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**More Calendars on p. 22**

TMA Annual Meeting
October 9-13, 2021
Maui, HI

TMA Ops-Tech
November 7-11, 2021
Charlotte, NC

ISC East
November 17-18, 2021
Javits Center
New York

CAA Winter Convention
December 1 – 4, 2021
The Fairmont San Francisco

Imperial Capital Security
Investor Conference
December 12-14, 2021
New York, NY

SIA/ISC Loves Security
March 22, 2022
THE ROCKHOUSE
Las Vegas, NV

ISC West
March 23-25, 2022
Sands Expo Center
Las Vegas, NV

AFAA Annual Conference
May 3-5, 2022
Palm Coast, FL

ESX
June 14-17, 2022
Ft. Worth, TX

Pioneer Irv Shiffrin Passing*By Pat Remes*

CASIA lost one of its “founding fathers” with the recent passing of Irv Shiffrin. Irv was a board member of CBFAA/CASIA in the early 80’s and served as the association president in 1984-1985. Irv always had a twinkle in his eyes, a smile on his face and the can-do attitude needed in a volunteer. The association benefited enormously from Irv’s leadership. Rest in Peace, Irv.

A few words about Irv from his successors in the industry....

The “old guard” continues to diminish in numbers, but not in the importance of their contributions to this association, this group of security alarm professionals. We all owe so much to those who “signed up” early, who gave of their time and their intellect to improve the regulatory business climate for not just themselves, but for their competitors, but, more importantly, for us, their peers. Take a moment, be grateful, be humble, and take the baton when it is offered to you.

Thank you, Irv.

*Carl Spiegel**Past President, CBFAA/CASIA 1990-1991, Past President, NBFAA/ESA*

I often think about the “Old” Guard and the industry folks that came way before me. My success is directly attributable to guys like Irv Shiffrin, Charlie Rogers, Mark Resko, Russ Fraser, Hort Spitzer, Pete Orvis and of course you (Carl Spiegel). As the baton was passed to me and then onto others, I’m hopeful that I’m leaving the industry in a better state than before. Thank you to all that did volunteer and continue to do so. RIP Irv!

David W. Wilson, CBFAA President 2002-2003

I concur 100% with both Carl and David who have both eloquently said what all of the past presidents know. The guys that forged the trail are due all the respect and gratitude for each of our success stories. Thank you to all of them.

Jamie Orvis, Past President, CBFAA/CASIA 1996-1997

A long, long time ago in a far-off land at the foot of Broad Street at the Stratford Marina, a small group got together to discuss our need to obtain licenses to perform our trade! This is where I first met Irv at my office with a few others including Johnny Carson, Keith (a locksmith), Eddy, and Charlie Rogers. Charlie called me with the sobering news we need a license to do this work, “can we use your office to put a group together to take the test in Hartford.” It was the E2 test, as I recall. You know Irv wasn’t just a Dino, no. Both of us go beyond plant life, beyond a fish growing a leg and dragging itself out of water...he was the alarm industry emerging from a one cell ameba splitting itself to become the organization of today. So, goodbye my friend it was a privilege knowing you.

Mark Resko, President, CASIA 1994-1995

A local legend, and an early leader of what has become CASIA. I didn’t know Irv well, but he was among the first local “movers and shakers” of the local Connecticut alarm industry I was introduced to by Todd Carson’s dad, John Carson, who brought me into this industry (I won’t say how long ago that was, but it was a while back). I can still remember Irv attending association meetings when we used to meet at “500 Blake Street” in New Haven. Irv founded Land & Sea Security, Milford, CT. As far as I know, the company is still going strong.

As Pat said, God rest his soul...

Andy Wilson, CASIA President 2014-2015

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National Training Center (NTC) has launched a 90-day online training bundle

National Training Center (NTC) has launched a 90-day online training bundle where experienced professionals and beginning students can learn more about security, NICET and life-safety while studying for one of several NICET examinations if so desired. "We've gotten a lot of great feedback from our field technicians who have used the online training in the past year and they've all successfully taken their NICET exams." says Stephanie Wlosinski with Davis-Ulmer of Amherst, NY. Included in NTC's 90-Day Bundle are the following study regiments: Level 1-4 NICET Fire Alarm Certification Online Training, All Security Systems Online Trainings, Fire Alarm Systems Online Training, NICET Water-Based Systems. To connect with an NTC professional, call 702-648-8899, email cs@nationaltrainingcenter.net, or visit www.nationaltrainingcenter.com.

Michael F. Tino

January 18, 1970 -
September 13, 2021



Michael F. Tino, 51, of Saint Petersburg Florida, was a graduate of Meadville Area High School in 1988. Michael continued his education at Cabrini University in Radnor Pa. and graduated in 1992.

Michael started his career with G.E., working his way to national accounts manager where he achieved President's club award nine times out of thirteen years.

Mike then joined Qolsys, (now k/a Johnson Controls) where he was Director of sales for eastern U.S. & Canada.

Mike was a true motorcycle enthusiast, who also loved and excelled in skeet shooting, boating and downhill skiing. His wishes were to have his ashes spread in the ocean and over the Rocky Mountains.

Michael is survived by his son Giovanni Michael and his companion and friend Kelly Hargrove was beside his side when he passed. Michael's wishes were for any contributions be made to Saint Jude's children hospital and the A.S.P.C.A.

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203-762-2444

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Andy Wilson (2014-2015)
Dana Klesh (2012-2013)
Jason E. Sokol (2010-2011)
James Orvis (1996-1997)
Bob McVeigh (2008-2009)
Mark Resko (1994-1995)
Walter "Harvey" Clark (2006-2007)
Robert Rossman (1992-1993)
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)
Howard Friedman (2000-2001)
Irv Shiffrin (1984-1985)
Daniel Budinoff (1998-1999)
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CASIA TRAINING REGISTRATION

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CASIA Meetings 2021

OCTOBER 28CASIA 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.

Open Networking Forum 6:00 p.m.

Keynote & Dinner 7:00 p.m. – 8:30 p.m.

PerkPlans Deliver Results to CASIA Members

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DELAWARE

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Maine Burglar & Fire Alarm Association
Rich Brobst, Jr., President, Guardian Systems of Maine
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PENNSYLVANIA

Pennsylvania Burglar & Fire Alarm Association
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RHODE ISLAND

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www.riasca.org | jsidok@hcsecurity.com - Treasurer

ESA of VERMONT

www.esaweb.org
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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.

For information and demos, visit www.nationaltrainingprogram.com. Also see page 10 in this issue of THE SENTINEL for more details.

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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.

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F: (814) 838-5127
E: Info@SecureOhio.org
Dale R. Eller, Executive Director

OKLAHOMA

Oklahoma Burglar and Fire Alarm Association (OKBFAA)
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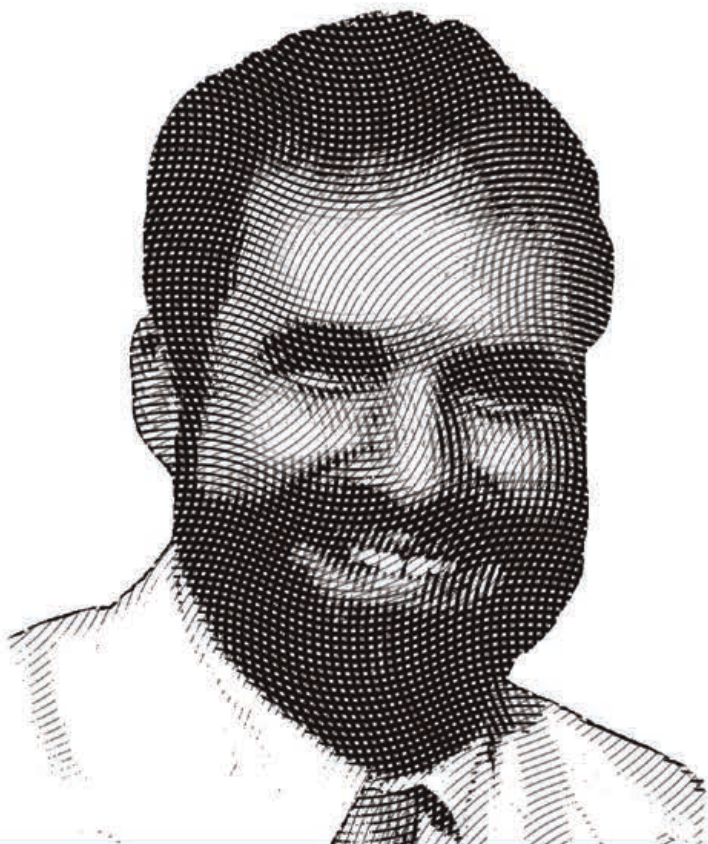
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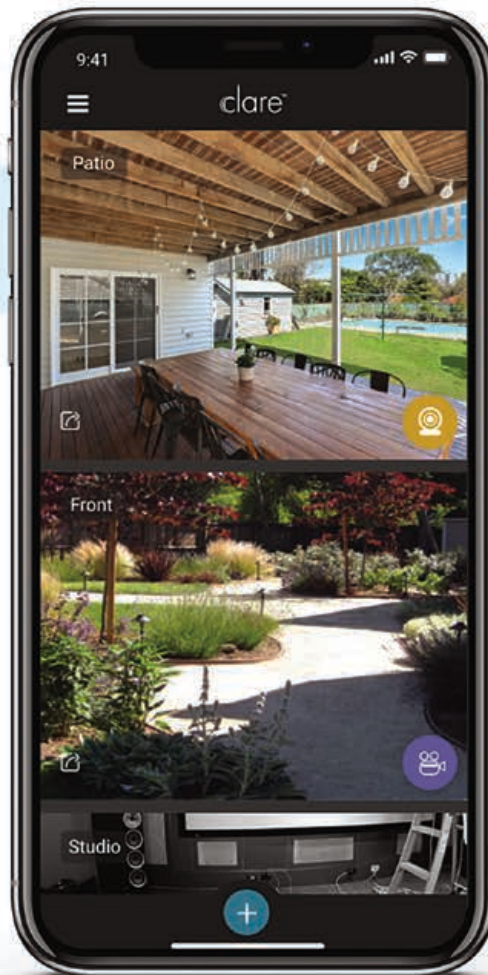
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CAMECT has appointed industry veteran Ron Grubbs to head global sales and business development. Camect's global footprint has expanded to over 30 countries and Ron Grubbs brings decades of experience in sales and executive leadership. Grubbs will head global sales and business development. His background includes over 30 years of partnering with integrators to implement secure solutions for residential and commercial customers. This direct experience with security integrations will enable the continued growth of Camect's professional dealer program. "We are excited to have Ron join the team to continue to help support our partners and fuel our global growth", stated Camect's co-founder, Arup Mukherjee. For more information, please visit Camect.com

OPTEX announced its award-winning REDSCAN PRO LiDAR Sensors are now fully integrated with Genetec™ Security Center

to provide enhanced perimeter protection for the highest security sites. Genetec is the only company to leverage the live X&Y coordinates provided by the REDSCAN LiDAR to create critical area mapping and video tracking, including advanced intelligent features such as automatic target path fusion. David Lenot, Critical Infrastructure Practice Lead at Genetec, says: "The integration of the OPTEX REDSCAN PRO series into our Security Center is a game changer for perimeter security. With detection, tracking and video verification all in one device, it's not only more efficient and cost effective, but customers can expect higher levels of security and surveillance than ever before." Tomohiro Tsuji, General Manager at OPTEX, says the shared beliefs and principles between OPTEX and Genetec have helped to build a strong working partnership.

RSPNDR has created a service connecting monitoring stations with active alarms to on-demand mobile guard units. RSPNDR software removes archaic systems and automates key end-to-end processes to connect guards to alarms faster, in fewer steps. Monitoring stations have full transparency into the progression of guard response with real-time tracking, digital reports on status and photo documentation for full accountability. RSPNDR partners with local licensed guard companies to deliver alarm response demand. The app tracks, monitors and holds guards accountable while providing reporting and analytics. The platform algorithmically pings the guard that'll be able to respond first. RSPNDR is currently operating in Las Vegas, California, Washington, Phoenix and Tucson. The next select areas planned for expansion include Colorado, Georgia, New Mexico, Ohio, Texas, Illinois and Wisconsin. Visit www.rspndr.io for more information.

HONEYWELL, in a limited time offer, is excited to announce you can now upgrade your AlarmNet 3G/4G fire alarm communicator to a new LTE model and receive a \$50 rebate. By upgrading your AlarmNet communicator soon, you can avoid service disruptions, minimize hassle – all while earning a special rebate. Device rebate is only available to customers with existing AlarmNet 3G/4G device accounts. To claim your rebate, you must complete BOTH of the following steps. STEP 1: Conduct the device swap either through your dealer account with Alarmnet 360 or your central station account. STEP 2: Click here to claim your rebate. Upon validation of your upgrade, your \$50 rebate will be sent to you by AlarmNet based on the contact information you provided and in accordance with the program rules.

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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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Chiefs of Police Endorse Model Alarm Ordinance

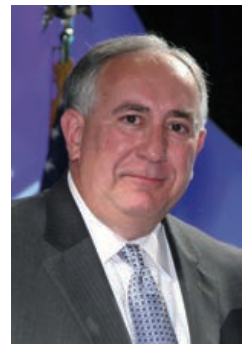
The International Association of Chiefs of Police (IACP) recently passed a resolution that endorses the Model Alarm Ordinance as a tool for promoting “best practices” to achieve a reduction in alarm dispatches and recommends the ordinance to its 31,000 members in 165 countries.

The ordinance, already in use in approximately 1,000 jurisdictions, was developed and tested in a cooperative effort between the Security Industry Alarm Coalition (SIAC), the IACP, and the National Sheriffs’ Association.

The IACP resolution notes that the organization “recognizes the need for and value of enforcement tools and alarm management processes recommended in this Model Ordinance to achieve the desired reduction in alarm dispatches experienced by police agencies.”

“When fully implemented and enforced, the Model Ordinance results in an approximate 60% reduction or more in alarm dispatches,” said Stan Martin, SIAC Executive Director.

“The ordinance focuses on the very small percentage of systems that cause problems for law enforcement and takes into account that 85% of alarm systems generate no dispatches in any given year.”



The Model Ordinance incorporates best practices that have proven to reduce calls for services, including:

ECC – Enhanced Call Confirmation (previously called Enhanced Call Verification or ECV) – Two calls to different numbers to determine the cause of the alarm and whether a dispatch is required. Video, audio, and other means of confirmation are also included in the referenced ANSI CS-V01 standard in the Model Ordinance.

- Requiring Alarm Permits w/fees – Registration for security systems is critical for the effective management of alarm programs.
- Limiting Free Responses/fines – Setting reasonable fines for alarm dispatches can be a significant deterrent to the occasional offender. Allowing a maximum of two free responses before incurring fines is advisable. Utilizing one free response will yield even higher dispatch reductions.
- Ceasing Response to Chronic Abusers – The industry supports stopping response to the chronic abusers while including a reasonable appeal and restoration process.
- Accepting Cancellations – Allowing calls to be canceled if originating party verifies response is not needed.

“SIAC recognizes and supports the importance of a strong relationship between law enforcement and the private sector,” said Martin. “As the industry’s voice on electronic security issues, SIAC is committed to continuing its decades-long collaboration with leading law enforcement organizations such as the IACP to support our shared mission to protect lives and property.”

For more information, go to www.SIACinc.org, www.siacinc.wordpress.com, or follow us on [www.twitter.com/siacinc](https://twitter.com/siacinc).

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TMA Executive Director Honored

The Monitoring Association (TMA) announced its Executive Director, Celia T. Besore, has been selected to join with nine other association executives in The American Society Association Executives' (ASAE) 2021 Class of Fellows. The Fellows program bestows an honorary recognition upon exceptional association leaders making noteworthy and sustained contributions of leadership to their organizations, ASAE and the association management profession. Besore joins 273 association industry professionals who have received this designation since the program's inception in 1986. ASAE is a membership organization of more than 48,000 association executives and industry partners representing 7,400 organizations.



BOYD & ASSOCIATES announced the purchase of Security Network, Inc. founded in 1992 by Mitch Salehi. SNI offers commercial and residential burglar and fire alarm systems in Los Angeles and Orange Counties. The deal brings Boyd & Associates, based in Southern California, nearly 900 commercial and residential customers. "We are grateful that while the pandemic has been hard on everyone, we have been able to continue to provide the same level of customer service while expanding our reach," said Boyd. Boyd has been a long-time friend of Salehi since his top performer days at Westec. Boyd & Associates has made a string of smaller acquisitions in the last decade, ramping up the speed of purchases in the past two to three years. With locations in both Ventura and Orange Counties, Boyd & Associates can service customers throughout Southern California.

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AFAA Launches New Fire Techs of the Future SCHOLARSHIP PROGRAM

The AFAA Board of Director's approved a new scholarship program to support the next generation of fire alarm technicians. A \$1,000 scholarship will be offered annually to one or more students currently studying fire alarm technology at a post-secondary institution.

The scholarship is open to all students registered in a post-secondary associates degree or program equivalent with a concentration on fire alarm technology related courses. To apply, the student must submit a transcript of their academic grades and a letter application summarizing their current studies, extracurricular activities and involvement with and career plans in the fire alarm industry. The deadline for submittal is January 1st. Submit your application electronically to admin@afaa.org.

You can help grow the program! Let us know of a contact at a local college in your network and spread the word.

Interested in supporting the next generation? Contributions to grow the program from individuals or corporations are welcome.

Please contact admin@afaa.org to learn more.



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IRS Notices, Liens, and Levies



By Mitch Reitman

The IRS collection division is recovering from pre-pandemic lockdowns and began sending out letters from the Automated Collection System function in June. They also restarted the income tax levy program in July. In addition, responsible officers continue to work on non-filer cases and are sending out notices and billing notices; however, their focus is primarily on egregious cases, such as high-income non-filers.

According to an IRS spokesperson "There's still a backlog of paper, and until that's cleared there will be people that efiled and mailed in their check, the check cleared, but they get notices saying they never paid. That's the downside of restarting the program. They have to do it because otherwise people will get complacent when they think there'll be no repercussion for not paying."

"The phone lines are still backlogged due to taxpayers not getting their refunds," he explained. "They have to go through manual processing, mostly for returns that had additional stimulus funds. Because of time constraints, the IRS didn't have time to fully reconfigure their computers to recalculate the additional credits due for the additional stimulus money.

This year continues to be unique and filled with issues. The IRS has hired over 3,200 employees to cover attrition and to increase staffing. As the IRS is attempting to reduce the backlog, the Austin and Fresno Service Centers have been tapped to help process Forms 941. As of mid-July, approximately 1.8 million forms have not yet been processed. For returns prior to 2021, 11,000 are still in inventory. These figures are for Form 941 returns — they don't include Form 940, or Form 941X amended returns. This problem is a large issue because many companies qualified for the Employee Retention Credit and are waiting for these returns to be processed so that they can receive their tax credit refunds.

If you receive a notice from the IRS that you believe is incorrect, don't have a heart attack, but don't disregard it either. Contact your tax professional or call us so that you can respond properly and timely. You should also call (or have your professional call) and request collections hold on your account. This will keep you from a surprise lien or levy and the accompanying headaches that come with them.

Mitch Reitman is the Managing Principal of Reitman Consulting Group. He can be reached at MReitman@Reitman.US.

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Imperial Capital Security Investor Conference

December 12 - 14, 2021, New York, NY

SIA/ISC Loves Security

March 22, 2022, THE ROCKHOUSE, Las Vegas, NV

ISC West

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