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- Region Contact Information - 6, 8
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- Calendars and events - 4, 30 & throughout The Sentinel



Georgia Joins List of States Banning Fines for Alarm Companies



CASIA'S FAMOUS yearly... BUT in a different month...LOBSTERBAKE & BARBECUE

@ the BEACH/ CATERER SEA HOUSE CLAMBAKES
THURSDAY, AUGUST 19, 2021
 Penfield Beach / Jacky Durrell Pavilion, Fairfield, CT
 6:00 p.m. – 10:00 p.m.
 \$75.00 per person – Includes:
 Steamers / shrimp +
 Choose 1 Entrée: Lobster * Steak * Swordfish
 * Chicken... plus corn, potatoes, coleslaw, rolls & dessert
New – BYOB wine and beer swap. Bring your favorite beverage and trade with others to taste their favorites. Invite spouses...staff...friends!
RESERVATIONS Necessary / ASAP
 Call: 203-762-2444 Fax: 203-762-9211
 Email: premes@casiact.org

On hand for the signing of the new Georgia state legislation were Dan Gordon, President, Gordon Security Systems, Inc., Doug Bassett, Executive Director, Licensing and Compliance, XFINITY Home, COMCAST, Becky Busby-Maiello, Co-Owner, VP Sales, SDI, Stan Martin, Executive Director, SIAC (Security Industry Alarm Coalition), John Loud, President, LOUD Security Systems, Vice Chairman, ESA (Electronic Security Association), Georgia Governor Brian P. Kemp, Joseph Gullett, Georgia House of Representatives District 19, Micah Gravly, Georgia House of Representatives District 67, and Randy Robertson, Georgia Senate District 29.

Georgia Governor Brian P. Kemp has signed a bill that bans counties or municipal corporations from fining alarm companies for false alarms generated by a customer and through no fault of the alarm system's contractor.

"We appreciate the support of Governor Kemp and lawmakers in supporting our industry and the millions of citizens and businesses we protect," said John Loud, Vice President of Electronic Security Association (ESA) and President of LOUD Security Systems. "Lawmakers recognized that our industry has worked diligently with law enforcement leaders to develop

States Banning Fines, continued on page 3

31ST ANNIVERSARY CASIA GOLF CLASSIC - THURSDAY, JULY 15, 2021

Where: Lyman Orchards Golf Club, Middlefield CT
 Who: CASIA Members & Guests: customers, staff, police & code officials...
 What: 18 Holes of GOLF – Fun for all players – Scramble Format
 Time: SHOTGUN START – REGISTRATION @ 8:30 A.M.
 Cost: \$180 per player for: carts, lunch, refreshments, dinner and PRIZES!
 For information call Pat Remes at 203-762-2444 or email premes@casiact.org or visit www.casiact.org.



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States Banning Fines, continued from page 1

and implement a Model Alarm Ordinance that significantly reduces the demand on police resources by penalizing individuals or businesses that cause false alarms primarily through user error."

The introduction of the legislation follows a bitter three-year fight after the City of Sandy Springs passed a punitive ordinance that fined alarm companies. The city's success in defending the legislation in court caused the legislature to act. Only one other Georgia city, Brookhaven, followed Sandy Springs' lead.

"We appreciate the support of ... lawmakers in supporting our industry and the millions of citizens and businesses we protect," said John Loud, Vice President of Electronic Security Association (ESA) and President of LOUD Security Systems.

CASIA MEMBERSHIP EXPO & AUCTION

New Date & New Location

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, 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! Association strength is represented in numbers! Help us grow our membership and strengthen the voice of CT's low voltage industry. Visit www.casiact.org.



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Joel Kent
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Legislative

Bob McVeigh
 203- 663-6850

Legal Advice

Buchanan Ingersoll
 203-762-2444

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 Andy Wilson (2014-2015)
 Dana Klesh (2012-2013)
 Jason E. Sokol (2010-2011)
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 Bob McVeigh (2008-2009)
 Mark Resko (1994-1995)
 Walter "Harvey" Clark (2006-2007)
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 Susan R. LaFond (January 2006)
 Carl Spiegel (1990-1991)
 Richard G. Weiss, CPP (2004-2005)
 Russ Fraser (1988-1989)
 David W. Wilson (2002-2003)
 Horton Spitzer (1986-1987)
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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 journeyman license in CT.

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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/MemberPerks 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

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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
888-447-1689 or visit www.esaweb.org.

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

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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
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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

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President, Gary Sonnenberger

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4544 West Ridge Road, Suite #2, Erie, PA 16506
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 Email: jordon@aralarm.org
 www.arkansasalarm.org

ILLINOIS

Illinois Electronic Security Association
 1200 N. Arlington Heights Rd., Suite 240, Itasca, IL 60143
 Phone: 224-347-9061
 E-mail: execdirector@iesa.net | www.iesa.net

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

2602 East 55th Street, Indianapolis, IN 46220
 www.ibfaa.org

IOWA

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

KANSAS

Kansas Burglar & Fire Alarm Association
 P.O. Box 126, Hoisington, KS 67544
 620-653-2775

MICHIGAN

For information, contact Electronic Security Association at 888-447-1689 or visit www.esaweb.org.

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 651-291-1900 | www.MNESTA.com

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www.esamissouri.com

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For information, contact Electronic Security Association at 888-447-1689 or visit www.esaweb.org.

OHIO Electronic Security Association of Ohio (ESA-OH)

8984 Darrow Road, Suite 2-281, Twinsburg, OH 44087
 P: (855) 315-6746 OH or (814) 315-6746
 F: (814) 838-5127
 E: Info@SecureOhio.org
 Dale R. Eller, Executive Director

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 Phone: 405-664-0270 | www.okbfaa.org

SOUTH DAKOTA

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WISCONSIN (WISA)- Wisconsin Security Association

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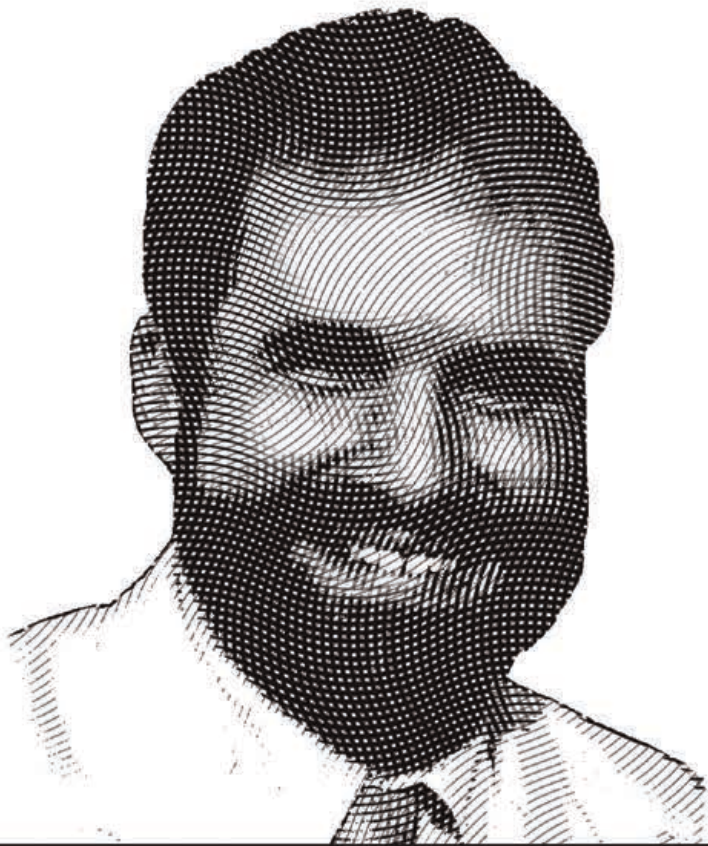
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Farewell, Cecil Hogan

By Merlin Guilbeau, ESA Executive Director

Cecil Hogan, founder and president of Security Consultants, Inc. in Memphis, Tn, and president of ESA from 2002-2004, passed away on Saturday, April 24, 2021.

Hogan served 13 years on the ESA Executive Committee and in 2004, he was awarded the industry's most prestigious award, the ESA Morris F. Weinstock Award, which recognized his lifetime of service to the electronic security and life safety industry. During his ESA presidency, Hogan, with the help of then-SIA President Allen Fritz and then-CSAA President Mel Mahler, worked to re-establish a relationship between the three associations. Because of these efforts, CSAA, ESA and SIA enjoy an affiliation that is beneficial not only to all three organizations, but the industry at large.



"We are deeply saddened by the loss of Cecil," said Merlin Guilbeau, executive director and CEO, ESA. "As a businessman,

owning and operating a security company for almost 40 years, he leaves a legacy of kindness and generosity that the industry will greatly miss — but should also learn from and emulate."

An example of Hogan's heart ... he kept a dying man on his payroll for more than a year so that man's family would be taken care of and not go without.

Past ESA President and owner of Knox Integrated Systems, John Knox, remembers meeting Cecil for the first time at an industry trade show in Atlanta in the late 1980s.

"I can say if you ever had a chance to speak with Cecil, it is highly unlikely you would forget him," he recalls. "He was one of the first people to encourage me to get involved in the Tennessee alarm association at a time when I did not understand the value."

For more than 25 years, Knox witnessed Hogan donate countless hours to our industry.

"At times, I know he spent more time working with ESA and TNESEA than he did his own company," Knox says. "He donated his time unselfishly and never expected anything in return."

Past ESA President Dom D'Ascoli also remembers the long hours Hogan dedicated to the association and industry.

"The untold hours he has poured into the association and his expertise in guiding major decisions that have impacted the security industry have helped everyone in business today," D'Ascoli says.

"Our industry has lost a great husband, father, mentor and friend," Knox lamented.

INDUSTRY NEWS

TMA 2021 Annual Meeting - October 9-13, 2021

Everyone is ready for some time away, so whether you are a regular attendee of The Monitoring Association's Annual meeting or will be a first-time attendee, now is the time make plans to join us October 9-13 for the TMA 2021 Annual Meeting at the Ritz-Carlton, Kapalua located on the scenic island of Maui, Hawaii.

TMA will have a top-notch program to keep you informed and provide you with strategies to assure your company's future success. The opportunities for in-person networking with the top C-Suite executives in the monitoring and security industry will return in full in Fall 2021.

The Ritz-Carlton, Kapalua is a five-star resort on 54 lush acres overlooking the Pacific Ocean. The beautiful island setting is complemented by the resort's modern amenities and contemporary guest rooms and suites. Your stay will be enhanced by sophisticated dining, championship golf courses, and spa treatments steeped in Hawaiian culture. The hotel's extensive indoor and outdoor meeting and function space will make it the perfect setting for TMA's 2021 Annual.

Full meeting details, including registration and accommodation information, may be found on the TMA website at <https://tma.us/events/tma-2021-annual-meeting/>.

TMA Ops-Tech Set for November 7-11, 2021

TMA OPS-TECH is a five-day program that delivers peer and subject matter expert-led educational sessions focused on the latest technology trends and operational best practices for monitoring centers. The 2021 program features a tour of CPI Security's Charlotte-based state-of-the-art monitoring center.

WHERE: Embassy Suites by Hilton, Charlotte, NC
MORE INFO: Online at <https://tma.us/events/2021-ops-tech/>
Julie Webber, Vice President of Education & Training
jwebber@tma.us 703-660-4915

Gene Jordan announced that **Advanced Security** has become a part of **BRAVAS**, the nationwide Systems Integration company focused on providing and supporting electronic systems in residential and commercial premises. BRAVAS was formed in late 2019 when 15 regional Systems Integration companies across the country including our previous sister company, The HomeWorks Group, determined that we could all serve our current and future customers better if we combined resources. For mor information visit www.bravas.com.

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Date of Birth: ____/____/____ License(s) Type (ELC): _____ License(s) # _____

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FRIDAY, SEPTEMBER 10, 2021, Hours are 8:00 a.m. to Noon & 1:00 – 5:00 p.m.

_____ a.m. Class _____ p.m. Class

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To attend class, you MUST HAVE a copy of the ***2017 NEC Code Book** with you.

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To register: Mail / Fax / E-mail / Call CASIA

Enclosed is my check for: \$ _____. Charge my credit card: MasterCard _____ Visa _____ AMEX _____

Name on Card: _____ Card #: _____ Exp. _____

Curriculum manual will be emailed as part of the registration fee. There is NO test at the end of class. You must be present for the entire course to receive your Certificate of Attendance. Please keep your certificate in a permanent file. There is a \$25 charge for replacement certificates. Note: A licensee shall not be required to comply with the continuing education requirements for the licensee's first renewal. For example, if you received your original license in November 2020, you are not required to take continuing education for the 2020-2021 year. If you received your original license before September 30, 2020, you are required to take continuing education. CASIA submits your CEU records to PSI for the State of CT.



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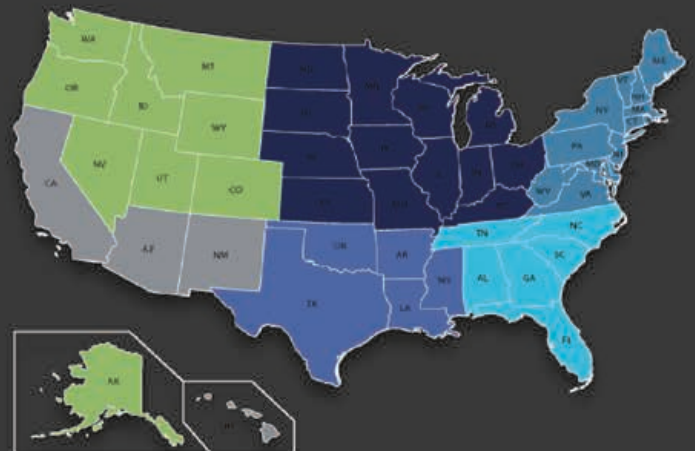
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By Tony Smith

The Connection... Solar —Cybersecurity — Ransomware

The last few articles have attempted to show the growing interaction between the security industry and the solar rooftop opportunity. Solar rooftop (with batteries) within a mini-grid environment would likely have eliminated much of the damage from the "Texas freeze" a few months ago. Texas has its own interconnecting grid that covers the entire state. All of the interconnecting switches, valves and other components required a winter upgrade, which did not happen. When a portion of the system froze, the entire grid went down and the state went into a deep freeze.

Late last December, there was the Solar Winds hacking disaster, likely orchestrated by a combined Eastern European and Russian partnership that savagely attacked the Solar Winds Managed Services business. Some suggest that Solar Winds created this problem when they outsourced their software

development to Eastern Europe and a company in Belarus. Now, we have an American pipeline company, Colonial Pipeline, which services much of the East coast with petroleum products, submitting to a \$5-million ransomware attack. All the answers to this ransomware attack have yet to emerge, but clearly one of the solutions is to isolate the control system from outside connections so as to limit the number of entry points into the system that need to be managed. Interactivity

and interconnection with external power and software can only invite this type of attack when it is spread over 5000 miles.

Public utilities in California and across the nation generally subscribe to the old saying, "Bigger is Better". In their case for electrical generation and distribution they clearly want big projects. Even when they want to use solar in an effort to reduce global warming, their reflex response is to build large solar facilities, such as the one recently proposed for Northeastern Nevada. These large solar plants, primarily in the desert, have proven to be environmental monstrosities. They destroy the native bird and animal life, dig up the desert topsoil and destroy the natural carbon sequestration capability of the desert. Added to all of this is that they then must build the grid that will then connect the solar plant to those who have purchased this renewable energy, thus destroying even more desert environment.

An example of this mentality is clearly exhibited in the Los Angeles DWP project in Kern County, a high desert environment north of Los Angeles. This is the solar and wind farm that is a centerpiece of California's commitment to get to 100% clean energy by 2045. California's budget surplus is expected to be \$75 billion over the next two years, but our government is not spending any of it on rooftop solar with batteries. They are allocating most of it to social programs and the metro systems in Los Angeles. While they will probably extend the existing tax credits for rooftop solar, a massive increase would create a huge construction demand for new and continuing jobs. Instead of expanding Medicare to immigrants, perhaps those individuals could be trained to work jobs that will allow them to earn a middleclass living, which includes medical coverage.

NOW...THE CONNECTION TO SECURITY

Vivint is getting credit for introducing Solar to their security customers and they deserve it. It is additional monitoring revenue, and additional installation revenue. It creates a much stronger link with their customer base and allows them to combine security and solar into a longer contract form. The security component does not seem to actually be in the Solar business, but they have partnerships with solar companies, like Sunrun, in a multitude of areas around the country. It seems to be basically a referral business, where the solar partner uses the Vivint name and shares revenue. After some research, it was unclear as to whether these partnerships are exclusive.

The Solar business is, today, a political animal and is destined to be more so. Maintaining or increasing the solar tax credit or protecting the sale price of excess solar power to the utilities will all take political will and come at a cost. There are three basic elements to a solar company: sales and local permit creation; a fully licensed electrician; and a roofing contractor who wants to expand his business. This is still the "Wild West" when it comes to building such relationships, so if you are interested, the time to begin the process is now!

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.

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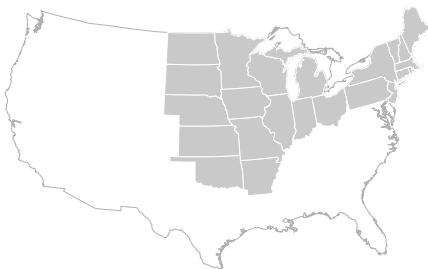
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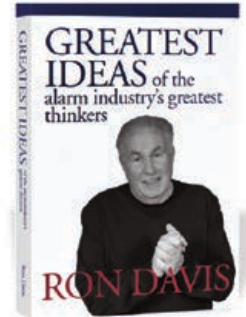
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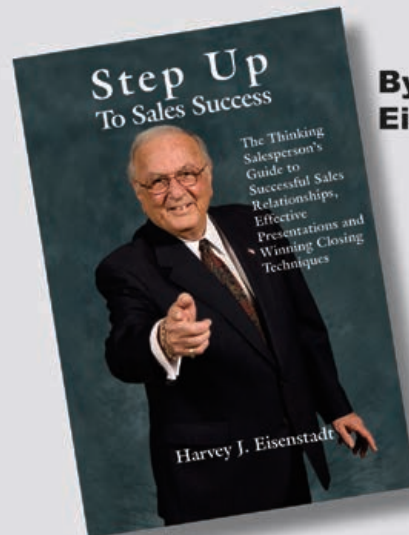
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INDUSTRY NEWS

STANLEY Security Honored Local Heroes

In 1962, President John F. Kennedy signed a proclamation which designated May 15 as Peace Officers Memorial Day and the week in which that date falls as Police Week. This is a week to honor and pay tribute to those who have paid the ultimate sacrifice and those who still serve their communities.

STANLEY Security (Wholesale Monitoring) teamed up with the NW Florida Leo Wives group this year to honor local officers in Escambia County Florida. The NW Florida Leo Wives is a support group for spouses and partners of men and women who don the uniform to protect their communities.

Sarah Peacock of NW FL Leo Wives and Peggy Page of STANLEY Security coordinated with Sonny's BBQ restaurant to provide meals for the afternoon, evening and night shifts of the Escambia County Sheriff's Precincts on Monday, May 10. These officers in outlying precincts rarely get recognition as most of the goodies go to the main office. Through the coordination of the NW FL Leo Wives, STANLEY Security and Sonny's over 150 officers were able to get a hot meal either before and/or after their shift, and receive some well-deserved recognition for the work they do to protect their community during a time frame where most of the "trouble" occurs in communities around the country.

STANLEY Security (Wholesale Monitoring) wishes to thank the NW FL Leo Wives and Sonny's for their help in making this happen. More importantly we wish to thank those officers who don their uniform day in and day out to keep us all safe by running into the chaos so that we can all run out.



Sara Peacock (left) of NW FL Leo Wives, and Peggy Page of STANLEY Security (center) are surrounded by a group of Escambia Country Officers.

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Escambia County Officers enjoy their meal from Sonny's arranged by STANLEY Security.



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DMP announced the release of its SR3 Bluetooth & Proximity Reader for use with existing 125 kHz cards or via a mobile credential that's easily and uniquely deployed within the DMP Virtual Keypad™ app. "With this new Bluetooth solution, you've got frictionless access control — the phone remains in your pocket for hassle-free entry," says DMP Vice President of Marketing Mark Hillenburg. "Users get the convenience they prefer, plus it creates an easy-to-deploy — one-time purchase — mobile credential without all the hassle and expense of ongoing monthly costs." The SR3 BLE & Prox Reader gives your customers an advanced access control solution, and yet the new mobile credentials are just as easy to manage virtually, without having to ship, mail or deliver physical credentials. With a mobile access credential that's loaded on Bluetooth-enabled smartphones, the card data is nearly impossible to copy or clone — plus, it's far less likely to be lost or stolen. Bluetooth operates flexibly through wireless networking at short range. For additional information please contact InsideSales@DMP.com, call 877-757-4367 or visit DMP.com.



NAPCO SECURITY TECHNOLOGIES introduced a New Marketing Tools Portal for dealers/integrators, enabling them to market security services, upgrades and new systems more easily. The Portal offers free customizable mailers/statement stuffers security pros can download and printout or request FREE physical copies; customizable ready-made HTML emails & a library of high-res or web-ready downloadable photos (by division and product brand). A large selection of free customizable marketing tools, by targeted vertical market and /or product type, are available all in one place - to make it easy to reach out to your customers or takeover prospects. For more go to Napco Marketing Tools or www.napcosecurity.com/starlink/customizable or contact NAPCO Customer Service for professionally printed copies at 800-645-9445.

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CONTINENTAL ACCESS, a division of NAPCO Security Technologies, introduced their all-new E-Access Readers for Continental's E-Access Embedded Access Control line. E-Access readers feature ultra-fast transaction times, under a second, Wiegand & OSDP support, easy automated credential issuance and no-touch Bluetooth mobile credentials. Several models are available for standard and million applications, and also with digital keypad. E-Access is Continental's self-contained embedded solution, requiring no software to load, it's quick & easy to deploy, ready out of the box, scalable from a couple doors to 256 doors, combining 1-Door, 2-Door and 4-Door controller models (expandable to 8 doors), and these new Readers. It offers hybrid access control in a cloud-based system, with the advantages of an on-premise access. Also featured are secure cloud-based remote management via any popular browser, i.e., Chrome, Safari and IE; as well as mobile App management on choice of smart devices. For more information on Continental Access E-Access Readers download the new spec sheet at www.cicaccess.com.



RESIDEO TECHNOLOGIES announced it has acquired privately held SHOREVIEW DISTRIBUTION based in Foxboro, MA. Shoreview was founded in 1989 and is a leading distributor of professional audio, video, lighting, display and broadcast equipment. With warehouse locations on the east and west coasts, Shoreview serves customers across the United States and will be part of Resideo's ADI Global Distribution business. "A key component of ADI's strategy is pursuing acquisitions to drive continued growth in adjacent markets and expand our base of customers and suppliers," said Jay Geldmacher, President and CEO of Resideo. "This acquisition represents another important step in that strategy by further solidifying ADI's position in the Pro AV market and marks the third acquisition for our distribution business since the beginning of 2020." For more information about Resideo, please visit www.resideo.com.



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Associates News, continued on page 28



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SDI welcomed Brandon Heffernan as the Southern Regional Sales Manager. Brandon has been with SDI for over seven years and holds over ten years of experience in the fire industry. In addition to his background in test and inspection equipment, he has previously represented SDI in various departments such as marketing and service, and has also provided sales and product support for Bedrock Speech Intelligibility equipment. He looks forward to working with clients in Texas, Louisiana, Arkansas, Mississippi and Oklahoma. Brandon can be contacted at brandon.heffernan@sdifire.com or at 732-966-5144. For more information about SDI, visit sdifire.com.

JOHNSON CONTROLS announced the introduction of eight additions to its popular Tyco Illustra Flex camera series. With enhanced image processing, improved low-light capability and secure boot protection against cyber-attacks, the new NDA compliant Illustra Flex Gen3 cameras are designed to provide high performance, cost-effective solutions for virtually any video surveillance application. The Illustra Flex Gen3 is capable

of connecting into the Johnson Controls OpenBlue platform, a complete suite of connected solutions for sustainability, new healthy occupant experiences, and safety and security solutions. With a small footprint, the aesthetically attractive Illustra Flex Gen3 cameras provide a choice of bullet, indoor mini-dome, outdoor mini-dome and compact camera formats. The new 3MP models will supersede existing Gen2 3-MP Illustra Flex cameras. The 8MP (4K) models, which feature a built-in suite of intelligent video analytics for enhanced situational awareness and faster response, as well as facilitate exception reporting, complement 4K Flex Gen2 cameras. To learn more, visit: www.illustracameras.com.



The **CONTINENTAL ACCESS DIVISION** of **NAPCO Security Technologies** is pleased to introduce its new logo, branding and dealer program. The new, modern look encapsulates the wide variety of solutions that Continental Access offers, including enterprise, mobile, cellular, cloud, wireless locks and embedded solutions, plus the debut of an all-new program for dealers/integrators. Stephen Spinelli, SVP, Sales of NAPCO said, "Today's Continental Access offers much more than the enterprise platform and conventional hardware folks know. The Division's new brand look and tag line "Every Solution. One Brand™", underscore its full breadth of line, and flexibility, applicable for literally every size requirement and budget. We think Continental has a lot to offer dynamic integrators in the security space, and that's part of why we're introducing an all-new Continental Dealer Program, too." For more information on all Continental Access offerings, advantages, online modular training & new dealer program, please contact your regional Continental Sales Manager, CI Headquarters 80-645-9445 or visit www.cicaccess.com.

JOHNSON CONTROLS has released the newest version of the Tyco Kantech EntraPass security management software. EntraPass version 8.30 features additional support for Tyco DSC PowerSeries intrusion alarm panels, including a fully functional virtual keypad, enhanced support for EntraPass web macOS functionality, cybersecurity updates and other optimizations for a more streamlined user experience. For a more seamless combination of access control and intrusion, additional support for the Tyco DSC PowerSeries alarm panel family includes a fully functional virtual keypad, with the same functions, navigations and emergency keys as the physical DSC intrusion alarm panels. This enables system operators to perform intrusion functions remotely from an EntraPass workstation, such as the arming/disarming of intrusion panels or acknowledging/cancelling alarms without needing to be physically present at the keypad's location. To learn more, visit www.kantech.com.



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- SIA/ISC Loves Security
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- ISC East
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- CAA Winter Convention
 December 1 – 4, 2021
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- Imperial Capital Security Investor Conference
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