SIAC today at [siacinc.org](http://siacinc.org).**





## INLAND EMPIRE ALARM ASSOCIATION

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

**Richard Jimenez, Vice 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 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.



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

**President - open**

**Sigifredo Ruiz**  
Territory Sales Manager  
(702) 528-8985  
[sigifredo.ruiz@jci.com](mailto:sigifredo.ruiz@jci.com)

**John Kaloper**  
National Accounts  
(949) 870-0480  
[john.kaloper@jci.com](mailto:john.kaloper@jci.com)

**Vaughn Wells**  
Territory Sales Manager  
(360) 606-2516  
[vaughn.wells@jci.com](mailto:vaughn.wells@jci.com)

**Dustin Evans**  
Territory Sales Manager  
(951) 455-8045  
[william.evans@jci.com](mailto:william.evans@jci.com)

**Freddie Amaral**  
Technical Sales Trainer  
(951) 429-2036  
[freddie.amaral@jci.com](mailto:freddie.amaral@jci.com)

**Mark Stirling**  
Technical Sales Trainer  
(503) 530-6687  
[mark.1.stirling@jci.com](mailto:mark.1.stirling@jci.com)

# DSC®

DIGITAL SECURITY CONTROLS LTD.  
An ISO 9001 Registered Company

3301 Langstaff Road, Concord  
ON, Canada L4K 4L2  
[www.dsc.com](http://www.dsc.com)

# GLASAA

Greater Los Angeles Security Alarm Association

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

**Dave Michel, President**

### GLASAA Meetings and Events

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



## GREATER VALLEY ALARM ASSOCIATION

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

**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](mailto:josephc@alarmwatch.com) for more information.



## EAST BAY ALARM ASSOCIATION

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

**Tim Westphal, EBAA President**



## REDWOOD ALARM ASSOCIATION

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

**Sean Cooke, President**

### Meeting Topic Considerations:

- Building relationships with public safety
- Legislation affecting the alarm industry
- Local ordinances affecting the region
- Latest technology and solutions

### RAA MEETINGS

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





**AMS Puts the Services You Need  
in the Palm of Your Hand.**

**877.740.0283 | [www.monitor1.com](http://www.monitor1.com)**

*Setting the standard for quality monitoring and dealer service since 1980.*





By Tony Smith

## Why Would California Suddenly Discourage Rooftop Solar Investment?

Politics in California is being manipulated to propel the current Governor, Gavin Newsome, to Washington D.C. where he would like to become the next President. There is nothing wrong with that; it is the American way. What is wrong is that he is preparing to gut the incentives for the installation of rooftop solar as part of an upcoming deal with the State's major public utilities, beginning in April of 2023. Meanwhile in Washington, the current President, also a Democrat, raised to 30%, the federal incentive for installation of Solar.

The California Public Utilities Commission (CPUC) is a state regulatory commission that is controlled by the Governor, and regulates Pacific Gas, and Electric, Southern California Edison, and San Diego Gas and Electric. Point of information: These new rules do not affect municipal utilities, such as the Los Angeles Department of Water and Power. These new rules will significantly lower the KWH pricing that these utilities pay to rooftop solar customers who sell their surplus energy to the public utilities. The CPUC vote was 5-0 in the affirmative and 4 of the 5 members were appointed by Governor Newsome. The public utilities have bitterly complained that rooftop solar homeowners who sell excess power to the utilities, are being subsidized by lower income homeowners who cannot afford rooftop solar.

It is difficult to realize how disingenuous the Public Utilities are until you understand how they make money. First, their cost for the power they create, or purchase is reimbursed by the customer; they do not make a profit on it. Their profit comes from the Grid. They build it, and they maintain it, and they make a profit from this investment. In effect rooftop solar eliminates much of a need for a grid if there is a battery backup. If we use the grid for those non-sunlight hours, then they want to charge us for use of the grid. Currently the rules are that when a rooftop solar installation (with a battery) wants to cut their connection to the grid, they are prohibited by the CPUC. From a practical standpoint, if we wanted to eliminate the grid today, we couldn't do it because we don't have enough rooftop solar to replace it, and it will be quite some time before we do.

California has a stated goal of becoming a 100% renewable state by 2045. This may or may not be a realizable goal. The key to creating a serious drop in utility costs is to sharply reduce our commitment to build and maintain the grid. Many states, particularly Texas and California, have single state grid systems which are regulated by state commissions. The cyber, weather and fire risks to grids in both states are major. Fire in California and freezing storms in Texas exemplify that. Rooftop solar and mini grids are the key to keeping these threats under control. If we are attacked by a cyber event in California, the last thing we want is to make it easy for the perpetrators. If everything is connected through a common grid, as it is now, we will pay the price.

If we lower the barriers for the installation of rooftop solar (with batteries) by providing incentives to everyone, especially lower income areas, that would also be an accelerant for the adoption of electric vehicles and other electric appliances. Technology is developing rapidly, especially in batteries and solar cells, resulting in lower prices today and even lower pricing tomorrow. This could dramatically shorten the time frame to retire most of the grid.

The wave of the future may be the mini grid, in some form, which will tie together neighborhoods, commercial centers, and small communities as self-standing suppliers of their own power, including battery storage, from rooftop solar and adjacent solar power sources. Whenever we face a major problem, we would be able to isolate it to one or two mini grids to control the problem. What happened in California with the wildfires would be unlikely to occur again. The loss of power to an entire state like Texas would be in the past. The more miles of interdependent interconnected grid that we have, the more susceptible we are to catastrophic losses.

Once we understand the importance of rooftop solar and the opportunity it presents to the security industry, we will be able to accelerate the adoption of rooftop solar and help create a national solution to this crisis. Is now the time to build YOUR equity acquisition rate and create long term customer relationships?

*Tony Smith is a Past President of the California Alarm Association, and former member of the Board of ESA. He is the Founder-President and CEO of Security Funding Associates, a leading industry financial services firm, focused on non-recourse financing for small – medium sized alarm companies. He may be reached at TSmith@SecurityFundingSolutions.com or (855) 723-2299*

**Whenever we face a major problem, we would be able to isolate it to one or two mini grids to control the problem. What happened in California with the wildfires would be unlikely to occur again. The loss of power to an entire state like Texas would be in the past.**



Monitoring Facility  
Castle Business  
Development Center

P.O. Box 867  
Merced, CA 95341

209.723.2667  
800.927.6623  
Fax 209.722.1107

**MATTHEW HOFFMAN**  
President  
matth@alarmwatch.com



**Specialized Security Funding**  
Unrivaled Financial Tools for Dealers  
**0% Down - 0% APR Financing**

Call Tony Smith at (855) 723-2229  
tsmith@securityfundingsolutions.com



**MERGERS & ACQUISITIONS**

[www.securityfundingassociates.com](http://www.securityfundingassociates.com)





# CONFUSED ABOUT TRAINING? WE CAN HELP!



## Virtual Training

Taught by NICET certified instructors, all of our virtual classes are live and interactive. Full-Day and 2-Hour class options on a variety of subjects and test prep options.



## In-Person Training

Presented at major cities throughout the year. Classes offered are: NICET Fire Alarm Prep, Fire Alarm Design, and Hands-on Inspection & Testing of Fire Alarm Systems.



## Online Training

Online training is self-guided, work-at-your-own-pace. It is perfect for the self-starter or the individual that can't commit an entire day to training.

**NTC**

NATIONAL  
TRAINING  
CENTER

Learn more at **NationalTrainingCenter.com** or call a Training Specialist at 702.648.8899 to find a solution that works for you.



## NSA NEVADA SECURITY ASSOCIATION



1000 N. Green Valley Parkway  
#440-634  
Henderson, NV 89074  
702-551-4672  
[www.nevadasecurityassociation.org](http://www.nevadasecurityassociation.org)  
[admin@nevadasecurityassociation.org](mailto:admin@nevadasecurityassociation.org)

### NSA BOARD MEMBERS

**PRESIDENT**  
Manuel Robles, Securitas  
**VICE PRESIDENT**  
Jon Perry, Sting Alarm  
**SECRETARY**  
Duncan Coons, Eagle Sentry  
**TREASURER**  
John Perdichizzi, Asap Security  
**SERGEANT AT ARMS**  
Alan "Ray" Reza, ADT

**BOARD OFFICER AT-LARGE**  
Greg Maguire, Security 101  
**ASSOCIATE DIRECTOR**  
Jennifer Tagle, Resideo Pro Install Security  
**EXECUTIVE DIRECTOR**  
Jeanne Palmer  
[Admin@Nevadasecurityassociation.org](mailto:Admin@Nevadasecurityassociation.org)



Thank you to the ADI team at the Las Vegas branch for hosting NSA's December meeting! We had two great sponsors: Erin Fujioka from Paxton and Luis Morfin from Avycon. Our guest speaker was Joey Rao-Russell of PPVAR (Partnership for Priority Verified Alarm Response). She spoke to members about the new ANSI Standard AVS-01 coming in January 2023. AVS-01 (Alarm Validation Scoring) is an intrusion alarm classification standard. The standard defines intrusion alarms based on various threat levels utilizing the myriad of data that alarm systems and new technologies can provide. This improved information will allow for a standardized communication to 911 centers so they may better prioritize their response.

See you in 2023 for our next general meeting on January 25th, 2023. See our website and newsletter for the latest information.

Get in the know in your industry. JOIN NSA for 2023. Download a Membership application on our website [www.nevadasecurityassociation.org](http://www.nevadasecurityassociation.org) or contact us today [admin@nevadasecurityassociation.org](mailto:admin@nevadasecurityassociation.org)

*Erin Fujioka of Paxton presents at the NSA Dec. 2022 meeting at ADI-Las Vegas.*

## Service and Technology You Can Trust



"Everything we do is inspired by our belief that relationships with our customers make a difference; and that when we work together we transform good ideas into great results."

**Providing UL approved monitoring services since 1984**



*We invite you to discover the difference personalized service makes here at GCS.*

(800)230-1654 - [www.gcsmonitoring.com](http://www.gcsmonitoring.com)

*Denis Cooke, President*





# BUILD MOMENTUM WITH UCC



## MONITORING

Quality, caring, highly trained operators that provide exceptional monitoring services.



## DEALER DEVELOPMENT

Expert training and proven techniques to help you make informed business decisions.



## RESOURCES

In demand services and technologies to help you grow your business portfolio.



## SUCCESS

Let us show you how UCC can help you build the momentum you need to advance your company to the next level.

**JOIN UCC TODAY**

[www.teamucc.com](http://www.teamucc.com) | 888.832.6822



© United Central Control. Texas: B20576, ACR-2215 | Florida EF20001361 | California: ACO7969, ACQ5175



**UCC**<sup>TM</sup>  
EXCEPTIONAL MONITORING  
BY LVDA SECURITY



## WASHINGTON STATE AREA

PO Box 73087  
Puyallup, WA 98373  
360-739-7772  
www.waesa.org



**SILSA NW**  
Security, Integration, & Life Safety  
Association of the Northwest.

### BOARD OF DIRECTORS - SILSA NW

#### PRESIDENT

Steve Autio

#### SECRETARY

Phill Moran, Limited Energy Service

#### TREASURER

Open

#### PAST PRESIDENT

Jamie Vos, Security Solutions

#### BOARD MEMBERS

Mike Miller, Moon Security

Shannon Woodman, Washington Alarm

Amanda Hoskins, Anixter

Jerome Brady, ADI

Rick O'Brien, NW Security & Sound

Otis Simmons, Simply Wired LLC

#### EXECUTIVE DIRECTOR

Margaret Spitznas

Contact: SILSANW1@outlook.com for more information on events and membership.

**AlwaysON™**  
**VIDEO**  
**SERVICE**

Camera Manager and beyond...We provide you the tools to service your customers and generate recurring revenue.

- ✓ Camera Health Monitoring
- ✓ License Plate Recognition
- ✓ Cloud NVR & Storage
- ✓ Remote Access & Support
- ✓ Actionable Analytics & Rules
- ✓ Verified Dispatch
- ✓ Collaborative Event Management

Part of the Security Dealer Toolkit

☎ (805)272-9255 ✉ SALES@OBSERVABLES.COM

Request a demo at [www.observables.com/demo](http://www.observables.com/demo)

## TEXAS BURGLAR & FIRE ALARM ASSOCIATION



P.O. Box 59982 Dallas, TX 75229-1982

TEL 877-908-2322

ExecutiveDirector@tbfaa.org

www.tbfaa.org

Brad Shipp, Executive Director

385-229-2120

## UTAH ALARM ASSOCIATION



**UTAH ALARM**  
**ASSOCIATION**

358 South 700 East B #602

Salt Lake City, UT 84102

385-229-2120

FAX 801-282-9507

www.utahalarmassociation.com

### BOARD OF DIRECTORS

#### PRESIDENT

Clint Beecroft

Peak Alarm Company, Inc.

801-486-7231 x 410

clint@peakalarm.com

#### VICE PRESIDENT

Adam Christian

Alder Security

801-884-7605

Adam.c@alder.com

#### SECRETARY

Jacob Menke

Zions Security

801-770-2806

jake@zionssecurity.com

#### TREASURER

Arlen Kingston

AAA Security

801-230-2335

aaaarlen@xmission.com

#### EXECUTIVE DIRECTOR

Michelle Best

385-229-2120

utahesa@gmail.com

The Utah Alarm Association invites all concerned professionals and other parties (Police, Fire, government, etc.) to join us for our monthly false alarm meeting, now in its 34<sup>th</sup> year.

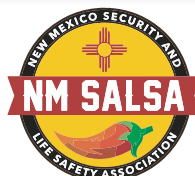
We meet the third Tuesday of each month at Jim's Family Restaurant, 1728 Park Ave, Riverton, Utah 84065 at 8:30AM. We encourage all to come out for free breakfast and discuss false alarm reduction, industry standards, best practices, etc.

The Association is proud of our 2021 false alarm dispatch numbers. Our false alarm rate for residential dispatches is .08, that is one dispatch per system every 12.5 years. Our commercial false dispatch rate is .33, that is one dispatch every 3 years. Combined is .14 or one false dispatch every 7 years.

We look forward to your help as we work towards reducing our false alarm rate.

If you would like to sponsor one of these meeting or have questions about the association, please feel free to contact a member of the board.

## NEW MEXICO SECURITY & LIFE SAFETY ASSOCIATION



P.O. Box 35286

Albuquerque, NM 87176

505-453-4044

www.nmsalsa.org

Gary Scheffer – Executive Director

NMSALSA

P O Box 45266

Rio Rancho, NM 87174

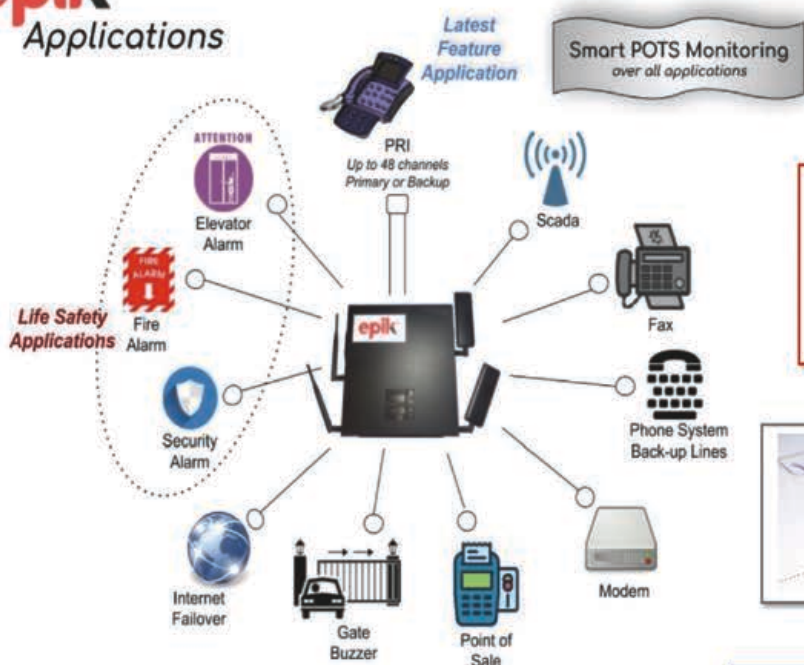




## Epik Multi-Line POTs Replacement Appliance

California Dept of Forestry & Fire Protection **\*APPROVAL\***

**epik™**  
Applications



Fire & building code compliant (NFPA 72 & MFVN) for fire and safety alarm communications



PCI compliant for financial transactions  
HIPAA compliant for healthcare communications



Experienced network installation team enables turnkey deployment across your footprint, with confidence in project schedule and budget

- Compatible with all existing analog line devices
- Available throughout the US at consistent cost (30%-60%) Savings
- Most repairs done remotely without a truck roll or on-site visit
- 24/7 remote out-of-band monitoring and reporting with instant notification
- 24 Hour Battery Back-Up

Daryl Chelo / VP of Business Development / [dchelo@granitenet.com](mailto:dchelo@granitenet.com) / 866-949-4617



## ARIZONA ALARM ASSOCIATION



2158 N. Gilbert Rd., #116  
Mesa, AZ 85203  
Ph: 480-831-1318  
www.azalarmassociation.org

### AAA BOARD OF DIRECTORS

#### PRESIDENT:

Jim Metz, ADT jamesmetz@adt.com

#### VICE PRESIDENT:

Erik Evans, Cox erik.evans@cox.com

#### TREASURER:

Brianna McNeely, G & T Alarm sales@gtalarmcompany.com

#### PUBLIC SAFETY:

Ben Wilson, ECD Systems ben.wilson@ecdsys.com

#### DIRECTORS:

-Charlie Lester, ADI

Charlie.lester@adiglobal.com

-Ron Mitchell, The Alarm Crew

ron@thealarmcrew.com

-Tim Cahoon, AvantGuard Monitoring

tcagoon@agmonitoring.com

-Becky Buckhannon, Public Safety Director

Tempe Police Department

Rebecca.buckhannon@tempe.gov

#### EXECUTIVE DIRECTOR

Susan Brenton, Arizona Alarm Association  
susan@azalarms.org

For more info, go to [www.azalarmassociation.org](http://www.azalarmassociation.org) or e-mail [info@azalarms.org](mailto:info@azalarms.org) or call 480-831-1318.

Please contact [susan@azalarms.org](mailto:susan@azalarms.org) if you would like to become involved.

**ALL AMERICAN MADE.  
ALL 5G LTE-M,  
ALL AVAILABLE NOW.**



Another industry first — our entire lineup of American-made commercial fire communicators is certified to operate on 5G LTE-M networks.

The future is 5G LTE-M, and it's available right now.

1-800-229-2326  
[telguard.com](http://telguard.com)



© 2022 Telguard. Telguard and the Telguard Logo are registered trademarks of Telular Corporation. Telular is a business unit of AMETEK, Inc. All Rights Reserved.

## OREGON BURGLAR & FIRE ALARM ASSOCIATION



PO Box 19688, Portland, OR 97280  
Phone: 503.624.6487  
Email: [officeobfaa@gmail.com](mailto:officeobfaa@gmail.com)  
[www.facebook.com/OBFAA](http://www.facebook.com/OBFAA)

### OBFAA BOARD OF DIRECTORS & OFFICERS

#### PRESIDENT:

Casey Phillips, Phillips Electronics

#### VICE PRESIDENT:

Michael Elsberry, A & E Security

#### SECRETARY:

Open

#### TREASURER:

Jake Coulter, Anixter

#### IMMEDIATE PAST PRESIDENT:

Jesse Foglio, First Response Systems

#### REGULAR DIRECTOR:

Bill Glasbrenner, Central Electronic Alarm

#### REGULAR DIRECTOR:

AJ Gomez, Global Security

#### REGULAR DIRECTOR:

Patrick Petrie, Action Technology Systems

#### ASSOCIATE DIRECTOR:

Justin Gates, Central Station Monitoring

#### GOVERNMENT DIRECTOR:

Vincent Ferraris, Portland Police Bureau

#### COORDINATOR:

Open

#### PUBLIC SAFETY AGENCY MEMBERS:

Multnomah County Sheriff's Office

Oregon City Police

Portland Police Alarms Administration

Tigard Police Dept. Alarm Unit

Washington County Sheriff's Office

Clackamas County Sheriff's Office

### OBFAA Membership

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

## COLORADO BURGLAR & FIRE ALARM ASSOCIATION, INC.



### Colorado Burglar & Fire Alarm Association

421 S. Pierce Ave.

Louisville, CO 80027

[cbfaa@cbfaa.org](mailto:cbfaa@cbfaa.org) [www.cbfaa.org](http://www.cbfaa.org)

### CBFAA BOARD OF DIRECTORS

#### PRESIDENT

John Wrzesinski  
Alarm Detection Systems

#### VICE PRESIDENT

Mark Reimer  
ADT

#### SECRETARY

Jennifer Porter  
Advanced Burglar & Fire  
Alarm Company Inc.

#### BOARD MEMBERS AT

##### LARGE

Brandon Busby  
Alarm Detection Systems

Grady Medcalf  
Xfinity

Bill Roberts

Johnson Controls Security  
Services

Muggs Young  
ADT

#### IMMEDIATE PAST

##### PRESIDENT

Brian Kirtley  
Xfinity

#### EXECUTIVE DIRECTOR

Jeanne Palmer  
[Jeanne@cbfaa.org](mailto:Jeanne@cbfaa.org)

### Join CBFAA in 2023!

Members watch for your renewal notices in your inbox coming soon. Not yet a member? Membership applications are online at [www.cbfaa.org](http://www.cbfaa.org) or contact us at [cbfaa@cbfaa.org](mailto:cbfaa@cbfaa.org). Once a year, low, flat rate dues are a great ROI! Join today!



## WBFAA UATC APPRENTICE TRAINING PROGRAM



**WBFAA UATC**

www.WBFAA.net



*SPONSOR OF THE*  
**FIRE/LIFE SAFETY CERTIFICATION  
PROGRAM**

**UNILATERAL APPRENTICESHIP AND  
TRAINING COMMITTEE (UATC)**  
**WBFAA APPRENTICESHIP PROGRAM**

### WBFAA BOARD OF DIRECTORS

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

#### **PRESIDENT**

Ron Lander, Ultrasafe Security Specialists

#### **SECRETARY/TREASURER**

Shane Clary, Bay Alarm Company

#### **IMMEDIATE PAST PRESIDENT**

George Gunning, USA Alarm Systems

#### **DIRECTOR**

Richard Jimenez, IE Alarms

#### **DIRECTOR**

Mathew Westphal, Bay Alarm Company

#### **DIRECTOR**

Beverly Cramer, Instructor of Record

#### **DIRECTOR**

Curtis Streeter, Deep Blue Integration

#### **DIRECTOR**

Morgan Hertel, Rapid Response

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 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 class-

rooms 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.wbfaatrainning.net](http://www.wbfaatrainning.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.

**TMS**  
**TOTAL MONITORING  
SERVICES INC.**

Locally owned and operated in  
Northern California  
UL S-8219-1

**TIM M. SPROUL**

President / CEO

(916) 480-4800

(888) 610-4377 Toll Free

(888) 610-4399 Fax

[tsproul@tmscentral.com](mailto:tsproul@tmscentral.com)

Lic. #ACO 5715

**J.C. Gury**  
*Signs & Decals*

**YOUR ONE STOP SHOP FOR  
SIGNS, STAKES & DECALS**

VIDEO SURVEILLANCE BY  
**EYE ON YOU**  
800-556-4321

PROTECTED BY  
**SECURITY TEAM**  
714 595-1224

**6789**

*Our Custom Printed Products Are Made For Long Term Durability.*

Contact us today at  
**800-903-3385 or [sales@jcgury.com](mailto:sales@jcgury.com)**

**Come see more of our products at  
[jcgury.com](http://jcgury.com)**

530 East Jamile Ave, La Habra, California



WESTERN STATES SECURITY ALLIANCE  
**CALENDARS 2023 - 2026**

Send your events to *THE MIRROR*: [info@caaonline.org](mailto:info@caaonline.org)

**APRIL**

1 .....SAAA Police Forum

**AUGUST**

17 .....SAAA Top Golf

**OCTOBER**

12 .....SAAA Fire Forum

**DECEMBER**

14 .....SAAA Holiday Party

**CAA CONVENTIONS - 2023 - 2026**

**CAA WINTER CONVENTIONS -  
Western States Security Conference**

Fairmont San Francisco

December 6 – December 9, 2023

December 4 – December 7, 2024

December 3 – December 6, 2025

December 2 – December 5, 2026

**CAA PALM SPRINGS CONVENTIONS**

Hilton Palm Springs

May 17 – May 20, 2023

May 15 – May 18, 2024

May 14 – May 17, 2025

**INDUSTRY EVENTS 2023**

**March 28, 2023**

ISC Loves Security @ Rockhouse (Venetian)

**March 29, 2023 – April 1, 2023**

ISC West

**March 29, 2023**

CAA Leadership Breakfast @ ISC West

**November 15-16, 2023**

ISC East, New York, NY

**November 4-8, 2023,**

TMA Annual Meeting, Kapalua, Maui, Hawaii

**ATTENTION -  
ALARM COMPANY  
QUALIFIED  
MANAGERS**



The State of  
California Bureau of  
Security & Investi-  
gative Services is  
recruiting Alarm  
Company Operator  
(ACO) Qualified

Managers (QMs) to participate as Subject Matter Experts (SMEs) in Exam Development Workshops for the purposes of writing, reviewing and revising items for a new version of the Alarm Company Qualified Manager Exam. Workshops are two days long and may be held remotely or in-person, and SMEs will receive \$200 per day for their participation. For in-person workshops, the Bureau will book lodging as well as airfare to and from the workshops. Meals and mileage will be reimbursed in accordance with State travel guidelines. ACO QMs who are interested must enter into a three-year contract with the State of California and must be holders of an ACO QM Certificate in current and clear status and be active in a current ACO licensee's business. If you are interested in participating, fill out the Qualified Manager Subject Matter Expert Registration Form found here: <https://www.bsis.ca.gov/webapps/workshops.php>. Thank you for your interest!



Locally owned and operated in  
Northern California  
UL S-8219-1

**DAWN SMITH**

Product & Services Manager

Toll: (888) 610-4377

Direct: (916) 480-4828

Cell: (916) 474-0486

[dsmith@tmscentral.com](mailto:dsmith@tmscentral.com)

**TRAINING & EDUCATION**



Visit [www.nationaltrainingprogram.com](http://www.nationaltrainingprogram.com)

**NTC National Training Center**

[nationaltrainingcenter.com](http://nationaltrainingcenter.com)

**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

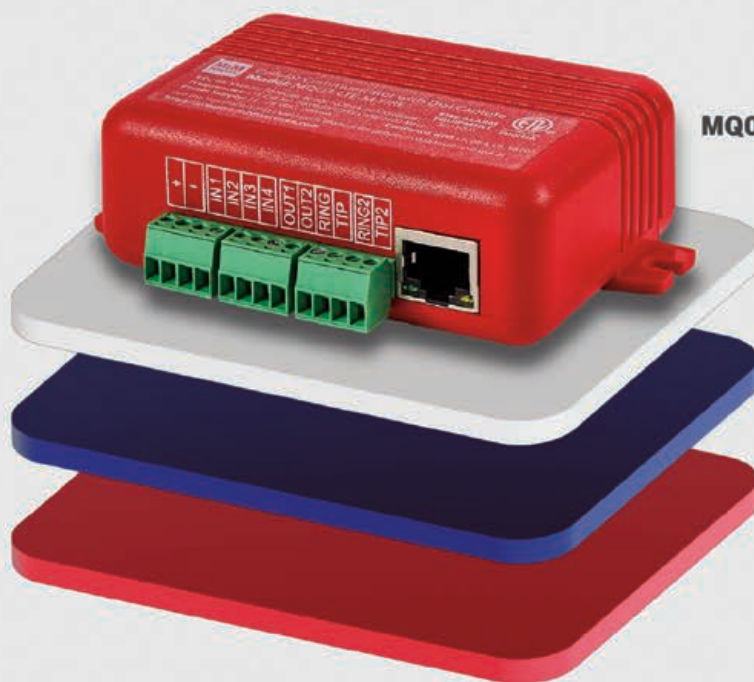
TEL 800/437-7658 FAX 800/490-9682 [www.CAAonline.org](http://www.CAAonline.org) [info@CAAonline.org](mailto:info@CAAonline.org)

Jerry Lenander, Executive Director [director@caaonline.org](mailto:director@caaonline.org)

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



# 3G IS LEAVING ARE YOU READY?



**MQ03-LTE-M-FIRE-AV**

## BETTER THAN FREE!

### \$180 GETS YOU THE COMMUNICATOR AND ONE YEAR OF MONITORING AND CELL SERVICE

ORDER ONLINE AT [WWW.USACENTRALSTATION.COM](http://WWW.USACENTRALSTATION.COM) OR CONTACT:

**Joyce Rosito**  
877 301 5129

**Cliff Thompson**  
855 686 2926

**Tom Camarda**  
914 672 6047

**Email**  
[sales@usacs.net](mailto:sales@usacs.net)

#### **MQ03-LTE-M-FIRE-AV**

- Multi-band CAT M1 LTE  
700/850/1700/1900/2100 MHz
- UL 864 - for Control Units and Accessories  
for Fire Alarm Systems listed as sole path cellular
- Dual-SIM for AT&T/Verizon
- Works with any panel using contact ID, SIA  
and Pulse
- Fast and Easy Installation



\*after initial free year of monitoring and cell service, the price will be a base price plus \$8 per month

CA: #ACO 7941



CHICAGO • WASHINGTON, D.C. • LOS ANGELES • MILWAUKEE

# **EMERgency24**

## **ALARM MONITORING**

### **WHY OUR DEALERS REMAIN FOR DECADES**

- + **Exceptional service as a result of rigorous training**
- + **No specialists or transferred calls after pick up**  
*Fire, security, video, PERS and more*
- + **Dedicated data entry and onboarding teams**
- + **Innovation leader of central station technologies**  
*UL-approved, proprietary software*  
*In-house team can develop custom solutions*
- + **Industry-leading AHJ and PSAP reporting capabilities**  
*Jurisdiction fire-signal management*
- + **Simple account transfers from other central stations**  
*Six months of free service*  
*We support all technologies and receiver formats*
- + **We will never compete with you for customers**  
*That is one of our founding principles*

**DEDE SWIHART**  
Director of Operations  
with EM24 since 1984

*Founded in 1967, Emergency24 is a family-owned, UL-listed central station company with monitoring centers in Illinois, Wisconsin, Maryland and California.*

**To learn more about Emergency24 and how we can help  
your company gain a market advantage for decades to come,  
call 1-800-800-3624 or email [sales@emergency24.com](mailto:sales@emergency24.com).**

**EMERgency24**  
999 East Touhy Avenue, Suite 500  
Des Plaines, Illinois 60018

**1.800.800.3624 | [EMERgency24.com](http://EMERgency24.com)**

