

- CASIA Contact Information - 4
- Region Contact Information - 6, 8
- Associates News - 18
- Calendars and events - 22 & throughout The Sentinel



More Calendars on p. 22

- 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

IN-PERSON CASIA MEETINGS

After a difficult 18 months, CASIA feels confident that we can meet again safely in person. We very much look forward to seeing you at these events and sharing good times. Two events are on the calendar through end of the year:

November 17-18 –

ISC East at the Jacob Javits Center in NYC. CASIA will have a booth in the Association Pavilion.

December 16, 2021 –

Annual HOLIDAY party ... “tis the season to be merry...”. - \$60 per person - Wine served w/dinner

- Thursday, December 16, 2021 - 6:30 p.m.
- Eli’s on Whitney - 2392 Whitney Avenue, Hamden, CT 06518

Members, please invite co-workers, spouses & significant others. Make this your holiday party! Please bring a wrapped unisex gift for Santa’s grab bag: bring a gift; take one home. AND an unwrapped toy, game or clothing appropriate for children ages 5-14 for Boy’s Village, Milford.

RSVP by 12/05 to 203-762-2444 or premes@casiact.org.

TMA Elects President, Presents Awards

The Monitoring Association (TMA) announced that Morgan Hertel, Vice President of Technology and Innovation, Rapid Response Monitoring, Inc., is its new President beginning on October 14 at the conclusion of TMA’s 2021 Virtual Annual Meeting.



Hertel succeeds Don Young, ADT, who will serve an additional two-year term as Immediate Past President on the TMA Executive Committee. “I am extremely excited about taking on the next two years,” expressed Hertel. “TMA is a very unique trade association in that it supports a culture of inclusiveness

that both encourages and nurtures positive, productive collaboration. Most members have deep connections with other members and are able and open to working together for the betterment of the industry.” As TMA’s president, Hertel is focused on preparing TMA to meet the rapidly evolving needs of its members as technology increases at an exponential rate.

Young presented the Stanley C. Lott Memorial Award to TMA Past President Robert R. Bean,

TMA, continued on page 3



New TMA President Morgan Hertel



Robert Bean, recipient of the Stanley C. Lott Memorial Award



Glenn Schroeder, TMA Standards Committee Chair, is the recipient of the Mel Mahler Award for his outstanding contributions.

False Alarm Prevention Simplified.

97%

of alarms are FALSE.

68%

of police dispatches are
due to customers not
answering when the
monitoring center calls.

rapidSMS

Help your customers prevent false alarms instantly via a text message containing important information needed to make critical decisions in real time, *with* the ability to take action quickly.

Learn more about this app-free solution: rrms.com/rapidSMS



800.558.7767
rrms.com

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.

TMA, continued from page 1

formerly of Alert Alarm of Hawaii. The Stanley C. Lott Memorial Award, established in 1991 to honor its namesake, a dedicated leader and past president, recognizes exceptional leadership and support. In presenting the award to Bean, Young commented, "Two words that epitomized Stan Lott's character are integrity and dedication. As chair of the Membership Committee, the award winner was a driving force to increase TMA membership, including international members.

Bean remarked, "I am humbled. This is the highest honor that TMA can bestow on any member. Putting me in the category along with the other previous honorees is definitely humbling. I thank TMA very much for this great award."

Past President Young also presented the Mel Mahler Award to TMA Standards Committee Chair Glenn Schroeder, NetOne. The Mel Mahler Award is presented at the discretion of the TMA president in recognition of outstanding contributions within his/her tenure.

"Glenn has collaborated jointly with monitoring professionals within the TMA community, as well as public safety and communications professionals, to introduce new technologies, standards, and processes aimed at reducing risk and heightening safety and security," stated Young. "I am enormously grateful to have had this professional on my leadership team over the last two years and his contributions will most certainly significantly impact the future of TMA, our industry, and the families and businesses we protect for decades to come."

"I am stunned, honored, and especially humbled to be recognized," stated Schroeder when presented with the award from Young. "It's been an absolute privilege to work alongside the many talented people focused on important industry projects that I believe in and have a passion for."

For more information on TMA, visit www.tma.us.

Protect What You Value

f @ in

NATIONWIDE MONITORING

SECURITY CENTRAL

ESTABLISHED 1968

QUALITY MONITORING - QUALITY SERVICE - MAXIMUM VALUE

The premier dealer's choice for quality professional monitoring

SECURITY CENTRAL
The Monitoring Company

1-800-560-6568
www.security-central.com

CASIA 2020 Officers

President

Faraz Rehman
 Inspection Manager
 Johnson Controls
 27 Inwood Road
 Rocky Hill, CT 06067
 Cell: 860-712-9062
Faraz.s.rehman@jci.com

First Vice President

Vacant

Secretary

Erik Turnquist
 Standard Security
 800-341-4416
eturnquist@standardsecurity.com

Treasurer

Andy Wilson
 Fireworks, LLC
 203-271-7079
andywilson@fireworkslc.com

Vice Presidents

Zig Sokolowski – USA Central Station
 203-882-0767
zig.sokolowski@usacs.net

Dana Klesh
 United Alarm Service, Inc.
 203-775-8788
dana@unitedalarm.com

Paul Welte
 Welte Electronic Systems LLC
 203-325-4554
paul@welteelectronicssystems.com

Rick Weiss – ADT
 (203) 231-3883
rweiss@adt.com

Dominic Prete
 Pro-Tek Security, LLC
 203-494-1964
domprete@gmail.com

Mark Resko
 203-377-5555
Mci221@optonline.net

Associate Member Representatives

Paul Hoey – NAPCO – 631-495-9485
phoey@napcosecurity.com

NEACC Representative

Faraz Rehman
 860-291-8111 x 22

Education

Joel Kent
 (860) 298-9769

Legislative

Bob McVeigh
 203- 663-6850

Legal Advice

Buchanan Ingersoll
 203-762-2444

Past Presidents:

Aaron Czapiaga (2016-2018)
 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)
 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 journeyman license in CT.

L-6 Limited Electrical Connecticut Apprenticeship Training ESA MEMBER PRICE: \$824.00 - \$1,500.00

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 journeyman 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 Meetings 2021

DECEMBER 16...CASIA Holiday Party..... Hamden, CT
\$60 per person - Wine served w/dinner

- Thursday, December 16, 2021 - 6:30 p.m.
- Eli's on Whitney - 2392 Whitney Avenue, Hamden, CT 06518



RSVP by 12/05 to 203-762-2444 or premes@casiact.org.

To RSVP to CASIA 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.

CASIA TRAINING REGISTRATION

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

EQUITY+PLUS
 Mergers & Acquisitions
 Cyber Protection - Identity Theft

Call Tony Smith at
 (855) 723-2229
tsmith@securityfundingsolutions.com

www.securityfundingassociates.com

Your Engine for Better Billing & Faster Payments

- Clockwork billing
- On-time payments
- Life cycle software
- Hands-on support

Cornerstone BILLING SOLUTIONS

(847) 405-9517 x2
Scott@Alarmbills.com



national
monitoring
center

For 20 years, more dealers have trusted their business to us.

As we celebrate our 20th anniversary, we're proud to be able to say that more independent dealers across the country have trusted their business to NMC than any other monitoring center. And for good reason...



2 Ring Commitment



24/7 Dealer Support Staff



Caller-ID Branding



Dedicated Conversions Team



Geo-Diverse, Fully Redundant

Put your trust in us. Become part of the NMC family.

Reach sales at 1-877-353-3031 or email sales@NMCcentral.com

2021 National Monitoring Center®, a Netwatch® Group Company. All rights reserved.

AL 1456 | AR CMPY.000222 | CA AC07829 | FL EF20000505 | IL 124.002015 | OK AC1035 | TN 1785 | TX B13486 | TX Fire ACR-2919 | VA 11-7288



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
 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

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

MASSACHUSETTS

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 Electronic & Life Safety Association (NYELSA)
 1971 Western Avenue - PMB #1105, Albany, NY 12203
 800-556-9232 or 814-838-0301
info@nybfa.org | www.nybfa.org

PENNSYLVANIA

Pennsylvania Burglar & Fire Alarm Association
 2501 West 12th Street, Suite 280
 Erie, PA 16505
 800-458-8512 or 814-838-3093 (Outside PA)
info@pbfaa.com | www.pbfaa.com

RHODE ISLAND

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

ESA of VERMONT

www.esaweb.org
 Vermont Electronic Security Association
 2172 Bartlett Hill Rd., Jeffersonville VT 05464

Your Fire/Integration/ Alarm Company

is WORTH MORE THAN YOU THINK!

Sell Your Company or Accounts Now

*We have qualified buyers
ready to purchase your
Security, Fire, Integration
business and/or accounts.*

- FIRE ALARM
- INTEGRATION
- BURGLAR
- CCTV



**CALL RORY'S CELL
AT 1-800-354-3863**

Talk to Rory Russell to get the most recent and complete Business Valuation for your company and see for yourself how much your business is currently worth.

Don't Wait! We Are Closing Deals Now! (over \$35 million):

Metairie, LA	\$450,000
Oxford, GA	\$525,000
Ponoma, NY	\$575,000
Detroit, MI	\$600,000
Mt. Vernon, NY	\$1 Million
Boston, MA	\$1 Million
Northern GA	\$1.3 Million
Jackson Hole, WY	\$1.8 Million

Clifton, NJ	\$1.8 Million
Ft Meyers, FL	\$5.5 Million
Los Angeles, CA	\$10.4 Million
Orlando, FL	\$11 Million

<i>Pending:</i>	
Fort Pierce, FL	\$2.8 Million
Edison, NJ	\$10 Million

**CALL
RORY RUSSELL
FOR A COMPLETE
BUSINESS VALUATION
1-800-354-3863**

AFS
ACQUISITION &
FUNDING SERVICES

MIDWEST STATE ASSOCIATIONS



ARKANSAS

Arkansas Security Alarm Association
 P.O. Box 773, Fort Smith, AR 72902
 Phone: 479-785-2323 | Fax: 479-783-3285
 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: execdiretor@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.

MINNESOTA

161 St. Anthony Ave. Suite 820
 St. Paul, MN 55103
 651-291-1900 | www.MNESTA.com

ESA of MISSOURI

www.esamissouri.com

NEBRASKA

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

NORTH DAKOTA

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

OHIO

Ohio Security & Fire Alarm Association (OSFAA)
 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

OKLAHOMA

Oklahoma Burglar and Fire Alarm Association (OKBFAA)
 PO Box 1585, Norman, OK 73070
 Phone: 405-664-0270 | www.okbfaa.org

SOUTH DAKOTA

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

WISCONSIN

Wisconsin Security Association (WISA)
 P.O. Box 28882
 Greenfield, WI 53228
 414-459-3260
 www.wiesia.org

President - Bill Flesch - william.flesch@jci.com
 Vice President - Tom Kenderish - tkenderish@adt.com
 Secretary - Ken Nerison - KNerison@permarsecurity.com
 Treasurer - Leroy Lasky - leroyl.lasky@jci.com
 Associate Member at Large - Brandon Dobratz - brandond@apdmn.com
 Member at Large - Steve Garritson - sgarritson@hsprotection.net
 Executive Director - Nicole Szopinski
 executive.director@wiesia.org

MARK MATLOCK
 Vice President of Sales
 National Monitoring Center
 mmatlock@nmccentral.com
 (210) 376-0876

NMCcentral.com

StarLink Fire LTE
 Proven Cellular Fire Solutions for All Fire Accounts

connected by
verizon
 or
AT&T

from **\$49.95^{net}**
 Radios replace 2 POTs lines on any 12V or 24V FACP
 No extra power supply, No extra conduit

NFPA 72 Editions 2019 & UL 864 10th Ed. Code Compliant

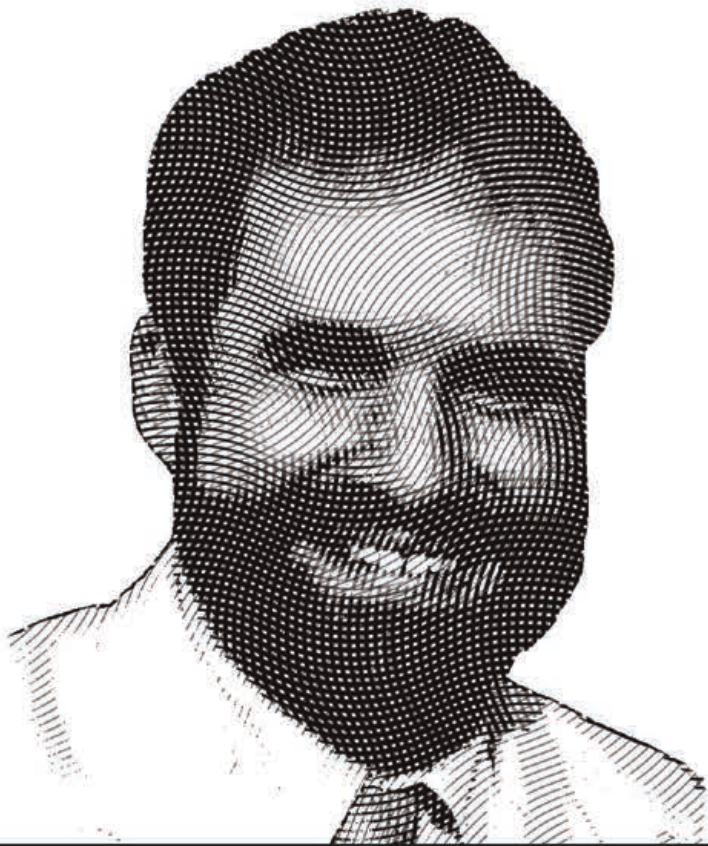
Paul Hoey, RSM
 MA, CT, VT, NH, ME, RI
 Cell: 631-495-9485
 phoey@napcosecurity.com

Glenn Kocek, RSM
 IL, MN, ND, SD, NE, KS, IA, WI, MO
 Cell: 631-495-4569
 gkocek@napcosecurity.com

David Donovan, RSM
 NJ, E. PA, MD, DC, WV, DE, Central & E. NY
 Cell: 631-379-7464
 ddonovan@napcosecurity.com

Dave Sheffey, Sr. Regional VP
 1-800-645-9330 ext 383 (VM)
 Cell: 734-516-1587
 dsheffey@napcosecurity.com

333 Bayview Ave., Amityville, NY 11701
 1.800.645.9445



HERE'S WHY PDS SYSTEMS HAS STAYED WITH **EMERgency**²⁴ SINCE 2009

PHILIP SISIA JR.

Second Generation
Sales Manager, PDS Systems

*"We use Emergency24 because of the **incredible response times** and pickup rate. Technicians and inspectors don't have to sit on hold either. The app gives us the information we need at any time. Our subscribers love the UrSecure app too. [We receive] **top-notch technical support** – always very professional and extremely helpful. Data Entry are always more than helpful, same with the Sales and Customer Service teams – we are given the utmost attention and our **requests are dealt with expeditiously.**"*

To learn more about Emergency24 and how we can help your company gain a market advantage for decades to come,

call **1-800-800-3624** or email

sales@emergency24.com.

CHICAGO • WASHINGTON, D.C. • LOS ANGELES • MILWAUKEE

EMERgency²⁴
ALARM MONITORING

www.EMERgency24.com





TELGUARD
THE ALARM COMMUNICATION EXPERTS

DON'T JUST UPGRADE
YOUR COMMUNICATOR.

**UPGRADE YOUR
COMMUNICATOR PROVIDER.**

Learn how our Dealer-First approach can help your
business protect your customers and your RMR.



Sunset & POTS Replacements, Takeovers, and New Installs
telguard.com | 800.229.2326

© 2021 Telguard. Telguard and the Telguard Logo are registered trademarks of
Telular Corporation | Telular is a business unit of AMETEK, Inc. All Rights Reserved.



DAN WALKER
Regional Sales Manager

916.343.0903
dan.walker@nortekcontrol.com
5919 Sea Otter Place
Carlsbad, CA 92010

nortekcontrol.com

MERGERS & ACQUISITIONS LLC

John H. Colehower
Managing Director

Providing Acquisition Services to the Security Industry
for 30 Years

MergersAcquisitionsUS.com
jcolehower@MergersAcquisitionsUS.com

Direct:
609.466.7244

For Alarm Company Owners and Managers Looking for Technician TRAINING



FST Field Service Technician

Field Service Technician 1 (FST1) Intermediate Alarm Installation

24-Hour Online
Courses

- Basic Communication Skills
- Basic Employability Skills
- Basic Safety
- Introduction to Hand Tools
- Introduction to Power Tools
- Introduction to Construction Math
- Introduction to Electrical Drawings
- DC Circuits
- Introduction to the National Electrical Code®
- Low-Voltage Cabling
- Intrusion Detection Systems

\$250 Per Student – Member Price
(Member of your state association)

\$350 Per Student –
Non-Member Price



Field Service
Technician 1 (FST 1)
TEXTBOOK \$95
(includes shipping)

NTP Continuing Education

100 Hours –
Annual License

One-year license
provides one student
access to CEU courses

- IP Video
- IP Networking
- Access Control
- NICET Fire Alarm System I
- NICET Fire Alarm System II
- Customer Service
- Sales
- Wireless Technologies
- Codes and Standards
- Incident Reports
- Structured Wiring & Termination
- Troubleshooting Series

\$250 Per Student – One Year
License - Member Price
(Member of your state association)

\$350 Per Student –
One Year License -
Non-Member Price

www.NationalTrainingProgram.com

In partnership with the
CAA California Alarm Association

800-901-2390

info@nationaltrainingprogram.com

Most Security Websites Do Not Generate RMR. We Know Why, & We Can Fix It For You.

We **create** websites and media for the alarm industry that **communicate** your story, **resonate** with your audience, and **generate** revenue.

- ✓ No long term contracts
- ✓ Market exclusivity
- ✓ Industry expertise



The Official Webmaster of the CAA, AZAA & WBF AA



(877) 655-3779

www.igniteleads.com

Stand Out with Smart Home Security and Surveillance



Installation wizards and remote management make setup and use a breeze



Crystal-clear HD video with smart features like People Detection – without cloud fees



Free interactive smart home services to grow your RMR and differentiate your business



clare™

Learn More at snapav.com/clare

New to Snap One? There's an exclusive offer waiting for you when you create an account with us.

Exclusively at

 snap one

FREE!
COMMUNICATORS

USA CENTRAL STATION

WE HAVE THE BEST SUNSETTING SOLUTIONS IN THE INDUSTRY.

IS YOUR CENTRAL STATION FOCUSED ON YOU?



M2M MQ03-LTE-M-FIRE-AV
ONLY \$180

**after initial year, billing will be
base monitoring + \$8/mo*



M2M MN02-LTE-M
ONLY \$120

AT&T ONLY
**after initial year, billing will be
base monitoring + \$3/mo*

M2M MN02-LTE-M-AV
ONLY \$132

AT&T AND VERIZON DUAL SIM
**after initial year, billing will be
base monitoring + \$4/mo*

includes ONE YEAR OF MONITORING & CELL SERVICE!!

MAIN FEATURES

- MULTI-BAND CAT-M1 LTE 700/850/1700/1900/2100 MHZ CELLULAR COMMUNICATORS
- FAST AND EASY INSTALLATION
- DUAL-SIM ON AT&T/VERIZON LTE-M NETWORKS (MN02-LTE-M AT&T ONLY)
- WORKS WITH ANY PANEL USING CONTACT ID, SIA, AND PULSE 4+2

CONTACT: JOYCE ROSITO
sales@usacs.net (877) 301-5129

CA: #ACO 7941



**SIMPLICITY.
APPLIED.**

BETTER PROTECTION FOR LESS COST



CKB-304
4 Channel Bridge



CKB-312
12 Channel Bridge

Increased situational awareness.

Faster police response.

Easy to deploy & scalable.

0 FALSE ALARM FEES.

The OPTEX Bridge Series offers a simple and low cost solution, connecting cameras and sensors to the CHEKT Visual Verification Service. With proper system design, installation, and maintenance, our solution effectively provides fast and efficient event information that can eliminate false dispatches.



**ALL AMERICAN
MONITORING**

\$2.50 Nationwide
Monitoring

Reliability Counts

**Over 45 Years Monitoring Experience
The Partner you have been looking for!**



844 489 3030 • [www★AllAmericanMonitoring★com](http://www.AllAmericanMonitoring.com)

AFAA Illinois

The Illinois Automatic Fire Alarm Association

If Fire Safety is your career, become part of our active, professional community. We are Illinois' Fire Alarm & Early Warning Detection Industry Association. We provide education and code advocacy for the advancement of fire and life safety in Illinois, and Nationwide.

www.il-afaa.org

Daniel.finnegan@siemens.com



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, extra-

curricular 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.

Sure. Most accountants know...



But not...



Reitman Consulting knows both.

Does your tax professional really understand your business?
Do you have information that helps you to run your company and compete?
Has your tax pro even called you to do year end planning?

Our **only** clients are Security and Systems Integration firms just like yours. We know the ins and outs of the profession and what it takes to succeed, not just survive. We prepared hundreds of tax returns for firms just like yours last year -- large and small. We stay involved and communicate with you year round, not just at tax time. We are at your association meetings and conventions. We know who you are and what you do.

We're here to help with Federal, State and Local Tax Preparation. Call us today.

This year, why not get real value from your tax professional. Call 817-698-9999. Let's get started!

Our firm was originally founded as S.I.C. Consulting in 2001. We are a brick and mortar consulting group with associates who know your business and have the experience and resources to assist you.

Reitman Consulting Group began with a pencil and knowledge of the security and systems integration industry. Although founder



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

We're ready to go. Are you?



Reitman Consulting Group, Inc.

Tax Consulting • Brokerage • Valuation

5408 Woodway Drive
Fort Worth, TX 76133

817-698-9999 www.reitman.us

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.



**AMS Puts the Services You Need
in the Palm of Your Hand.**

877.740.0283 | www.monitor1.com

Setting the standard for quality monitoring and dealer service since 1980.



DMP welcomed Jeff Garetano to the East Sales team as Dealer Development Manager for Florida. Before accepting this position, Jeff had previous experience at DMP. "Jeff has a great deal of industry experience and knowledge," said Mark NeSmith, DMP Vice President of Sales. "We're beyond excited to welcome our team member back." Jeff has worked in the security industry for the majority of his life. "My father owned a security company," he said. "I started in the mid '90s working at his company, helping out technicians." Throughout his career, Jeff has

worked in all parts of the security industry including technical and sales roles, distribution, and manufacturing. "I'm looking forward to many years ahead with DMP and I'm excited to be back," Jeff said. "DMP is highly respected, especially for its quality products made in the U.S. This is rare in the industry. It's a representation of great products made by great people." For more information, contact Mark Hillenburg at MHillenburg@DMP.com or visit DMP.com.

DMP welcomed Mark Taylor to the East Sales team as Dealer Development Manager for the Southeast region. Dealers in South Carolina, Georgia, and the Florida Panhandle will be reporting to Mark for guidance and support. Mark worked for 15 years in the alarm industry and, since 2005, had been employed at both ADT and Protection One. "DMP has a professional, courteous atmosphere with a great product," said Mark. "It's easy for the customer to use and easy for technicians to install and program, not to mention the alarms are made in the USA. To work for a company that designs and manufactures in the USA is a great asset." Mark can be reached at 417-831-9362 Ext. 1403, CELL 417-849-8135 or MTaylor@DMP.com.



CONTINENTAL ACCESS, a division of NAPCO SECURITY TECHNOLOGIES, INC., announced the next generation of its popular Access Control & Integration Appliance (model #CA-ASA). It offers super-quick and convenient installation, with no software to license or install on any client or server; a typical web browser is all that is needed. The next gen CA-ASA allows up to 128 readers or doors, has a total of 5 USB ports (3 USB Type A ports and 2 USB Type C), and an HDMI port (no converter necessary). It offers email & SMS event notification, is mobile credential ready, comes with TeamViewer pre-installed for no-roll service calls and includes all of



Continental's hardware and software manuals. For information any of the full line of NAPCO Access solutions, please call 800-645-9445 or salesinfo@icaccess.com.

The Chetta Family announced that Richard Drew has been appointed President of GMS, a member of the GMS team for more than 21 years with experience in every aspect of the company. With his appointment, GMS continues to uphold the highest levels of professionalism, integrity, and technology, striving to deliver exceptional customer service in safety and security. Richard, and the entire team of dedicated professionals at



GMS look forward to continuing being the monitoring company of choice for our current customers.

MARKS USA, a division of NAPCO SECURITY TECHNOLOGIES, announced the debut of its new labor-saving Lectra Electrified Locks.



Lectra is ideal for stairwell doors, mantraps, hospitals and receptionist buzz-in applications. It's available in both mortise and cylindrical solenoid-operated locks in 12 or 24 VDC. Lectra locks feature easy and clean installation, saving time and labor over electric strikes; concealed latches for greater security, fail-safe & fail-secure models, and Lectra mortise models offer various modes of operation and lock information such as Request to Exit (REX) and key override switch &/or latch bolt

sensor. Lectra locks are ADA-Compliant, meet ANSI/BHMA 156.2 and are UL listed for a 3-hour fire rating. For more information on Marks USA Lectra Locks call 800-645-9445, email info@marksusa.com, or visit Marks online at www.marksusa.com.

SDI announced the availability of the new Bedrock AM100 Class 1 Measuring Instrument which offers speech intelligibility testing and more. The AM100 continues the development of easy-to-use and versatile measuring tools, progressing several steps at once. Some of the many new features that the AM100 includes are wireless connectivity (Bluetooth and Wifi), a second input channel, a headset jack and an internal signal generator. The specs have also been upgraded in every possible way, from dynamic range to internal storage space and battery life. For more information visit sdifire.com.



NATIONAL TRAINING CENTER (NTC) study books are commonly used by security technicians, locksmiths, and life-safety professionals for self-improvement, company education, and to prepare for examinations of all kinds. NTC provides access to a comprehensive library of valuable resources to help industry professionals maintain and upgrade their knowledge, skills, training, and certifications. To connect with an NTC professional, call (702) 648-8899, email cs@nationaltrainingcenter.net, or visit <https://nationaltrainingcenter.com/>

VICON INDUSTRIES announced the appointment of both Andronicus Turner and Jason Lloyd as Regional Sales Managers. As Regional Sales Manager for California, Nevada, and Hawaii, Vicon appointed Turner, who has an extensive career within the industry and a demonstrated ability to nurture strong relationships with system integrators, dealers, and end-users. They also announced Jason Lloyd as Regional Sales Manager for Chicago, Northern Illinois,



and Wisconsin. Lloyd has more than 20 years of experience and expertise working at the dealer and integrator level. "We are excited to continue our expansion and welcome Andronicus Turner and Jason Lloyd to the Vicon family,"



said Bret McGowan, Senior Vice President, Sales and Marketing. To learn more about the availability of our technologies email sales@vicon-security.com.



Life Safety is What They Want After All

- When your customers' lives are resting in your hands, why settle for anything less? The 1100T is the industry's only wireless translator listed and NFPA approved for life safety.
- One translator makes it easy to take over DSC, Interlogix, Honeywell 5800 and 2 GIG Series systems up to 128 zones, all without replacing existing smoke and CO detectors.
- Enjoy the freedom of placing the wireless translator anywhere you want regardless of where the control panel is located.



While other manufacturers either can't or won't... we do.

When you're ready to meet your customers' needs with true life safety, check out DMP.com/LifeSafetyAfterAll-CAA.





Michael Hutcher
Vice President, Eastern Region

9469 Route 422 Hwy E, PO Box 179, Shelocta, PA 15774
Call/Text: (301) 992-5291
mhutcher@dynamarkmonitoring.com www.dynamarkmonitoring.com



FLAIR ELECTRONICS

Standard and Custom Magnetic Contacts
Wired and Wireless Annunciators
Perimeter Fence Sensors

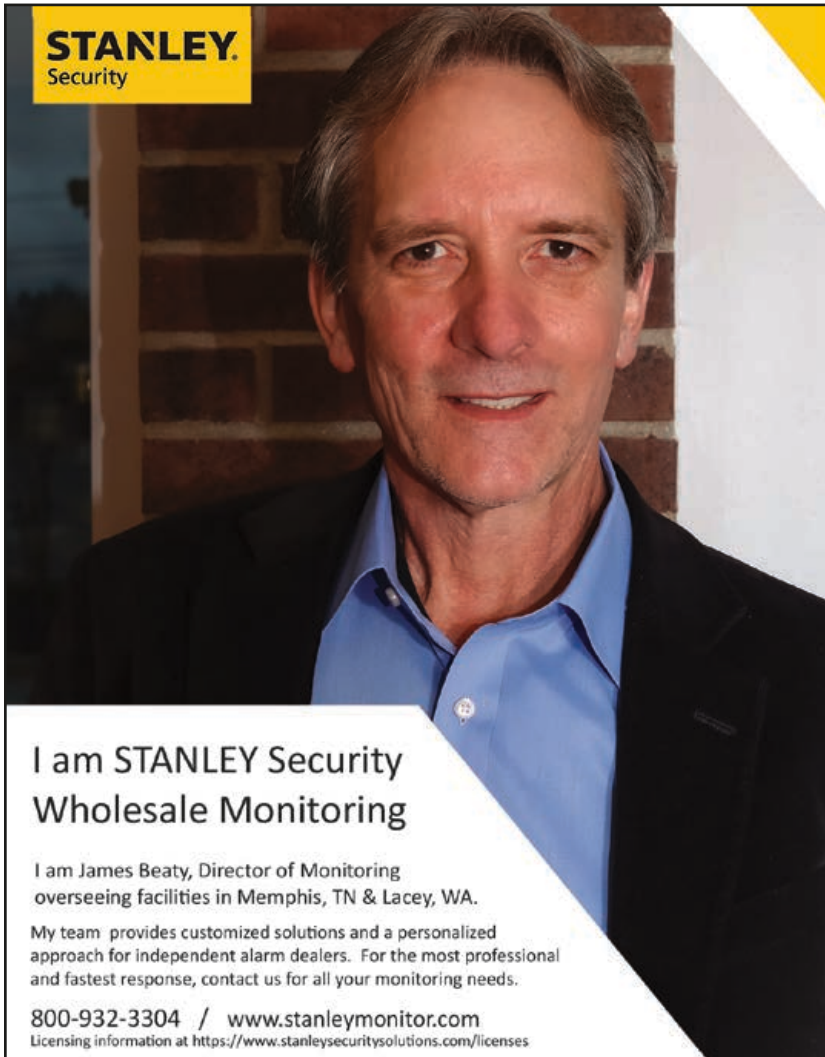
Call today for free samples

800-532-3492
sales@flairsecurity.com
www.flairsecurity.com

At Flair We Care!

PerkPlans Deliver Results to CASIA Members

CASIA has enrolled in PerkPlans to give all members a chance to SAVE Big Time! It costs you nothing as a member but gives you access to savings with hundreds of businesses 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.



STANLEY Security

I am **STANLEY Security Wholesale Monitoring**

I am James Beaty, Director of Monitoring overseeing facilities in Memphis, TN & Lacey, WA.

My team provides customized solutions and a personalized approach for independent alarm dealers. For the most professional and fastest response, contact us for all your monitoring needs.

800-932-3304 / www.stanleymonitor.com
Licensing information at <https://www.stanleysecuritysolutions.com/licenses>

INDUSTRY NEWS

EASTERN BANK announced that A-COM Integrated Solutions is a new commercial banking customer. “Eastern understands our model, has ensured a smooth process for managing our working capital and daily treasury needs, and offers the resources to support our future plans as new opportunities form from our customers’ changing need,” said Wayne Beck, CEO and Founder of **Eastern Bank**.

JOIN US FOR GOOD®

A-COM. The Commercial Banking team advising A-COM included Executive Vice President, Senior Commercial Banking Officer Greg Buscone, Senior Vice President and Commercial Team Leader Brendan O’Neill, and Senior Vice President and Commercial Relationship Manager Matthew Hunt.

Because of COVID, schools have made it permissible for students to bring and use a refillable water bottle to school. Christie Costello from the **KIMBERLY TAUER FOUNDATION, INC (KTF)** was approached by a local elementary school in Pensacola, FL. Peggy Page with **STANLEY SECURITY WHOLESALE MONITORING** answered the call and provided 600 refillable water bottles. This donation plus donations from the community provided 800 refillable water bottles for this school. Every child now has their very own bottle and the school has extras for when they are misplaced.



Fastest Cellular Sunset Solution, Every Panel & FACP, Everywhere The New Dealers' Choice:

- Installs in Minutes - For Every Application & Account
- Easiest Panel-Powered Technology; No Panel Reprogramming
- Lowest Cost - From FREE to \$100 Off All w/ Tradeup, New & Retrofits

StarLink^{*} Cellular

Protect All Accounts Now.
2 Antennas Work Better Than 1



StarLink^{*} Connect

Upgrading Vista[®] & DSC[®]
Doesn't Get Easier Than This



StarLink^{*} Fire

Panel-Powered Radio
or POTS Replacement

No FACP Reprogramming
or Extra Power Required!



StarLink^{*}



1.800.645.9445 www.StarLinkLTE.com

Here's How To Get
All StarLink LTE Radios FREE or \$100 Off

*See full details online at
www.napcosecurity.com/starlink/starlink4upgrade/
or scan QR Code.



Free Sales Intro Classes Online Every Thursday at 10am EST/PST

StarLink, Signal Boost™ are trademarks of Napco. Other marks trademarks of their respective cos. *Sugg. Net equipment pricing quoted in USD with StarLink Tradeup Incentive Program™ - \$100 Incentive credit on your StarLink Account, applicable to all models. See full details www.napcosecurity.com/starlink/starlink4upgrade. Promotions subject to change without prior notice.

DECEMBER

16 CASIA Holiday Party..... Hamden, CT

avantguard
agmonitoring.com

Monitoring Solutions for
a Connected World

MATT BRANDON
National Accounts - East
770.298.3074
mbrandon@agmonitoring.com

INDUSTRY EVENTS

TMA Ops-Tech

November 7-11, 2021, Charlotte, NC

ISC East

November 17-18, 2021, Javits Center, NYC, NY

CAA Winter Convention

December 1 - 4, 2021, The Fairmont, San Francisco, CA

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

CAA Summer Convention

May 18 - 21, 2022

ESX

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

WE NEED YOUR SUPPORT

TO FIGHT ADVERSE ALARM ORDINANCES

We bring together law enforcement and alarm associations to fight against alarm ordinances that if passed, could seriously jeopardize your business!

If you neglect the problem until it reaches your door, it might be too late...

SIAC
Security Industry Alarm Coalition

Make a difference in your future.
Donate to SIAC today at siacinc.org.

ADVERTISE IN

NORTHEAST MIDWEST
THE SENTINEL

Covers readership in 25 states.

Great Rates!
Responsive, Qualified Readership

NORTHEAST MIDWEST
THE SENTINEL

THE SENTINEL 2021

Published by
Syncomm Management Group, Inc.
333 Washington Boulevard, #431
Marina del Rey, CA 90292
www.snnonline.com
info@snnonline.com
800-490-9680
Jerry Lenander, Publisher

No articles herein may be reproduced without written permission from Syncomm. Syncomm is not responsible for any errors or omissions in advertising.



www.twitter.com/snnonline



www.facebook.com/snnonline

Ad Rates:
Full Page\$500
Half Page\$300
Quarter Page\$150
Business Card\$50
All ads are full color.
Mailed Circulation: 2,000
Rates and Specs:
www.snnonline.com

Contact Jerry Lenander
info@snnonline.com
800-490-9680



BUILD MOMENTUM WITH UCC



MONITORING

Quality, caring, highly trained operators that provide exceptional monitoring services.



DEALER DEVELOPMENT

Expert training and proven techniques to help you make informed business decisions.



RESOURCES

In demand services and technologies to help you grow your business portfolio.



SUCCESS

Let us show you how UCC can help you build the momentum you need to advance your company to the next level.

JOIN UCC TODAY

www.teamucc.com | 888.832.6822



UCCTM
EXCEPTIONAL MONITORING
BY LYDIA SECURITY

ISC EAST

PREMIER SPONSOR



IN PARTNERSHIP WITH:



CO-LOCATED WITH:



SAVE THE DATE!

SIA EDUCATION@ISC
NOVEMBER 17-18, 2021

EXHIBIT HALL
NOVEMBER 17-18, 2021

JAVITS CENTER
NYC

Learn more at
isceast2021.com/CAA