

NORTHEAST MIDWEST SENTINEL

Published for the Northeast and Midwest Electronic Security Industry

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CAA Offers New Training Program

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

For information and demos, visit www.nationaltrainingprogram.com. Also see page 16 in this issue of THE SENTINEL for more details.

Join Mission 500 Great Las Vegas Hunt at ISC West 2021

This year Mission 500 is hosting a different fundraiser at ISC West to help children and families in need across the U.S. Join Mission 500 at ISC West 2021 for "The Great Las Vegas Scavenger Hunt." The event will be held on Tuesday, July 20 at 6:00 p.m. – 8:00 p.m. at the Sands Expo Center.

"We are all looking forward to an in-person ISC West in July, which has been an important partner and venue for Mission 500 fund raising activities for over ten years. ... This year's Great Las Vegas Scavenger Hunt should be a lot of fun, and we encourage our longstanding and new sponsor partners and individual supporters to participate in this event so we can continue to support children in need across the country," said Ken Gould, Chairman of Mission 500.

Corporate sponsorships are available for this event, with company and independently sponsored teams participating in the actual scavenger hunt. The cost to participate is \$200 per team of four, while individuals can sign up for \$50.

For more details on this event, please visit <https://www.mission500.org/the-great-las-vegas-hunt-2021/>. Interested sponsors should contact Kathryn Robinson at krobinson@mission500.org.

CASIA EVENTS

Connecticut Alarm & Systems Integrators Association

CASIA GOLF CLASSIC

Lyman Orchards Golf Club, Middlefield CT

THURSDAY, JULY 15, 2021

18 Holes of GOLF – Fun for all players

For information call Pat Remes at 203-762-2444 or email premes@casiact.org or visit www.casiact.org.

NJELSA Training Summit

August 12 - 13, 2021

The New Jersey Electronic Life Safety Association (NJELSA) is pleased to invite you our Training Summit at Harrah's Atlantic City.

- August 12 – 13, 2021
- Earn up to 11 CEU credits.
- Package: Lunch on Thursday, August 12 and Friday, August 13; 2-hour cocktail reception on Thursday evening; breakfast on Friday.
- 2-Day Training Summit –
\$395 (members)
\$495 (non-members)



We look forward to seeing our colleagues and friends for a wonderful time. Reach out to Sunitha at sunitha@njelsa.org or via phone at 609-695-4444 (x-2) for answers to your questions.

More info can be found here:
<https://njelsa.org/njelsa-training-summit-2021/>

ISC WEST

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Las Vegas**

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www.ISCwest2021.com/TEAM

CASIA's LOBSTERBAKE & BARBECUE

@ the BEACH/ CATERER SEA HOUSE CLAMBAKES

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Penfield Beach / Jacky Durrell Pavilion, Fairfield, CT

6:00 p.m. – 10:00 p.m. \$75.00 per person

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Call: 203-762-2444 Fax: 203-762-9211 Email: premes@casiact.org

More CASIA events, see page 3

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Connecticut Alarm & Systems Integrators Association

CASIA MEMBERSHIP EXPO & AUCTION

Thursday, September 30, 2021

Under the Tent @ Lyman Orchards Golf Club, Middletown, CT

VENDOR TRADE SHOW

4:30 p.m. (networking & exhibits)

Exhibits / Dinner / AUCTION

This year's EXPO! Vendor Trade Show and live AUCTION will take place September 30, 2021. under the tent at our favorite golf club – Lyman Orchards.

The EXPO! and Vendor Trade Show offers the excellent opportunity for dealers and vendors to enjoy one-on-one discussions about business, products and new technology; the AUCTION provides the fun factor. We are hoping for donations of items such as sport tickets, wine baskets, dinner events, golf outings, food packages and getaways.

Bring a non-member company (their dinner is complimentary) and if your guest(s) signs up as a member on 9/30/21 you will both receive a \$50 VISA gift card as our thank you!

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Buchanan Ingersoll
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Walter "Harvey" Clark (2006-2007)
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Susan R. LaFond (January 2006)
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Irv Shiffrin (1984-1985)
Daniel Budinoff (1998-1999)
P.W. Orvis, Jr. (1980-1984)

Executive Director

Pat Shea Remes 203-762-2444
premes@casiact.org

CASIA Apprenticeship Training

Are you doing work in Connecticut? If so, we've got you covered. ESA National Training School's L-6 Limited Electrical Connecticut Apprenticeship training program was designed specifically to satisfy the state requirements for the limited electrical journey person license in CT.

L-6 Limited Electrical Connecticut Apprenticeship Training

ESA MEMBER PRICE: \$824.00 - \$1,500

Pay conveniently by semester or by year.

This coursework will start students on their journey to complete the 295.5 required training hours for the L-6 Limited Electrical Connecticut Apprenticeship program. As an apprentice, they will learn on the job under the supervision of a journey person while working for an approved sponsor and attending the related instruction through an approved provider.

Students will complete 295.5 hours of related instructions as well as 4,000 hours of on-the-job training while they are enrolled. For more information visit www.esaweb.org.

CASIA TRAINING

Training Class Registration forms available online at www.casiact.org. Please contact Pat Shea Remes at premes@casiact.org for information. See page 14.

CASIA Meetings 2021

NEW MEETING DATES ESTABLISHED!

JULY 15 CASIA Golf Classic..... Lyman Orchards, CT

AUGUST 19 CASIA Lobsterbake & BBQ ... Fairfield Beach, CT

SEPTEMBER 30.. CASIA Membership EXPO!... Lyman Orchards, CT
EXPO! *VENDOR TRADE SHOW & LIVE AUCTION is being moved under the tent @ LYMAN ORCHARDS GOLF CLUB on Thursday, September 30. A bonus for golfers who will be able to hit the greens before the event.*

OCTOBER 28 CASIA Octoberfest..... Derby, CT

DECEMBER 15... CASIA Holiday Party..... TBD

To RSVP to these meetings, call Pat Remes at 203-762-2444 or email premes@casiact.org.

PerkPlans Deliver Results to CASIA Members

CASIA has enrolled in PerkPlans to give all members a chance to SAVE Big Time! It cost you nothing as a member but gives you access to savings with hundreds of business and services. Verizon? Dell Computer? Disney World? Home Depot? Sam's Club? These are just a sampling of what PerkPlans offers. Go on to CASIA's website, www.casiact.org /Member Perks to review the entire world of discounts available. The password is "protected", just email (preme@casiact.org) or call (203-762-2444) for the key word to savings.



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CASIA
Connecticut Alarm & Systems Integrators Association



NORTHEAST STATE ASSOCIATIONS

CONNECTICUT

Connecticut Alarm & Systems Integrators Association, Inc.
PO Box 7230 Wilton, CT 06897
Phone 203-762-2444 | Fax 203-762-9211
www.casiact.org

DELAWARE

For information, contact Electronic Security Association at
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MAINE

Maine Burglar & Fire Alarm Association
Rich Brobst, Jr., President, Guardian Systems of Maine
O 207-536-4800 C 207-699-6800
rich@guardiansystemsmaine.com

MARYLAND

For information, contact Electronic Security Association at
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Massachusetts Systems Contractors Association, Inc.
1 Merchant Street Suite 112, Sharon, MA 02067
781-784-2102 office@msca-systems.org | www.msca-systems.org

NEW HAMPSHIRE

New Hampshire Alarm Association
P.O. Box 187, Pelham, NH 03076
866-809-2043 | www.nhalarm.org

NEW JERSEY

New Jersey Electronic Life Safety Association NJELSA
96A Vanderburg Road, Marlboro, NJ 07746

NEW YORK

New York State Electronic Security Association

1971 Western Avenue - PMB #1105, Albany, NY 12203
800-556-9232 or 814-838-0301
info@nybfa.org | www.nybfa.org

Mid Hudson Alarm Association (MHAA)

President, David Akins

Long Island Alarm Association (LIAA)

President, Mark Amendolare

Regional Alarm & Security Integrators Association

President, Trevor McEnaney

Western NY Electronic Security Association

President, Gary Sonnenberger

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Pennsylvania Burglar & Fire Alarm Association
4544 West Ridge Road, Suite #2, Erie, PA 16506
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RHODE ISLAND

Rhode Island Alarm and Systems Contractors Association
PO Box 19347, Johnston, RI 02919
www.riasca.org | jsidok@hcsecurity.com - Treasurer

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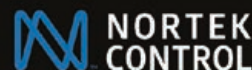
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The IESA Charter Chapter of the Electronic Security Association was formed in 1980 to promote the private alarm industry in the state by providing direction through communication, education and socialization. With 600+ licensed alarm contractors and 200+ licensed alarm agencies throughout Illinois, the private alarm industry is comprised of thousands of highly skilled security professionals.

ESA of INDIANA

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www.ibfaa.org

IOWA

Iowa Alarm Association
P.O. Box 2431, Waterloo, IA 50703

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Kansas Burglar & Fire Alarm Association
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E: Info@SecureOhio.org
Dale R. Eller, Executive Director

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PO Box 1585, Norman, OK 73070
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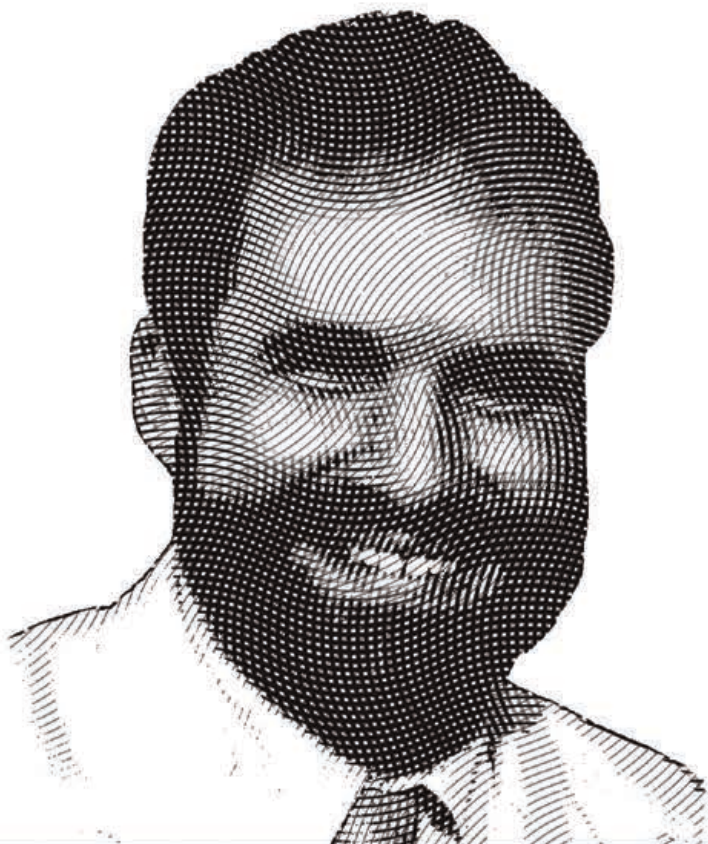


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By Andrew E. Markowski, Esq., Statehouse Associates, LLC

State Legislative Session Adjourns – CASIA Scores Major Legislative Victory!

Legislature Adjourns But Goes Into Special Session A Week Later... State budget passes but budget implementer and cannabis legalization were still outstanding...

CASIA culminates 2-year legislative effort as Senate Bill 266 passes... electronic security technicians no longer required to have separate locksmith credential when working on electronic or connected locks...

The 2021 regular state legislative session, now in the books, was certainly one like none other, with a different “look” and “feel” like as lawmakers, staff and advocates alike all adjusted to new ways of doing business while the state capitol remained closed to the public throughout the session. Aside from floor sessions of the House and Senate, most legislative business, including committee meetings and public hearings, was conducted “virtually” via live online videoconferencing. When the 2021 regular legislative session adjourned “Sine Die” (Latin for without a day to reconvene, meaning the final adjournment for the year) at midnight on June 9th, state lawmakers were already planning to be back at the Capitol the following week to meet in special session to address to major outstanding issues from the session that were unable to be considered before adjournment.

In the special “overtime” session, the legislature had to deal with one of the most watched topics this year – the legalization of cannabis. While a bill did pass the Senate in the final days of the regular session, time ran out before the House could take up the measure,

so instead it had to be dealt with again in the special session. More information on this legislation will be reported on in future editions of The Sentinel, including a review of the various provisions related to employment that are contained in the cannabis legalization bill, including various employer protections such as those that ensure employers are able to administer pre- and post-employment drug screening, as well as adopt policies prohibiting the possession and use of cannabis both in and out of the workplace.

The other topic that was addressed during the special session was the so-called budget “implementer” bill. Even though the legislature passed with bipartisan votes a \$46 billion biennial state budget containing no major tax increases, nearly a thousand pages of additional legislative language was still needed to implement the various spending, revenue and related policy changes contained in the budget. These policy changes in the massive implementer bill ranged from direct budget items to parts of various bills that did not make it over the finish line in regular session.

One of the bills that did make it over the finish line after a two-year effort on the part of CASIA was Senate Bill 266, “An Act Concerning New Home Construction Contractors, Home Improvement Contractors, Trade Apprenticeships and Locksmiths”. This large bill contains various provisions related to the laws governing registered new home construction contractors and home improvement contractors, among other trade and licensing provisions. Most importantly though, the bill contains a major legislative initiative from CASIA by specifying what does and does not constitutes locksmith work. Section 12 of the legislation provides an important exemption from the state’s locksmithing law for properly licensed low-voltage electronic security technicians who service, install, or repair electronic locks, access control devices, or other similar locking devices that connect to an electronic security system.

Senate Bill 266 was ultimately passed on a strong bi-partisan vote of 34 – 1 in the Senate and 142 – 5 in the House. CASIA wishes to extend a special thank you to the key legislators who helped support this effort and make it happen, specifically the leaders of the legislature’s General Law Committee, including Co-Chairman Rep. Mike D’Agostino (D-Hamden) and Co-Chairman Sen. James Maroney (D-Milford), along with Ranking Member Rep. Dave Rutigliano (R-Trumbull) and especially Ranking Member Sen. Kevin Witkos (R-Canton), who took the lead on bringing all of the impacted stakeholders together.

Be on the lookout in future months editions of The Sentinel for more specifics on the new locksmith exemption legislation as well as a complete recap of other bills that passed this year that are of interest to the electronic security industry.

The 2021 State Legislative Session May Be Over, But That Doesn’t Mean Your Lawmakers Don’t Need To Hear From You – Tell Them What Matters To You And The Electronic Security Industry!

Have a question? Want to express your opinion? Just want to know who now represents you in Hartford? Go to the website below and enter your address to look up your state legislators; with a few quick clicks you can visit their official webpage, email them, or get their office phone number to make a call. Remember – as a CASIA member, your voice matters!

<https://www.cga.ct.gov/asp/menu/cgafindleg.asp>

As always, if you have questions on legislation or regulations or if you would like more information on an issue, please feel free to contact CASIA Lobbyist Andy Markowski at: (860) 707-3620 or aem@statehouseassociates.com.



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By Tony Smith

If You Don't Have It Yet... Now Is The Time To Get It! Cybersecurity Awareness

You are probably aware of the Colonial pipeline ransomware debacle which recently shut down 45% of the East coast supply of jet fuel and gasoline. This led to long lines at gas stations as we approached the Memorial Day holiday. This followed similar attacks on JSB Meats (the world's largest supplier of meat), Solar Winds and Microsoft Exchange. The FBI has confirmed that "Dark Side" was the culprit behind the Colonial Pipeline attack, and probably responsible for a large number of recent attacks generated from behind the electronic curtain of the new Russian Empire. Russia claims no responsibility for the attacks, but it has made no effort to shut down Dark Side and others of its ilk who are operating from Russia or one of its satellites. Estimates vary as to how many attacks have been inflicted on us. Not everyone owns up to a ransomware attack as they are required by law to do. Estimates, however, for 2020 indicate that ransomware payments exceeded \$350 million in the USA alone.

These ransomware attacks come in various shapes and sizes. Numerous companies in our industry have been attacked, some more than once. If you have not thought much about it, it is time you do. The information we hold in our files is a very valuable commodity in the open market. Colonial Pipeline paid out almost \$5 million to release their records from control by Dark Side. The good news is that the FBI managed to get into the cryptocurrency universe, identify where some of the ransomware proceeds had gone, and recover about half of it before the culprits had control of it.

Quickly, what is ransomware? The culprits who disseminated the malware did not develop it. The malware used in the attack on Colonial Pipeline was initially developed by Dark Side, who then cut a deal with the culprits to share the proceeds from the ransom payment. The culprits then inserted the malware into the Colonial Pipeline system, which allowed them to take control. Upon payment of the ransom, the victims are given a key which allows them to regain control. Colonial Pipeline, and many others have paid the ransom. Dark Side has announced that they are not interested in attacking our infrastructure, only in the money. Maybe so, but Russia just might have different goals.

The Colonial Pipeline attack was so egregious that we have had a response from the White House. President Biden has signed an Executive Order designed to improve the nation's cybersecurity posture.

1. Simplify the sharing of cybersecurity threat information between Government and the Private Sector.
2. Authorize the Federal Government to create stronger cybersecurity standards.
3. Improve security for the Software Supply chain.
4. Review cybersecurity incidents with a newly created Review Board composed of Private Sector and Government experts.

(For a thorough explanation of the cybersecurity issue and the Executive Order, see the June 2021 issue of Security System News)

Tony Smith is a Past President of the CAA and a former member of the Board of ESA. He is the Founder, President, and CEO of Security Funding Associates, a leading industry financial services firm. He may be reached at TSmith@SecurityFundingSolutions.com or (855) 723-2229.



SCOTT GOULD
DIRECTOR OF SALES - SOUTHEAST
sgould@dynamarkmonitoring.com
321.615.1116

WE'RE GROWING!

Dynamark Monitoring is pleased to announce and welcome Scott Gould as our Southeast Director of Sales. Scott will be responsible for developing new business opportunities and creating customized solutions to customers' needs. Prior to Dynamark, Scott brings over 20 years of experience in sales and business development. Most recently the market expansion into Florida and southeast with Site 2020, and Rapak where he was responsible for business development in an 8-state region and Puerto Rico.

Scott is based in Melbourne, Florida, and will lead our growth in Florida, Georgia, South Carolina, North Carolina, Virginia, Kentucky, Tennessee, Mississippi, and Alabama. Scott's experience along with his dedication to strategic planning and business development will play a key role in providing and implementing high-quality solutions for our customers.

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TMA Welcomes 50th FirstNet® Certified Company

The Monitoring Association (TMA) announced that systems integrator Convergent Technologies, LLC., Renton, WA, became the 50th FirstNet certified company. FirstNet is the nationwide public-safety wireless broadband network platform, built and deployed through a first-of-its-kind public-private partnership between the First Responder Network Authority (FirstNet Authority) and AT&T. The FirstNet Authority is an independent authority of the U.S. Department of Commerce. In April 2019, under an agreement with AT&T, TMA began issuing a Certificate of Verification to qualified alarm companies for the use of FirstNet services for alarm transport communications.

Companies wanting to obtain a TMA FirstNet Certificate of Verification must meet accepted alarm industry standards, transmit public-safety related alarms from systems designed primarily to protect life and/or property (e.g. robbery, burglary, unlawful intrusion, fire, emergency medical) to a FirstNet Certified Central Station Monitoring Facility that confirms and verifies the authenticity of the alarm and notifies a Public Safety Answering Point (PSAP) for relay to a public safety agency for the purpose of initiating an emergency response, and prove that it meets the requirements.

The alarm services company can then seek approval for eligibility to use FirstNet services by presenting the TMA Certificate of Verification to AT&T along with their contract(s) and/or service order(s), or to another alarm services company who will be providing FirstNet services from AT&T.

The TMA Certificate of Verification must be renewed every 12 months from when the initial TMA Certificate is issued. For more information, please contact Tara Compher at (703) 660-4913 or at tcompher@tma.us.



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OPTEX Bridge: 12 Channel Model

The new CKB-312 OPTEX Bridge is a 12 channel device that allows you to connect up to 12 cameras & sensors to create a visual verification option for your customers. It simplifies installations; no need to add multiple Bridges on medium size applications. For larger systems, multiple CKB-312 or CKB-304 can be used. The CKB-312 Bridge can elevate any standalone, self monitored security applications by utilizing a simple app on your smart phone.

OPTEX Bridge: 4 Channel Model

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DAVIS MERGERS & ACQUISITIONS GROUP announced that Kelly Bond has joined the company to facilitate mergers and acquisitions transactions. Kelly comes with nearly 25 years of experience in the security industry, having spent several years with Brivo, a software-as-a-service company providing cloud-based access control. Prior to that, Kelly spent over a decade as Senior Vice President of Business Development at Alarm Capital Alliance (ACA). Kelly comments, "I am very excited to start a new chapter with Davis Group and look forward to working with this tenured team to contribute to their growth and further develop their extensive relationships with dealers throughout the country." She currently



serves on the Steering and Nominations committees of SIA's Women In Security Forum and is the National Scholarship Task Force Chair for the Electronic Security Association (ESA). "Kelly's wealth of experience and industry knowledge has already made her a key addition to the Davis Mergers & Acquisitions Group," said President Ron Davis.

DYNAMARK MONITORING welcomed Scott Gould as Southeast Director of Sales. Prior to Dynamark, Scott brings over 20 years of experience in sales and business development. Scott is based in Melbourne, Florida, and will lead our growth in Florida, Georgia, South Carolina, North Carolina, Virginia, Kentucky, Tennessee, Mississippi, and Alabama. Scott's experience along with his dedication to strategic planning and business development will play a key role in providing and implementing high-quality solutions for our customers.



ELITE INTERACTIVE SOLUTIONS, a provider of remote guarding services to properties of all types, has incorporated new software using artificial intelligence (AI) to automatically monitor and detect surveillance camera complications beyond simple connection issues. The AI-software from Las Vegas-based Ai-RGUS replaces time-consuming manual camera-view verification, alerting the Elite Interactive team to incorrect camera tilt, blurry

Scott Gould
Director of Sales-Southeast

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Associates News, continued on page 24

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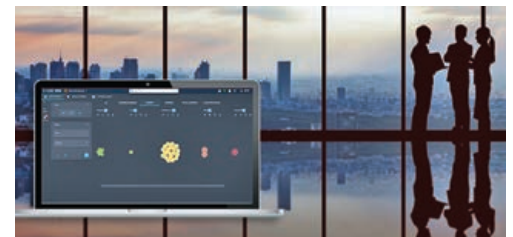


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or blocked images, inadequate lighting and other device health issues. Dr. Daniel Reichman, CEO and co-founder of Ai-RGUS, comments he's excited to be working with an industry leader like Elite. "The Elite team shows a deep appreciation for new technology capable of better protecting people and property," he says. "Our software will enable Elite to detect camera health issues before they become a problem." Elite Interactive uses remote guarding to help prevent active shooters, vandalism, theft and loitering with real-time monitoring and priority response to enhance security and reduce costs. The company's agents, located remotely in a centralized command center, use voice-down technology to view and communicate with intruders, thereby helping to prevent crime before it starts.

JOHNSON CONTROLS introduced the reimagined web-based client for the Tyco Software House C•CURE 9000 security and event management system. With the addition of enhanced functionality for alarm monitoring to the already streamlined search and filtering capabilities, users are able to perform personnel administration and alarm monitoring for their C•CURE 9000 system from anywhere, using any PC with a web



browser or tablet. Featuring a modern web design with an adaptive interface, the new web client has redesigned how C•CURE 9000 users are able to view and process events to include a dynamic visual alarm monitoring experience. To learn more, visit www.swhouse.com.

SNAPAV's new Control4 OS 3.2.2 software update adds full support for OvrC Pro remote equipment management to all EA and CA series Control4 controllers, among other enhancements. The update offers Partners the ability to remotely manage and service clients' Control4-connected devices, paving the way for hassle-free service contracts, more immediate troubleshooting, reduced truck rolls and greater system insight. "This update adds powerful remote access capabilities for all existing Control4 systems with an EA controller installed worldwide, giving our Partners a new upsell tool and simplifying system maintenance and problem solving," said Kenny Kim, VP Product Management, Platform & Services. Additional information about SnapAV and its products can be found at www.snapav.com.

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

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July 19-21, 2021

Sands Expo Center, Las Vegas, NV

TMA Annual Meeting

October 9-13, 2021

Maui, HI

TMA Ops-Tech

November 7-11, 2021

Charlotte, NC

ISC East

November 17-18, 2021

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CAA Winter Convention

December 1 - 4, 2021

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Published by

Syncomm Management Group, Inc.

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