

# THE MIRROR

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



## INDUSTRY NEWS

### Stan Martin of SIAC Named to SSI Hall of Fame

Stan Martin, Executive Director of the Security Industry Alarm Coalition (SIAC), has been named a Security Sales & Integration Hall of Fame Ring of Honor Inductee. SSI's list recognizes the



industry's most influential figures. According to SSI, Martin was a clear choice for the honor as he "has continued to be one of the industry's most highly respected liaisons between the alarm industry and law enforcement in the partnership of managing false alarms and ensuring ongoing timely response to alarm incidents."

"We are pleased to see Stan's contribution to our industry and those it serves recognized in the Ring of Honor. Stan and the SIAC team have worked tirelessly and effectively for many years to protect our ability to protect lives and property, support our first responders by dramatically reducing unnecessary calls for service and providing innovative, proven solutions for communities dealing with alarm issues," said Kirk MacDowell, SIAC Chairman.

Martin is lauded as a "leading crusader" in false alarm issues and has led SIAC for two decades. He has worked tirelessly to coordinate with law enforcement and educational agencies to continue SIAC's mission to bring the security alarm industry and law enforcement leadership together.

*MVP Award is accepted by Michael Venoit, Napco VP Sales/Fire & Security, from Jason Knott (left), Chief Content Officer for SSI, at ISC West 2023 NAPCO Booth.*

NAPCO Security Technologies, is pleased to announce that during ISC West, Security Sales & Integration announced the winners of its 2023 SSI Most Valuable Products (MVP) Awards, and among the prestigious winners was Napco's New Prima All in One Super Panel with Security/Fire/Video & Automation Platform. **Full story inside in Associates News.**



## CAA PRESIDENT'S MESSAGE

*By Sean Cooke*

### ISC Wrap Up

As the President of the California Alarm Association, I was thrilled to have attended the International Security Conference (ISC West) in Las Vegas. The event was a great experience that provided valuable insights and opportunities for networking, learning, and exploring the latest security technologies.

One of the highlights of ISC West was the opportunity to network with fellow security professionals from various sectors. I had the chance to connect with law enforcement officials, security systems integrators, manufacturers, and end-users, exchanging ideas and experiences. The networking sessions were productive and allowed me to build relationships that can potentially benefit our association and the security industry in California. It was inspiring to meet so many like-minded professionals who are passionate about advancing the field of security and life safety.

The educational sessions at ISC West were informative and enriching. I attended workshops

*CAA President's Message continued on page 3*

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**THE MIRROR**

**CAA PRESIDENT'S MESSAGE, CONTINUED FROM PG. 1**

and presentations on topics such as access control, video surveillance, cybersecurity, and AI. The sessions provided deep insights into the latest trends, best practices, and innovations in the security industry.

The exhibit hall at ISC West had an incredible amount of cutting-edge security solutions. I had the opportunity to explore the latest products and technologies from numerous security and life safety manufacturers.

Overall, my experience attending ISC West was incredibly rewarding. The networking opportunities, educational sessions, product showcase, industry insights, and entertainment options all contributed to an unforgettable experience.



*By Sean Cooke  
CAA President*

**Rockhouse was Rocking!**

The Rockhouse event was a resounding success, with more than 350 industry professionals in attendance. As the President of the California Alarm Association, I was thrilled to witness such a strong turnout and engagement from fellow security experts.

The event created a vibrant atmosphere, bringing together security systems integrators, manufacturers, law enforcement officials, end-users, and other industry stakeholders. It provided an excellent opportunity to connect with like-minded professionals, exchange ideas, and build relationships.... and who can forget karaoke skills of Dan and the hidden talent in the security industry?

**CAA Palm Springs from my perspective....**

As a security and fire alarm company, attending the California Alarm Association (CAA) Palm Springs Convention event is highly worthwhile for several reasons:

**NETWORKING OPPORTUNITIES:** The CAA Palm Springs Convention brings together security and fire alarm professionals from across California, providing an ideal setting for networking. You will have the opportunity to connect with industry peers, engage in discussions, and build relationships with fellow professionals. This can lead to potential collaborations, partnerships, and referrals, which can benefit your company's growth and success.

**EDUCATION AND TRAINING:** The event offers a comprehensive educational program that covers various topics related to the security and fire alarm industry. You will have access to workshops, seminars, and presentations led by industry experts, providing valuable insights, best practices, and updates on the latest industry trends. This can help you stay updated with industry advancements, enhance your skills and knowledge, and improve the services you offer to your clients.

*President's Message and Palm Springs details, continued on page 4*

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**INDUSTRY UPDATES AND REGULATIONS:** The CAA Palm Springs Convention provides an opportunity to stay updated with the latest industry updates and regulations. You will have access to information on changes in local, state, and federal regulations that may impact your business. This can help you ensure compliance and avoid any potential legal issues, while also staying ahead of the curve in terms of industry standards and best practices.

**PRODUCT SHOWCASE:** The event features a product showcase where you can explore the latest security and fire alarm technologies, products, and services. This can provide you with valuable insights into the latest advancements in the industry, and help you stay informed about the latest innovations that can benefit your company and clients. You can also engage with product experts, ask questions, and witness live demonstrations, which can aid in making informed decisions about the products and technologies you incorporate into your business.

**BUSINESS GROWTH OPPORTUNITIES:** The CAA Palm Springs event offers opportunities for business growth. By networking with other professionals, staying updated with industry trends, and learning about new products and technologies, you can identify potential business opportunities. This can include expanding your services, exploring new markets, and building strategic partnerships to drive the growth of your security and fire alarm company.

*I look forward to seeing you all in attendance at the Palm Springs Convention, May 17-20, 2023!*

**Regional Chapter Meetings continue to be scheduled.**

SAAA held their police forum April 13 – There was a great turnout of 35+ industry leaders and police officials. I would like to thank Steve Keefer from SIAC for providing a great presentation to the group and all that SIAC does to solidify the relationships with the California Police and Sheriff's Departments statewide.

OCAA held their Virtual Meeting on April 25th, with CAA, CAFAA, ESA and TMA members in attendance.

I look forward to welcoming you to Palm Springs.

Regards,



Sean Cooke  
 California Alarm Association President

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# ASSOCIATES NEWS

**NAPCO SECURITY TECHNOLOGIES, INC.**, is pleased to appoint Michael Venoit, as the New Napco VP of Sales, Fire & Security, managing all Napco Security Regional Sales Managers and accounts. Venoit, who joined NAPCO, as the Continental Access Division VP of Sales in 2021, is a proven leader, and additionally has decades of experience growing revenue in the commercial fire and intrusion categories, as well. Reporting to Stephen Spinelli, SVP of Sales for all NAPCO divisions, Spinelli said, “Michael, has proven himself as an effective sales leader for NAPCO Security



Technologies, and he’ll be an ideal fit for growing the Napco Security Division business and managing that team, at a particularly exciting time, with the nationwide rollout of StarLink

**CONTINENTAL ACCESS**, a division of NAPCO Security Technologies, Inc., is pleased to introduce Aaron Black as the new Continental Access Vice President of Sales, replacing Michael Venoit, who is moving to head up the NAPCO Security Division. Aaron comes to Continental with a successful track record of driving sales and meeting or exceeding goals, for ROI and customer satisfaction. Having worked for several well-known industry manufacturers in access control, video, and security, Aaron will now report to Stephen Spinelli, SVP of Sales for all NAPCO divisions. Aaron will be charged with managing



the Continental Access accounts and the full sales team, including the Division’s Regional Sales Managers & VP of Business Development. Spinelli added, “Aaron will be great for the Continental Sales Team, he has a lot of experience in the marketplace, and will be spearheading the creation of a brand new Napco Access Pro Dealer Program, benefitting our current and new integrators’ businesses with new excitement, options & value across the board.”

The new brand brings together **STANLEY Security** – which Securitas purchased for a reported \$3.2 billion in July – and Securitas’ electronic security operations division. **SECURITAS TECHNOLOGY** employs approximately 13,000 people across the globe, 5,100 of which are field technicians. Around 500 colleagues are based in the UK. The business provides bespoke design, installation, monitoring and analytics solutions across the video, access, intrusion, fire, and integrated systems spaces. At the time of the purchase of **STANLEY SECURITY**, Reuters reported how Securitas was looking to reduce its reliance on guarding services and increase its market share in the electronic security services sector. “We’re thrilled to officially launch Securitas Technology and share with clients the tremendous value we bring as a security partner,” says Securitas Technology Global President, Tony Byerly. “We have three distinct advantages as a global provider: our people, technology, and knowledge. I’m incredibly proud of the organization we’re building together and the rich history and deep industry expertise that help make us a leader in the market.”

**ALARMAX DISTRIBUTORS, INC.** is pleased to announce the acquisition of Northern Sound & Light, a Pittsburgh based national supplier of sound, lighting and production equipment to the industry’s top-leading professionals for use in concert venues, schools, houses of worship and live production houses. NSL is a factory-authorized reseller for over sixty industry-leading manufacturers and has the ability to service customers nationwide. Roger Graf, President of AlarMax stated, “We welcome NSL to the AlarMax family of companies and are pleased to be working with Steve on our shared vision of expanding Northern Sound & Light’s local presence across the country. Additionally, we look forward to expanded opportunities between our customer bases, with these increasingly converging technologies.” NSL’s inventory and systems are currently in the process of being integrated into AlarMax and will resume full-scale operations soon.



Always looking for better ways to support its clients in the security, fire, and life safety markets, The **CMOOR GROUP** will offer 24/7 live technical support by chat, email, and over the phone starting April 10, 2023. Their current support coverage was Monday through Friday from 8:00 am to 8:00 pm EST. CMOOR owns and operates SecurityCEU.com, ShowMYBadge.com, the SUTRA Learning Management System, and the Obsequio Compliance Management System (CMS). They also provide LMS implementations and custom content development services for many of the industry’s top manufacturers, integrators, and trade associations. The new 24/7 support will be available on SecurityCEU.com and all trusted client systems. “No one else in the industry is offering 24/7 support via live chat, email, and phone,” said Connie Moorhead, CEO of The CMOOR Group. “This new service extends The CMOOR Group’s longstanding commitment to exceptional customer service and support in this industry. Companies choose us for our history in this industry, but they

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*Associates News, continued on page 10*

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stay with us because of our white-glove treatment of our clients and those taking our courses.” The new 24/7 support allows The CMOOR Group to efficiently support its ever-growing multi-national customer base and offer complete flexibility in providing help when needed. The new 24/7 live technical support number is 833-856-2399.

In March, **SNAP ONE** marked five years since the beginning of establishing a nationwide network of convenient local stores catering specifically to the custom integration and security markets. The company’s dedication to Partner integrators was on display at its most recent training event, which focused on



Luma security cameras and hosted more than 1,500 Partners across various locations over the course of 10 weeks. Snap One’s Local Partner Store initiative isn’t slowing down, either, with near-term plans including new brand acquisitions, multi-level training programs that tackle everything from CI basics to product-specific design and installation, and a major investment in technology to consolidate all the regional distributor websites and systems into a single, easily accessible web portal. This change will empower **SNAP ONE PARTNERS** across the country with simpler workflows and consolidated ordering and billing. “We are deeply committed to helping our Partners deliver the most cutting-edge, in-demand technologies, and that includes training, purchasing, and even installation advice,” Zidek said. “Crucially, this means that we are always looking at what’s next and how we can help prepare Partners for prospective projects. For example, we are currently building out our commercial and security offerings, including adding enhanced security products from 2Gig and Digital

Watchdog and hosting training sessions on collaborative meeting hardware and software.”

**NAPCO SECURITY TECHNOLOGIES**, is pleased to announce that during ISC West, Security Sales & Integration announced the winners of its 2023 SSI Most Valuable Products (MVP) Awards, and among the prestigious winners was Napco’s New Prima All in One Super Panel with Security/Fire/Video & Automation Platform. (Photo on page 1) Judged on innovation, functionality, competitive advantages, and benefits to the installer by industry leaders, along with the editors of SSI, Napco’s new Prima, a Smarter All-in-One System, with revolutionary 5-Minute Install, for adding more RMR-Accounts per Day than ever possible—“Installers Optional”, as either a DIY or “Do it with me” solution, was named MVP Winner of Home Controls “2023 has been an amazing year as the security industry battled through supply chain issues and surging demand, yet the manufacturers responded with incredible ingenuity and perseverance,” says Jason Knott, Chief Content Officer for SSI, the leading trade publication for the electronic security industry. Stephen Spinelli, SVP, Sales for NAPCO Security Technologies, said “For dealers looking for more RMR, an easier, faster all-in-one resi. solution, with more real-time dealer control, less monthly costs, and an end to nuisance truck-rolls, Prima is well, perfect.”

**MAGNASPHERE CORP.**, a Wisconsin based manufacturer of door contacts with secure switch technology, has received UL 10C classifications for a number of their products. This allows our contacts to be installed on fire rated doors, said Mike Keegan VP of Security Products. Often overlooked by integrators and designers, fire rated doors, if penetrated by a recessed or surface mounted door contact, must be UL-10C Classified. Magnasphere manufacturers a complete line of door contacts, all made with the award winning Magnasphere switch.

**AIPHONE**, a longtime leader in the intercom and emergency communication space, has announced the launch of its new access control line. Known as the AC Series, this new product marks Aiphone’s official entrance into the access control market with a full line of access control products which complement their security communication solutions. The product line will include system management software, remote hosting capability, over-door controllers, proximity readers, credentials, and more. The AC Series is an ideal access control solution for the small door market and for a variety of industries, including commercial, healthcare, education and retail.

Based on a multitude of customer requests, **uHAVE CONTROL** has released a robust API (Application Programming Interface) that provides commands to communicate, monitor, and control both relays and I/O on the uSwitch CS. This will allow for easy integration with any existing platform, dashboard, and automation software. The API’s command interface, which encompasses HTTP/HTTPS/XML/TCP/MODBUS, allow for complete control of the onboard relays along with status of GPIO and analog inputs. It also includes commands for remote configuration of the digital, analog, and virtual relay settings, watchdog, security and port settings, as well as notification, log, time, date, and network settings. “We have worked with several accounts with a more limited API and have successfully allowed them to make the uSwitch product family an integral part of their services and systems,” said uHave Control President, Mario Costa. “Now with our more robust API, we have major integrations in process that will not only extend our reach with our existing customer base but will open up doors to many industries and verticals.”

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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 classrooms and can submit third-party training for certification for renewal of the state Fire/Life Safety Certification card. For more information, visit [www.wbfaa.net](http://www.wbfaa.net) or [www.wbfaa-training.net](http://www.wbfaa-training.net).

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### WBFAA UATC Invites Membership

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



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# Work and Fun at ISC West 2023



CAA and NSA hosted another successful Opening Reception at ROCKHOUSE during ISC West 2023.



Reed Exhibitions, operators of the ISC West show, represented well at ROCKHOUSE.



Sean Cooke, CAA President, and David Morgan of SD Marketing at SD Marketing's reception at ISC West.



CAA President Sean Cooke speaks at the CAA Leadership Breakfast at ISC West.



Dan Van Hart represented the CAA at SD Marketings reception.



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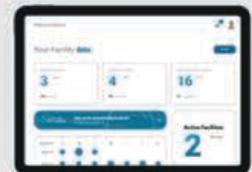
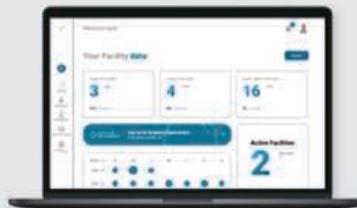
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## GREATER VALLEY ALARM ASSOCIATION

[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 for more information.

**Sigifredo Ruiz**  
Territory Sales Manager  
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**John Kaloper**  
National Accounts  
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[john.kaloper@jci.com](mailto:john.kaloper@jci.com)

**Vaughn Wells**  
Territory Sales Manager  
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**Mark Stirling**  
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Tatiana Abramek delivered lunch to the Huntington Beach PD Dispatch team as part of OCAA advocacy efforts with local law enforcement agencies.

# 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).



## 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.



## 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

One of the great relationships OCAA has built with an area first responder agency is the Huntington Beach PD! It was our honor when they reached out to OCAA directly to request our assistance in thanking their dispatchers during Nation Public Safety week. OCAA happily provided an Italian dinner from their local restaurant. This was another example showing our outreach is working!

This year the Orange County Alarm Association is continuing to focus 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.

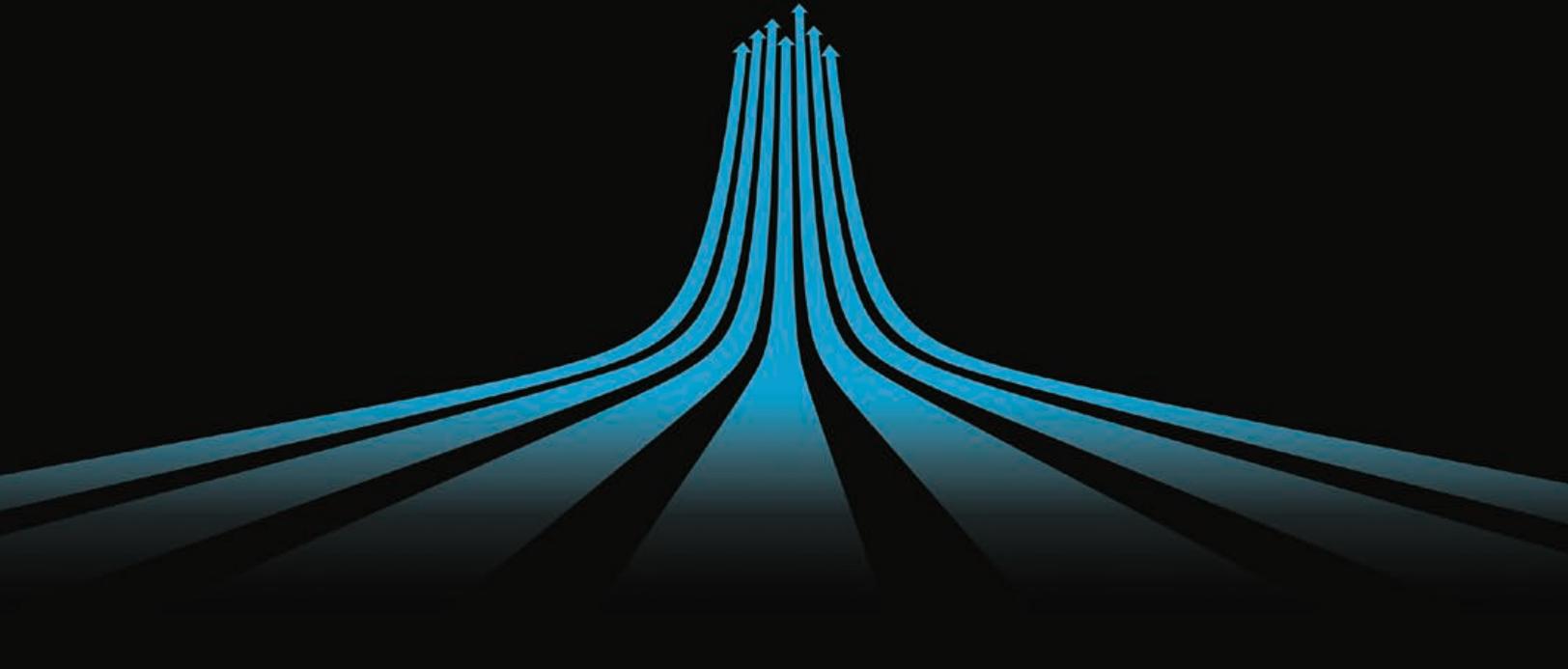
We are encouraging our Chapter members to initiate and cement relationships by meeting with their local law enforcement agencies. Consider simply dropping by the station unannounced with donuts, coffee, pizza or sandwiches. Shift changes present a unique opportunity.

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.



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# SACRAMENTO AREA ALARM ASSOCIATION

**Rich Whitlock**

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**SAAA Officers**

- Rich Whitlock, Wesco ~ 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

**Please save the dates for all of our 2023 Events:**

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

The SAAA hosted their 16th Annual Police Forum on April 13th. We had 35 in attendance. TMS, Total Monitoring Services, generously let us host it as their events center. Special thanks to Alex Nitterhouse with Egan Security Group and Steve Keefer from SIAC for presenting. They were both very good and informative.

This year marks the 25th anniversary of the CAA's Youth Scholarship Program. We will acknowledge this milestone at the CAA Summer Convention on May 19 in Palm Springs. It was voted on and approved to help sponsor the CAA Youth Scholarship's Commemorative Book. We are proud to honor our Region's past recipients and help support the best program the CAA offers. **I urge you all to contribute and help fund the Youth Scholarship Program.** Contributions can be accepted at any time.



SAAA Police Forum – Steve Keefer of the Security Industry Alarm Coalition (SIAC) was a guest speaker at the SAAA Police Forum.



SAAA Police Forum - Alex Nitterhouse with Egan Security Group was a guest speaker at the SAAA Police Forum.



SAAA Police Forum attendees



SAAA Police Forum – CAA President, Sean Cooke and CAA Membership Committee Chair, Larry St. John were two of many who attended the SAAA Police Forum.

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**REDWOOD  
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[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.



**GOLDEN GATE  
ALARM ASSOCIATION**

**Paul Wassem**

*OpenEye, Business Development Manager, 408-307-7725*

**GGAA MEETINGS**

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

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.

**MID-CAL**



**MID CAL ALARM ASSOCIATION**

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

**Mike Tarin, President**



**EAST BAY  
ALARM ASSOCIATION**

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

**Tim Westphal, EBAA President**

As we continue to distance ourselves from the trials related to the COVID pandemic, we hope to re-engage all EBAA Members for future meetings or gatherings in 2023 and beyond. Currently, we are working with Steve Keefer of SIAC on establishing a virtual meeting date with a guest speaker from Oakland PD. We also have a joint, in-person, mixer with the SVAA and GGAA scheduled for May 3. Full meeting and RSVP information can be found at the EVENTS DIRECTORY page on the CAA website. I also invite you to send me and/or the CAA office your thoughts and ideas of virtual meeting topics which would benefit members of our chapter. We have incredible resources within the Association as well as through our affiliate organizations, such as SIAC.

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**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)

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**President - open**

Join us at our joint meeting with EBAA and GGAA on May 3 where we will conduct elections for our new officer positions. More information regarding the meeting can also be found in the EVENTS DIRECTORY section of the CAA Website. RSVP can simply be sent to info@caaonline.org. This will also be a great opportunity to network with other regional chapter members for the first time since the effects of the COVID pandemic. If you are interested in serving as an officer, please reach out to the CAA office 800-437-7658 or info@caaonline.org.

## Three-Way Association Mixer



The **East Bay Alarm Association** and **Golden Gate Alarm Association** are joining the **Silicon Valley Alarm Association** for a **Three-way Alarm Association Mixer**.  
They just go together like a Burger, Fries and a Soda!

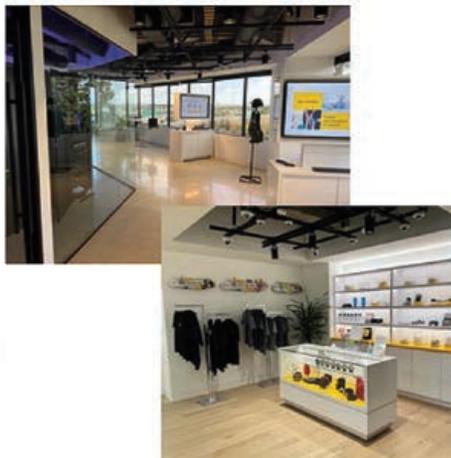
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The **Silicon Valley Alarm Association** is in need of volunteers for the 2023 / 2024 Board. If you have any interest in serving, please let us know!



This is a chance to bring friends and colleagues together to acquire contacts, build relationships, and socialize while enjoying good food and drinks at an impressive venue.

Please rsvp by emailing [info@CAAonline.org](mailto:info@CAAonline.org) or by calling 800/437-7658.

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# Ron Walters

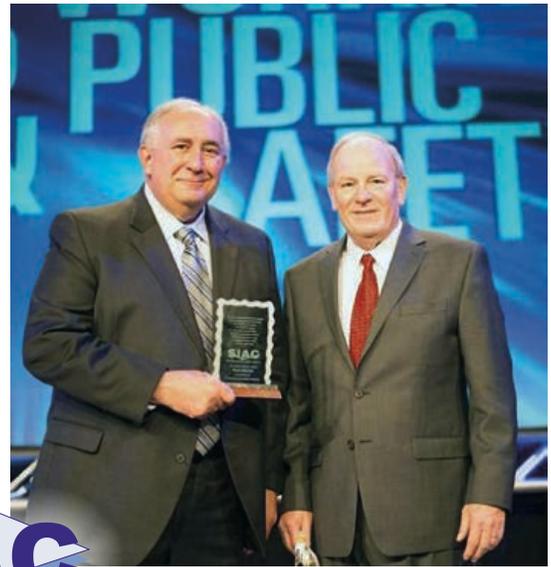
By Stan Martin, Executive Director, SIAC

It is with deep sadness, but also gratitude for the privilege of having a good friend and colleague, that I share that Ron Walters passed away following a brief stay in hospice care. All of us at SIAC, and his many friends and colleagues, wish to express our condolences to his sister Connie and his children Laura, Melissa and son Frankie.

I was able to speak with Ron the day before he went to the hospice. He told me he was at peace and ready to go home to his Lord and savior. He told me his last 20 years with SIAC, his industry friends and work were the best of his life. With Frankie raised and proudly serving in the U.S. Marines, he felt that his life was complete. He left instructions for the family to quickly finalize arrangements and not have a public memorial service – he didn't want people to be inconvenienced by those details.

Ron's many accomplishments on behalf of our industry and those we serve are outlined in a news release issued when he retired in 2018.

Ron was like that, unselfish, always wanting to serve or help others. Ron retired from SIAC in 2018 (<https://siacinc.org/ronwalters/>) The passion he had for working with dealers and police departments was unparalleled. He was a dedicated



Stan Martin (left) and Ron Walters

**SIAC**  
Security Industry Alarm Coalition

professional, always ready to tackle any assignment in any city in any state at a moment's notice. His wit and sense of humor were always evident, you just had to smile or laugh when you were with him. He was a man of integrity with a sense of purpose – always encouraging and helping others. No matter what the assignment he was always ready to say yes and then give 110%.

Ron was like a brother, a family member and a best friend all rolled into one – I know everyone who spent any time with him felt the same way. He honestly did not know how to have a bad day and he tried his best to ensure you didn't either. I will miss him and I can assure each reader who sees this should know, the successes SIAC has enjoyed over the years were accomplished through the hard work and dedication of this man who never looked for recognition or headlines. He was satisfied just seeing the results he knew shaped our industry.

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- **ALSO Integrated FireLinkXCL 255 Addressable FACP with StarLink Cell or Cell/IP Built In-** Up to 255 Cloud-Programmable Zones & Onboard Annunciator; All-in-One Award-Winning Low Cost FACP/Cellular Solution - No more software to learn or PC required

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Compliances (Radio): NFPA 72 2019, UL 864 10th Ed, CSFM, LAFD, NYC FD

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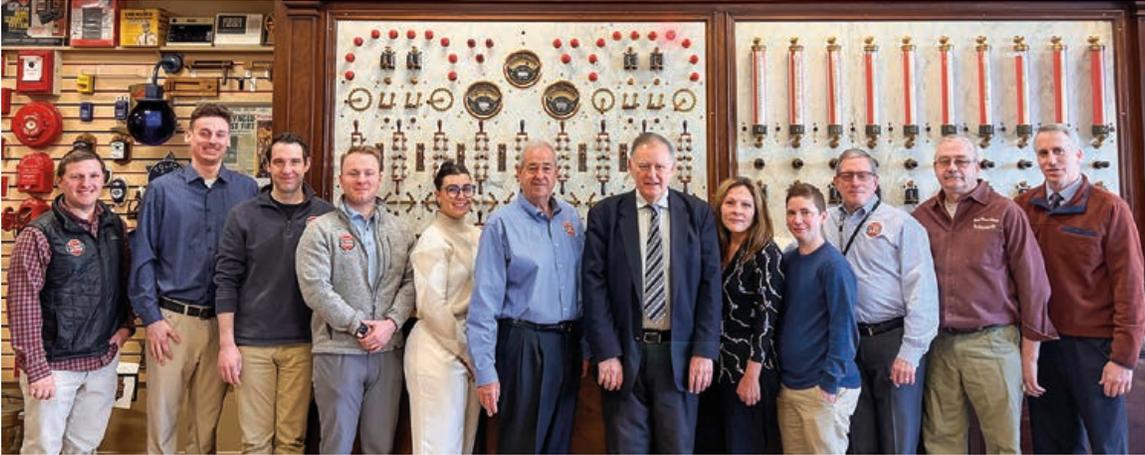
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# INDUSTRY NEWS

Wayne Alarm Systems, Inc., a family-owned and run life safety and security provider with UL/FM central station monitoring, announced that it has acquired Red Alert Alarm Systems of Topsfield, Mass. The purchase further increases Wayne Alarm's share in the greater Boston area as the company continues to grow and expand. "The combination of Red Alert Alarm Systems with our company increases our market share, adds to our geographic presence, and provides our new clients with even greater access to new security technologies including video, access

control, fire, intrusion, and managed services," stated Ralph Wayne Severino, president of Wayne Alarm Systems. Red Alert Alarm Systems was founded by David Martin and has focused on premier security services for more than 45 years. The company serves more than 700 customers in the Boston area. Wayne Alarm has provided Red Alert Alarm Systems with monitoring services since the company began. Red Alert will continue to do business under the Wayne Alarm Systems name. Martin will assist with the transition of the company, as well as working as a part time sales consultant.



Red Alert is now part of Wayne Alarm



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### 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.



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Our next member meeting will be on Thursday, May 11<sup>th</sup> at McMullan's Irish Pub, W. Tropicana, Las Vegas, NV.

Renew or 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)



ISC West 2023: Some NSA Past-Presidents attended the Rockhouse: John Perdichizzi, Greg Simmons, Manuel Robles, and Jon Perry.



NSA 2023 Youth Scholarship 1st winner Ryan Lamping with Father CCFD Captain Clark Lamping, Ryan's Mom, NSA President Manny Robles and NSA VP Greg Maguire



NSA 2023 Youth Scholarship 2nd winner Katelyn Flood with LVFR Ryan Flood and NSA President Manny Robles and NSA VP Greg Maguire

NSA 2023 Youth Scholarship winners Ryan Lamping and Katelyn Flood with NSA Board of Directors at luncheon during ISC-West 2023





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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 34th 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.

## ARIZONA ALARM ASSOCIATION



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

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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.

## TEXAS BURGLAR & FIRE ALARM ASSOCIATION



P.O. Box 59982 Dallas, TX 75229-1982  
TEL 877-908-2322

ExecutiveDirector@tbfaa.org

www.tbfaa.org

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Mark your calendar for these following CBFAA events:

CBFAA Member Meeting is on Thursday, May 11, 2023, 12:00 noon at Hacienda Restaurant, 4100 E. Mexico Ave, Denver, CO

CBFAA Industry Get Together & Fundraiser, October 5th, 2023 at TOPGOLF, Centennial, CO. Vendors contact us for sponsor opportunities.

Join CBFAA in 2023! Low flat-rate annual dues are a great ROI. Want to know more? Contact us!

Membership applications are online at [www.cbfaa.org](http://www.cbfaa.org) or contact us at [cbfaa@cbfaa.org](mailto:cbfaa@cbfaa.org) Join today!

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**OCTOBER**

5..... CBFAA Indstry Get Together/fundraiser ..... TopGolf, Centennial, CO

12..... SAAA Fire Forum

17-18 ..... SIA Securing New Ground ..... Intercontinental/Times Sq., NYC

**DECEMBER**

14..... SAAA Holiday Party

**CAA CONVENTIONS**

**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

**ATTENTION - ALARM COMPANY QUALIFIED MANAGERS**



The State of California Bureau of Security & Investigative 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!

**INDUSTRY EVENTS**

**November 15-16, 2023**

ISC East, New York, NY

**NAFED (National Association of Fire Equipment Distributors)**

May 25 – 26 - Chicago, IL - Swissotel

**TMA**

OPSTech, October 9-12, Lafayette, LA  
 Annual Meeting, November 4-8, 2023,  
 Kapalua, Maui, Hawaii

**SIA Securing New Ground**

October 17-18, New York City, NY

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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)  
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