

ATTENDEE REGISTRATION FORM



Any attendee who registers online by February 28 will be entered in a drawing for a **\$500 GIFT CARD** to be given at the luncheon on Friday.

COMPANY NAME _____

ATTENDEE NAME _____

CITY _____ STATE _____ ZIP CODE _____

BURGLAR | FIRE | LOCK LICENSE # _____

CELLPHONE _____

EMAIL ADDRESS (Needed For Confirmation) _____

Select Your Courses

- | | | | |
|---|---|---|--|
| <input type="checkbox"/> Course A (2 CEU) | <input type="checkbox"/> Course I (2 CEU) | <input type="checkbox"/> Course Q (2 CEU) | <input type="checkbox"/> Course Y (2 CEU) |
| <input type="checkbox"/> Course B (2 CEU) | <input type="checkbox"/> Course J (4 CEU) | <input type="checkbox"/> Course R (2 CEU) | <input type="checkbox"/> Course Z (4 CEU) |
| <input type="checkbox"/> Course C (2 CEU) | <input type="checkbox"/> Course K (3 CEU) | <input type="checkbox"/> Course S (2 CEU) | <input type="checkbox"/> Course AA (2 CEU) |
| <input type="checkbox"/> Course D (3 CEU) | <input type="checkbox"/> Course L (4 CEU) | <input type="checkbox"/> Course T (2 CEU) | <input type="checkbox"/> Course BB (2 CEU) |
| <input type="checkbox"/> Course E (2 CEU) | <input type="checkbox"/> Course M (2 CEU) | <input type="checkbox"/> Course U (3 CEU) | <input type="checkbox"/> Course CC (8 CEU) |
| <input type="checkbox"/> Course F (2 CEU) | <input type="checkbox"/> Course N (2 CEU) | <input type="checkbox"/> Course V (2 CEU) | <input type="checkbox"/> Course DD (14 CEU) |
| <input type="checkbox"/> Course G (4 CEU) | <input type="checkbox"/> Course O (2 CEU) | <input type="checkbox"/> Course W (3 CEU) | <input type="checkbox"/> Firestop Certification Test (0 CEU) |
| <input type="checkbox"/> Course H (2 CEU) | <input type="checkbox"/> Course P (2 CEU) | <input type="checkbox"/> Course X (2 CEU) | |

TOTAL NUMBER OF CEU CREDITS: _____

Discount Prices for Registrations Received Before Feb 28.

Total CEU Credits	Regular Member	Associate Member/Vendor	Regular Non-member	Associate Non-member/Vendor
1-2 CEUs	<input type="checkbox"/> \$195	<input type="checkbox"/> \$850	<input type="checkbox"/> \$295	<input type="checkbox"/> \$950
3-4 CEUs	<input type="checkbox"/> \$295	<input type="checkbox"/> \$850	<input type="checkbox"/> \$395	<input type="checkbox"/> \$950
5-8 CEUs	<input type="checkbox"/> \$395	<input type="checkbox"/> \$850	<input type="checkbox"/> \$495	<input type="checkbox"/> \$950
9-14 CEUs	<input type="checkbox"/> \$495	<input type="checkbox"/> \$850	<input type="checkbox"/> \$595	<input type="checkbox"/> \$950
Trade Show Only	<input type="checkbox"/> \$0	<input type="checkbox"/> \$850	<input type="checkbox"/> \$50	<input type="checkbox"/> \$950

Registrants will pay the regular price (+\$50) for registrations received after 3/10.

Method of Payment:

- CHECK ENCLOSED MASTERCARD VISA AMEX

CARD NUMBER _____ EXP. DATE _____

CARDHOLDER'S SIGNATURE _____ CVV CODE _____

Please complete and return with payment to:
NJESA, 96-A Vanderburg Road, Marlboro, NJ 07746

or Register Online at: WWW.NJ-ESA.ORG

Credit card orders may be faxed to 732-252-8673.

There will be no refunds for cancellations after February 28, 2018.

If you have any questions, please call 609-695-4444 or email sunitha@nj-esa.org.

PRESORTED
First Class
U.S. POSTAGE
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PERMIT NO. 53



New Jersey Electronic Security Association
96-A Vanderburg Rd
Marlboro, NJ 07746



New Jersey Electronic Security Association

ANNUAL SYMPOSIUM
MAR 14-16, 2018



WHY ATTEND?

EARN UP TO 14 NJ APPROVED CEUS

\$500 DRAWING FOR ONLINE REGISTRANTS

OVER 100 VENDORS

4 OPEN BARS

7 FOOD CARVING STATIONS

DOOR PRIZES INCLUDING BANK GIFT CARDS

NETWORK WITH COLLEAGUES

ROOMING \$62 FOR WED-THURS!

For reservations, call: 888-516-2215 (8am-2am EST seven days a week)
or go to: <https://aws.passkey.com/go/SH03EC8>
Group code: SH03EC8 (All callers will be asked for this code).
Group name: NJESA Annual Conference
Reservations must be made by February 19, 2018.

TRADE SHOW

Trade Show admission is free for all alarm dealer class attendees.
Trade Show admission is also free to alarm dealer members who do not attend classes if pre-registered for the show.

COURSE CHANGES

There will be no on-site course changes allowed.
Any changes must be made by February 28, 2018.

CONFIRMATION

All registrants will be emailed a confirmation, if an email address is provided on the registration form.

REFUNDS

No refunds will be issued after February 28, 2018.

NJESA HAS A

ZERO TOLERANCE POLICY REGARDING SUITCASING

VISIT WWW.NJ-ESA.ORG TO VIEW THE FULL POLICY REGARDING SUITCASING.

Not sure if you are a vendor or member?

Member - Licensed installation company that sells retail security services and products to the general public, and not other alarm contractors.

Vendor - Any company that profits directly from security contractor activities. This includes but is not limited to alarm/security equipment manufacturers, distributors, rep firms, industry consultants, lawyers, brokers, central stations, dealer programs, and software/business solutions. If you receive payments in any form from an alarm contractor, you fall into the category of a vendor.

Room rate is \$62.

Harrah's is waiving \$81 worth of parking, Internet access, and resort fees.

Brand new convention center.

Opening reception at the pool bar on Wednesday evening.

Harrah's
RESORT
ATLANTIC CITY



THANKS to our
Mailing Sponsor

Valued NJESA Member



WWW.NJ-ESA.ORG

SCHEDULE AT A GLANCE

WEDNESDAY	6:00–9:00 pm Early Registration and Check-in		7:00–9:00 pm Opening Reception at Pool Bar with OPEN BAR				
THURSDAY	Breakfast 8:15–9:15 am	Classes 9:30–11:30	Lunch 11:45–1:00 pm	Classes 1:15–3:15	Break 3:15–3:45	Classes 3:45–5:45	Expo/Door Prizes 5:30–9:00
FRIDAY	Classes 7:30–9:30 am	Breakfast 8:15–9:15	Classes 9:30–11:30	General Meeting/Lunch 11:45–1:15 pm	Classes 1:30–3:30	Break 3:30–3:45	Classes 3:45–5:45

FIRE, BURGLAR, LOCKSMITH COURSE CODES

Burglar	TECES - Technical Electronic Security		BUS - Business	
Fire	TECFA - Technical Fire Alarm		L/C - Laws / Codes Courses	
Locksmith	TECBA - Technical Burglar Alarm		SAF - Safety Courses	
	TECBF - Technical Burglar & Fire Alarm			

THURSDAY COURSES

- 9:30–11:30 am**

Course A: Life After DACT

Lou Fiore - 2 CEU Credits (TECFA)
This course will give the current status of fire and burglar alarm transmission using DACT over the PSTN, including a synopsis of the AICC annual Communications Survey. Additionally, the major carriers' copper discontinuation efforts will be discussed. It will explore alternatives to the PSTN, including cellular and One-Way Private Radio. It will also explore the use of the Public Safety Broadband Network (FirstNet) as a future alternative.
- 9:30–11:30 am**

Course B: Fire Extinguisher Class

Kevin McCutchan, John Feehan, Christopher Hagen - 2 CEU Credits (SAF)
This basic fire extinguisher review and use class will cover the classification of fires and the proper extinguishers to use on them, as well as the proper procedures for extinguisher use and notification of first responders.
- 9:30–11:30 am**

Course C: Z-Wave - Today's Protocol for Home Automation & System Integration

Richard Scholl and Nolan Male - 2 CEU Credits (TECES)
Meeting your customers' expectations by offering a connected home is easy when you understand the basics of Z-Wave RF technology. This course will show how to establish a robust network, explain simple do's and don'ts and review troubleshooting techniques.
- 9:30–11:30 am** **1:15–2:15 pm**

Course D: Ambush, Holdup, and Panic Alarm Systems

Jeffrey D. Zwirn - 3 CEU Credits (TECBA(7)C018)
This course provides the attendees with the proper methodologies which must be followed when recommending, designing, installing, placing, inspecting, servicing, maintaining and monitoring ambush, holdup and panic buttons systems for residential, commercial, industrial, and high risk, high robbery exposure applications. Forensic case studies will be presented and nationally recognized industry standards and best practices, and UL standards will be analyzed and reviewed in order to help protect your subscribers and minimize your loss potential as an alarm contractor providing these mission critical systems.
- 9:30–11:30 am**

Course E: Wireless Network Design Considerations

Guy Walker - 2 CEU Credits (TECES)
This course will help attendees understand a wireless network backbone and when and why to use wireless vs. wired networks. It will also discuss network topologies and which environment could be successful to deploy a wireless network.
- 9:30–11:30 am**

Course F: Fire Sprinkler Systems for the Fire Alarm Team

John Drucker - 2 CEU Credits (TECFA(2)C105)
How many times have you heard, IBC 903, NFPA 13, 13R and 13D, residential, wet pipe, dry pipe, single and double interlock preaction, deluge, standpipe classifications, backflow preventer, tanks, pumps, FDC's and other water based suppression terms? This two hour seminar will present fire sprinkler, fire standpipe and fire pump systems to those outside the sprinkler industry. Participants will be able to differentiate the various types of systems, when and how they are used and the various codes and standards that apply. Participants will be able to follow along when discussing these systems in a building design team setting, and more importantly, what is expected from the alarm side of the equation supervising these systems.
- 1:15–5:45 pm**

Course G: Video Surveillance and Access Control in the Cloud

Chris Ritter - 4 CEU Credits (TECES)
As a growing number of organizations look to reduce their investment in infrastructure in favor of cloud solutions, this class will provide an overview of available solutions, and what to look for, when evaluating cloud-based physical security systems. The class will offer a primer of fundamental cloud technology concepts, and provide guidance to select the right video and access control services.
- 1:15–3:15 pm**

Course H: Fire Safety

Kevin McCutchan, John Feehan, Christopher Hagen - 2 CEU Credits (SAF)
This class will teach the proper way to respond to a fire, and will include a review of fire safety and preparedness.
- 3:45–5:45 pm**

Course I: Fire Safety Emergency Action

Kevin McCutchan, John Feehan, Christopher Hagen - 2 CEU Credits (SAF)
This course will review the correct response procedures and actions that should be taken to protect individuals and families in the event of an emergency, including fire, hazardous materials incidents, gas leaks, storms, biological, nuclear, and other non-fire emergencies.
- 1:15–5:45 pm**

Course J: Firestop Instructional Training – Level 1

John Zalepka - 4 CEU Credits (TECFA)
This comprehensive, competency-based course is designed to educate and train participants in the fundamentals needed to become a resident firestop specialist. Certificates and wallet ID cards, which expire every two years, are issued to those who pass the exam, given on Friday morning. This course is excellent for designers, installers, code compliance officers and anyone seeking a basic understanding of firestopping, or those wishing to renew their certification.
- 2:30–5:30 pm**

Course K: Commercial Security and Fire Alarm Systems

Jeffrey D. Zwirn - 3 CEU Credits (TECBF(7)C026)
This course will review the duties of an alarm contractor when it designs and installs commercial security and fire alarm systems, which also includes, but is not limited to the proper security survey, needs analysis, application, recommendations, internal system programming, inspection, testing, maintenance and monitoring of these types of alarm systems; initiating detection devices, intrusion detection devices, audible and visual notification appliances, NFPA 70, NFPA 72, UL 365, UL 864 10th Edition, and Nationally Recognized Industry Standards and Best Practices. Forensic case studies will also be presented where the alarm system was alleged to have failed and the results of these investigations will be discussed as part of this training curriculum.
- 1:15–5:45 pm**

Course L: Networking and How It Relates to the Security Industry

Todd Walp - 4 CEU Credits (TECES)
This course will discuss network terminology and basics. You will learn why you want to leverage network infrastructure for security/video/access control. The course attendee will understand the different types of network infrastructures (wireless, copper, fiber) and why they are important. The course will also discuss limitations and potential pitfalls of networks and how to navigate those hurdles.
- 1:15–3:15 pm**

Course M: Carbon Monoxide and NJ – Legislation and Alarm Requirements

John Drucker - 2 CEU Credits (L/C(2)C103)
Did you know that significant legislation was passed in NJ regarding carbon monoxide warning, that the scope of detection and warning has been expanded to "Other Occupancies," that detection systems and not just alarms are recognized by the code, and that residential alarms now require two power sources? This 2-hour course will review all recent activity regarding carbon monoxide in NJ, including the Uniform Fire and Construction Codes, Rehabilitation Subcode, and 2015 IBC/NJ Chapter 915. By the end of the session, you will be able to differentiate the types of applications, when detection is required, and various codes and standards that apply.
- 3:45–5:45 pm**

Course N: NJ Uniform Construction Code - Permit Rules Demystified

John Drucker - 2 CEU Credits (L/C(2)C111)
Do you know a construction permit is required, what ordinary maintenance, minor and emergency work are, what a shop drawing review is? Are you avoiding permits and in the process your customer never receiving a certificate of approval, the most common errors that result in your application being denied while others obtain permits and commence work? This class takes an inside look at the entire permitting process from new construction to rehabilitation. The objective of this course is to enlighten alarm industry representatives to the duties and responsibilities of code officials, specially the process of filing and obtaining construction permits.
- 3:45–5:45 pm**

Course O: NJ Licensing Law

Michael Revness, Esq. - 2 CEU Credits (L/C(2)C070)
This course will review the scope and key points of the Licensing Act. It will cover the proposed duties and functions of the Fire Alarm, Burglar Alarm and Locksmith Advisory Committee, as well as the requirements and qualifications for licensure and ineligibility exemptions and applicants licensed in other states.

FRIDAY COURSES

- 7:30–9:30 am**

Firestopping Certification Test

John Zalepka - No CEU Credits
Only those who have attended Course J (Firestop Instructional Training – Level I) may take this exam. Certificates and wallet ID cards, which expire every two years, are issued to those who pass the exam.
- 9:30–11:30 am**

Course P: Mass Notification/ Emergency Communications Systems

Maria Marks - 2 CEU Credits (TECFA)
Mass notification/ Emergency Communications has many meanings to different people. This course discusses the goals, codes and technologies that shape the proper solution for a mass notification system/emergency communications system. The multiple layers of response are covered to include inside, outside and at your side devices that can be used to support an emergency action plan for a custom solution.
- 9:30–11:30 am**

Course Q: Active Shooter Medical Emergency

Kevin McCutchan, John Feehan, Christopher Hagen - 2 CEU Credits (SAF)
This class will review the ABC tactics for active shooters (avoid, barricade, confront), and will review incidents and lessons learned.
- 9:30–11:30 am**

Course R: Cyber Liability Roundtable

Michael Revness, Esq. and Ralph Costa - 2 CEU Credits (TECES)
Roundtable discussion among moderator, insurance, legal, technical and business best practices. Discuss risks, real-life examples, how risks are technically exploited, insurance coverage issues, legal exposure issues, and best business practices to eliminate or reduce risks.
- 9:30–11:30 am**

Course S: Understanding Your Alarm Contracts

Michael Revness, Esq. - 2 CEU Credits (BUS(27)C003)
Join us for a legal and practical discussion about your security alarms contracts. During this discussion, we will explore, among other topics: the appropriate form of contract in our life/safety industry; why our industry form contract has a unique risk allocation structure; how many contracts you really need; the difference between a limitation of liability clause and indemnification clause and why they are so important in your contract; whether you can agree to strike out or change a limitation of liability or indemnity clause in your contract if requested by a customer; contract negotiating techniques for legal and business terms; what to do if your customer presents you with a contract form, which conflicts with your contract form, and insists that you sign it; differences between a residential and commercial contract in our industry; the 3-Day Right of Rescission Notice and when it is required; and how well drafted industry contracts increase the value of your business.
- 9:30–11:30 am**

Course T: Fire Alarm System Wiring, 2014 NEC & 2013 NFPA-72 including Survivability Requirements

John Drucker - 2 CEU Credits (TECFA(2)C106)
The 2015 IBC, 2014 NEC and 2013 NFPA-72 contain significant changes when it comes to fire alarm wiring methods and materials. Do you know the nuances of above ceiling spaces, smoke control systems, risers, raceways, outside wiring, separation, power limited, non-power limited, class 1,2,3 and most importantly when survivability is required? Understanding these requirements can make the difference between having unexpected costs and time delays versus specifying and installing correctly the first time. This 2 hour seminar will help participants have a clear understanding and differentiate the various types of wiring methods, where and when they can be used and how they are to be installed including when survivability is required and the various codes and standards that apply.
- 8:30–11:30 am**

Course U: Residential Fire Alarm Systems

Dan Lajoie - 3 CEU Credits (TECRF(2)C055)
Residential fire alarm systems are installed every day. Are they being installed correctly? This course covers everything you need to know and is also required to maintain your burglar alarm license. A number of steps need to be followed to correctly install, maintain, and monitor these systems. This course is excellent for all levels of experience.
- 1:30–3:30 pm**

Course V: Construction Site Fire Safety Manager

Kevin McCutchan, John Feehan, Christopher Hagen - 2 CEU Credits (SAF)
This is a class designed for construction design professionals and on-site supervisors. This class reviews the best practices to prevent fires in buildings being built or buildings under renovation.
- 1:30–4:30 pm**

Course W: Advanced Biometric Access Control Training

Ted Leventhal - 3 CEU Credits (TECES)
This course presents a brief history of biometrics currently on the market, how they work, and their applications. Best practices, do's and don'ts, the current most popular technology and how they work are part of the discussion. The attendee will leave with a much better understanding of biometrics; where to apply them, and how to successfully install them.
- 1:30–3:30 pm**

Course X: Selling Your Alarm Company – Buying Another Alarm Company

Michael Revness, Esq. - 2 CEU Credits (BUS(27)C002)
If you are looking to sell your company, you do not want to miss this session. All material aspects of the "deal" will be discussed, including: Non-Disclosure Agreements, Letter of Intent, Due Diligence, Hold-Backs, Valuation (RMR), Asset Purchase Agreement, Indemnification, Closing and Traps and Pitfalls to avoid. With plenty of time for questions, you will leave this session with a solid analytical framework on how to approach your next "deal". This session is best suited for business owners, managers, and others interested in learning some transactional law.
- 3:45–5:45 pm**

Course Y: Public Projects and the Requirements of the New Jersey State Prevailing Wage Act

Alan Model - 2 CEU Credits (BUS)
This course will define public works projects and the requirements of the NJ State Prevailing Wage Act, and will also cover the regulations, registration, and relevant prevailing wage strategies necessary to achieve compliance.
- 1:30–5:45 pm**

Course Z: Fiber Optic Basics, Testing, and Splicing Essentials

John Bruno - 4 CEU Credits (TECES)
This course will teach students the basics of fiber optics and the methods to test and splice singlemode and multimode cables. Upon completion of the course, students will have basic fiber knowledge and the skills to splice and certify fiber optic installations.
- 1:30–3:30 pm**

Course AA: Access Control - Code Requirements - New Jersey

John Drucker - 2 CEU Credits (L/C(2)C104)
Did you know that 2015 IBC NJ Edition made significant changes in the Means of Egress Chapter regarding Access Control Systems? Did you know there are six different types of systems? Did you know that many are Use Group specific, and that amendments were made with the NJ Adoption? This two hour course will review Chapter 10, Means of Egress of the 2015 IBCNJ with regards to Access/Egress Control in detail including NJ amendments to schools, healthcare, and electromagnetically locked egress doors. We will look at NFPA-72 and interfacing egress control with fire alarm systems.
- 3:45–5:45 pm**

Course BB: Documentation – Use of Forms for Inspection, Test, and Maintenance

John Drucker - 2 CEU Credits (L/C)
This course will review the use of various forms for the documentation of installation, inspection, testing, and maintenance of fire alarm and signaling systems, carbon monoxide detection systems, and supervisory aspects of fire suppression systems. Documentation serves as a crucial element for customer records, insurance companies, fire code officials and in litigation should a loss occur or the work be brought into question. Properly documenting fire protection system work is often overlooked or poorly prepared. The course will review the documentation requirements of the NJ Uniform Construction and Fire Codes, the forms provided for in NFPA-13, NFPA-72 and NFPA-720 in a step by step approach.

2 DAY COURSES

- Course CC: Required 8-Hour Session**

Sal DiCristina - 8 CEU Credits
The NJ Uniform Construction Code (L/C13(2)-C027)
This section will introduce the participant to the permit and inspection requirements contained in the NJ Uniform Construction Code. Subjects will include: permitting, licensing, certificates, and the referenced standards. The participant will be familiar with the various rules that regulate installation of fire alarm and security systems. In addition, participants will also learn the process they need to follow to ensure a legal and properly installed system.

Understanding the NJ Barrier Free Subcode (L/C13(2)-C029) and Understanding the Americans with Disabilities Act (L/C13(2)-C028)
This section will review the requirements of the NJ Barrier Free Subcode (NJAC 5:23-7) and the Americans with Disabilities Act Code (36 CFR §1191), as they apply to both construction projects and the installation of alarm systems. The participant will understand the code requirements and options as they apply to building and fire systems. Various visualization and/or audible sensing alarm components available to disabled individuals will be reviewed.

Industrial and Construction Site Safety (SAF13(2)-C026)
This section will review the proper procedures and practices to ensure a safe working environment for workmen in an industrial setting. The participant will receive instruction on proper industrial work safety.

Thu: 9:30 am–3:15 pm & Fri: 1:30–5:45 pm
- Course DD: Fire Alarm Installation Methods**

John Luzzo - 14 CEU Credits (TECFA(2)C007)
This 14-hour course, followed by a two hour examination, provides broad training in proper installation and service requirements for commercial and household fire alarm systems based on NFPA and ICC codes. NFPA requires fire inspection and testing personnel to be knowledgeable and trained, and service personnel be qualified and experienced. Students will learn the information needed for professionals to become familiar with fire alarm system requirements necessary to gain certification and prove competence.

Thu: 9:30 am–5:45 pm & Fri: 7:30 am–5:45 pm



Make Your Course Selections Carefully.

No On-site Changes Allowed.