

THE NORTHEAST MIDWEST SENTINEL

Published for the Northeast and Midwest Electronic Security Industry

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CASIA NINE & DINE & LEARN

Thursday, September 15, 2022



Lyman Orchards Golf Club, Middlefield, CT

NINE

For our golf enthusiasts, Tee-off @ 3:00 p.m. (approx..) @ The Apple Nine Executive Course. Tee times will be assigned upon registration.

Special Pricing..... Golf, Cart and Range: \$38.00 p/p

DINE

Following golf, CASIA's General Membership Meeting will start with Social/networking @ 6:00 p.m., location at Club. A delicious "Empire" Buffet Dinner (salad, pasta, chicken, roast beef, potato hash w/caramelized onions, seasonal vegetables & warm dinner rolls) will follow.

LEARN

Michael Breault, the New England Regional Sales Manager for Firelite, SilentKnight/Intelli-knight and SYSTEM SENSOR, will discuss STATE OF THE ART APPLICATIONS.

Dinner & Meeting price remains the same as 2021: \$55.00 p/p

To register: Pat Shea Remes | 203-762-2444 | premes@casiact.org | www.casiact.org

Sheriff/Private Security Partnership Award

SIAC, along with The Monitoring Association (TMA), is sponsoring the National Sheriff's Association (NSA) "Sheriff/Private Security Partnership Award." The partnership between security companies and the sheriff's offices nationwide is one that SIAC has highly encouraged over the years.



CALL TO ACTION

If you are partnering with a Sheriff's Agency in any way that supports them or the community, we request you to seize this opportunity to nominate the agency for this award by submitting the application and providing a brief explanation of the collaborative effort. If selected, your Sheriff AND your company will receive recognition by NSA and press releases that accompany this award. Given the importance of adopting standards that make sense and are enforce-

able when it comes to managing alarm systems locally, we strongly encourage security companies to consider applying for this award. The award recognizes the partnership between a private security company and a sheriff's office. Nominations are now being accepted, and must be postmarked to NSA by December 16, 2022. Award Packets may be downloaded at NSA's website <https://sheriffs.org/about-nsa/awards>



32ND ANNUAL CASIA ANNUAL GOLF CLASSIC TOURNAMENT

RECAP OF SPONSORS AND WINNERS FROM JULY 21 ON PAGE 10



Andy Wilson, Golf Committee Chair, and Dana Klesh, President of CASIA at the CASIA Golf Tournament.

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INDUSTRY NEWS

THE MONITORING ASSOCIATION (TMA) welcomed its 111th ECC in the United States on Monday, July 25, 2022. The New Hanover County ECC in North Carolina became the 12th ECC in the state of North Carolina to implement the Automated Secure Alarm Protocol (ASAP). The New Hanover County ECC went live with Rapid Response Monitoring, Vector Security, Tyco (Johnson Controls), Stanley Security, Guardian Protection, Securitas, ADS, United Central Control, Brinks Home Security, Affiliated Monitoring, Vivint, National Monitoring Center, Holmes Security, Protection One and CPI Security. ADT and Security Central will be on boarded in the near future. Launched in 2011 as a public-private partnership, TMA's ASAP service is designed to increase the accuracy and efficiency of calls for service from alarm companies to Emergency Communication Centers (ECCs). Learn more about TMA's ASAP service online at www.tma.us/asap/.



More from TMA- The Monitoring Association (TMA) announced acclaimed global futurist, speaker, and best-selling author Jack Uldrich will deliver the keynote address at its **2022 Annual Meeting** on Monday, October 31, 2022 at 11 a.m. ET. The meeting will take place in-person at the JW Marriott Marco Island Beach Resort, October 29-November 2, 2022. "As business leaders, what could be more valuable than to have access to the insights of someone who can see into the future? How much more effective and productive could our organizations be? What could we achieve?" asked TMA President Morgan Hertel. "While Jack will share with his insights on leading innovation trends, he will more importantly convey the significant role that both our mind and our heart play in transforming our businesses in preparation for greater success. I am confident that Jack will inspire, energize, and enlighten our meeting attendees like no other. Go to <https://tma.us/events/2022-annual-meeting/> for detailed meeting information, including program agenda, hotel accommodations, and registration.

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MORE INFO AT WWW.NEACC.ORG

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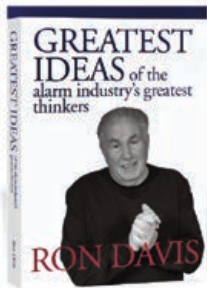
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Connecticut Alarm & Systems Integrators Association

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Note: There are vacancies for Regional Vice President positions. Please let us know if you are interested. New people bring new voices and new ideas to the table.

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NEACC – Northeast Security Systems Contractors Expo
September 20, 2022 - DETAILS ON PAGE 3
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NEW JERSEY

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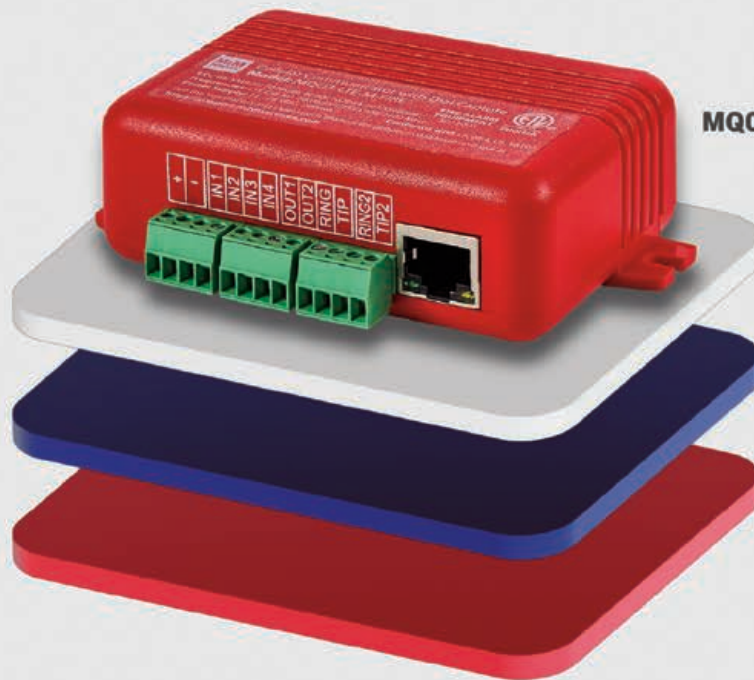
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Prize Contributors

ASP Security, Barnum Engineering, Pat Shea Remes Associates, Welte Electronic Systems

Grouping Winners

Low Gross

Team # 8
 Ambrose Gates
 Steve Kucsynski
 Steve Kucsynski Jr.
 Martin Bogue

Low Gross Runner-Up

Team #1
 Andy Wilson
 Tim Dunning
 Craig Callahan
 Evan Wilson

Low Gross 2nd Runner-Up

Mike Viscusco
 Rick Mut
 Rich Sudock
 Ryan DePamla

Contest winners:

Closest to the Pin Women's (27'7") –
 Gloria Hall, Soundworks & Security playing for NAPCO

Closest to the Pin Men's (7'1") –
 Ron Degoursey, playing for URMET



Ambrose Gates and Steve Kucsynski of Safe Home Security show off their prizes for Low Gross team score.



Closest to the Pin Prize Recipients: Ron Degoursey, URMET (Men's), and Gloria Hall, Soundworks (Women's)



One of the prizes was a noise cancellation device.



Mike Viscusco, Rick Mut, Rich Sudock, & Ryan DePalma of Nationwide Security playing for ADI



High Gross Team Chris Ramos, Zack Jasinski of Barnum Engineered Security, Deb kent and Joel Kent of FBN Security



Low Gross Team Runner Up with prizes Andy Wilson, Evan Wilson, Tim Dunning, and Craig Callahan playing for Fireworks



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2022 CASIA MEETINGS

We're shaking things up: Every CASIA dinner meeting will be a VENDOR Display Event and Tabletops will be complimentary with dinner. Space will be on a first come first serve basis and we request you reserve your spot (at least a week) prior. Each meeting will give one vendor an opportunity to speak for 20 minutes about their products and/or services plus new technologies. If a vendor feels he can accomplish his/her sales presentation in 10 minutes, will have two speakers per event. Please just give Pat Remes a call and you will be put on the schedule.

ELI'S
ON WHITNEY

As to meetings, we are going back to a monthly event upstairs at Eli's on Whitney, Hamden, except for the noted exceptions. The calendar dates are below. We hope this new direction will excite our valued associate members in that you will be able to have on-on-one time with multiple CT's dealers on a monthly basis. As a salesperson we trust this opportunity will be a win/win for everyone.

- **Thursday, September 15 - Nine & Dine @ Lyman Orchards - details on page 1**
- **Thursday, October 20 - Monthly Meeting @ ELI's on Whitney 6:15pm**
- **Thursday, December 15 - HOLIDAY PARTY**

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By Andy Markowski

What's Happening In Hartford?

The “dog days” of summer tend to be somewhat of a quiet time at the State Capitol as the legislature is adjourned and lawmakers have shifted their focus to campaign mode. There is still much work to be done, however, and summer is the time when various legislatively created task forces and working groups meet and administrative agency regulations continue to be developed.

Meanwhile, the Capitol was abuzz last month with lawmakers on both sides of the aisle concerned about rising health insurance rates. A public hearing was held at the Legislative Office Building on August 15th to discuss annual health rate filings that were submitted by Connecticut's health insurers. With the average requested rate increases greater than 20% in most cases, there was a big public and political outcry both prior to and at the public hearing, which was overseen by the state Department of Insurance (DOI). These rate increase would impact both small group (small business) and individual markets, both on and off the state's health insurance exchange. The ball is now in DOI's court to evaluate the testimony provided at the public hearing as well as the rate request and actuarial information submitted by the insurers and ultimately make a decision as to the allowable rates. Other proceedings are also possible in the fall, so stay tuned. CASIA members and other small business owners should speak with their health insurance agents and providers about this issue well in advance of open enrollment and renewal periods.

August Primaries Complete As November General Elections Grow Closer

Last month's primary elections brought some surprises and also narrowed the field of candidates who are now moving forward to November's general elections. In what may be considered an upset, in a three-way Republican primary for the U.S. Senate, Leora Levy of Greenwich defeated the party nominee and former House Minority Leader Themis Klarides, as well as businessman Peter Lumaj. Levy now moves on to face incumbent Senator Richard Blumenthal. In other statewide primaries, the fields were narrowed for the offices of Secretary of State and State Treasurer. The field of candidates for the all-important statewide races in November is as follows:

- Governor & Lt. Governor: Lamont v. Stefanowski (Bysiewicz v. Devlin)
- Attorney General: Tong v. Kordas
- Secretary of the State (Open): Thomas v. Rapini
- Treasurer (Open): Russell v. Arora
- Comptroller (Open): Scanlon v. Mary Fay

In addition to the races for statewide Constitutional office, and the U.S. Senate race, all 5 Congressional incumbents are up for election this year. Notable federal races include:

- 2nd Congressional District – Courtney (D) v. France (R)
- 4th Congressional District – Himes (D) v. Stevenson (R)
- 5th Congressional District – Hayes (D) v. Logan (R)

Need To Hire Apprentices? Apply For “Ratio Relief”!

The news of ongoing labor shortages seems to be impacting nearly every industry across the country, and here in Connecticut “workforce development” seems to be the latest buzzwords for lawmakers. CASIA members who may be looking to hire additional apprentices and are unable to because of the state's restrictive hiring ratio should consider applying for “ratio relief”.

“Ratio Relief” = a process by which contractors can apply for “relief” from the current statutory barriers to hiring additional apprentices

All contractors in need of additional apprentices should apply!

Steps include:

- Fill out 2 ½ page paperwork form - available through DOL at <https://www.ctdol.state.ct.us/progsupt/appren/Connecticut%20Department%20of%20Labor%20Application%20For%20Apprenticeship%20Ratio%20Relief.pdf>
- Advertise on CTHires.com for 30 days prior to submission of form
- Contact Connecticut DOL Office of Apprenticeship for info: dol.apprenticeship@ct.gov

Some advice and tips for those applying for ratio relief include:

- Do yourself a favor and post the open job positions on CTHires.com first!
- Maintain good record keeping of when employees leave or get fired and be prepared to give some quantities with your application
- Inquire about the possibility to “shift” apprentices around based on license categories – make the ask
- Reply to DOL – and ask follow up questions!
- Share your results/successes/failures/frustrations with CASIA!

The 2022 State Legislative Session May Be Over, But This Is An Election Year So Now Is The Time To Speak Up And Educate Your State Lawmakers - Tell Them What Matters To You And The Electronic Security Industry!

2022 is an election year and state legislators need to be educated on the needs of their constituents – YOU – so with the legislative session now underway in Hartford, it is a great time to introduce yourself and tell them about your business and CASIA!

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

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

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

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

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NAPCO SECURITY TECHNOLOGIES announced that long-time employee, Duane Warehime has been promoted to VP, National Accounts. In his new role, he will be responsible for the development, management, service and support of new and existing national accounts, reporting to the Senior Vice President of Sales, Stephen Spinelli. Stephen Spinelli, SVP of Sales for all divisions of Napco Security Technologies said, "We look forward to growing this segment of our business, as the natural next-step in the Company's successful expansion; and Duane has proven the ideal choice for this new role, working to attain key goals, metrics and strategic partnerships established together with senior leadership." Additionally, following this move, Napco Regional Sales Managers, for all security territories in North America, will now be led by Dave Sheffey, SVP, Napco Sales, an equally accomplished manager, industry icon and driver of Napco security sales and distribution channels.



ALTRONIX has expanded its popular line of Trove™ Access and Power Integration Solutions to support more brands of access control including Inner Range, Kisi, and Suprema – as well as DIN rail mount solutions ICT and TDSi. "Our collaboration with today's top access control suppliers provides users with more flexibility when designing and installing access control systems," said Ronnie Pennington, Director of Sales for the Americas, Altronix. "For added convenience, our free Trove System Design Tool further simplifies the design process, to configure the specific access and power solution they need." Altronix Trove Access and Power and Integration series easily combines Altronix power and accessories with access controllers available from the industry's leading manufacturers. Altronix products are NDAA and TAA compliant and backed by a lifetime warranty. For more information on Altronix Trove series visit www.altronix.com.

SNAPONE announced the acquisition of **CLARE CONTROLS**, maker of the ClareOne smart home and security system, as part of its ongoing mission to provide Partners with value-added solutions for every need and budget. "ClareOne has become a favorite among our Partners because it provides professionally monitored security alongside easy-to-implement smart home integrations," stated Mike Jordan, SnapOne SVP of Control and Entertainment. "The combined capabilities allow safety-focused homeowners to dip their toes into smart living solutions and provide a clear upgrade pathway to build out a fully connected

home through seamless integration with hundreds of devices, including the powerful Control4 system." Clare Controls CEO and Founder Brett Price noted that the acquisition by Snap One

cements ClareOne as a vital part of an integrator's toolkit and reaffirms the value and power the solution provides for users. "Clare Controls built ClareOne to bridge the gap between



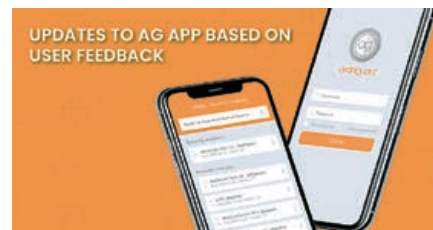
security and smart living, providing users and integrators with an adaptable, integrated solution, and we are thrilled to join the Snap One family of leading smart living and security solutions," Price said. "Whether a job calls for an affordable security and smart home solution, an upgradable system that can be added to later with Control4, or if there is an existing integrated home that needs enhanced security, ClareOne gives Snap One Partners the power and capabilities they need." Snap One Partners enjoy convenient access to Clare Controls products, which are available through Snap One's e-commerce portal and 30+ local branches.

DMP extended a warm welcome to Pheng Vang as he joins the West Sales team as Dealer Development Manager for Northern California. Dealers across this region can look to Pheng for continued service and support. "We believe Pheng will be a great representative of DMP," said Jeff Spatz, Director of Sales, West. "His background experience gives him a unique perspective both our dealers and sales team will appreciate. In the short time in his new position, Pheng is already fitting in well with the company." Pheng brings more than a decade of consulting experience to his new position as a Dealer Development Manager. "What first drew me into DMP was the overall company culture and level of support they offered their dealers," said Pheng. "I'm personally looking forward to develop a relationship with our dealers and for the opportunity to help their businesses thrive."

AVANTGUARD released a new version of the AG Mobile Technicians App on the Google Play Store. The new release includes valuable upgrades such as the ability to modify account information (addresses, time zone, code words, duress codes, contacts, phone information) along with being able to add contacts and change the order of contacts.

We have also made it easier to get to a contact's phone number without having to drill down multiple levels in the app - it's now on the contacts screen with easy click access to call functionality.

HAKIMO announced that Punta Gorda Airport (PGD) has deployed the Hakimo solution to enhance security and support Transportation Security Administration (TSA) compliance efforts. U.S. airports are required to implement access control measures to prevent unauthorized access as part of their airport security program which is approved and checked by the TSA. The Hakimo software helps address these requirements by applying artificial intelligence to the airport's existing access control and video surveillance systems. "You can have countless policies and procedures in place, but you don't really know what's happening unless you have a guard at every access point," said Raymond Laroche, Director of Operations and Maintenance, PGD. "The Hakimo AI software is that guard."



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By Tony Smith

Two sources have confirmed that one of our major industry alarm companies is in final negotiations with one of the largest consumer finance companies that serves security alarm dealers (and other verticals) around the country. The price tag for this transaction will purportedly be in the \$1 billion range. Should we be surprised? I do not think so.

The Buyer, in this case, has an account purchase program from contracted alarm dealers where the Buyer purchases accounts for 30x to 40x RMR, depending on various criteria. The Seller is a multi-faceted consumer finance company that has a strong financing platform although a checkered history of losses in our industry. The Seller and the several other financial services companies, such as Synchrony, which service our industry have been doing some significant business, but they treat alarms just like any other vertical. If the Buyer in this reported transaction allows the dealer's financing of the customer installation to provide a more

profitable payment to the dealer, then the Buyer will likely pay a lesser amount than they are paying now to acquire the monitoring contract from the dealer. That's a good deal for the dealer, especially if the Buyer removes the holdback clause. Its a good deal for the Buyer because they have reduced their acquisition cost. The Buyer now has a projected 15 yr. life (per their financial reports) for the monitoring contract less any portion paid to the dealer.

Let us look a little deeper at the elements that can make Consumer Finance good for all parties.

History has already taught us (2006-2008 recession) that consumer finance in our industry will likely implode if there is not some involvement by alarm dealers in the long-term success of their designated consumer finance company. Consumer Finance companies do not, as a rule, allow the dealer to combine the monthly monitoring fees with the installation charges because they do not finance service contracts. Security Funding Assoc. (SFA) has thrown both rules out the window.

SFA works with its dealers to be sure that there are signals at the central station to confirm the installation. They ask their dealers to identify any customer issues that may cause a customer to be late with their payments. ACH and 680+ credit are required for funding. SFA will periodically check customer activity. Finally, by combining the monitoring and installation, the customer only has one check to write each month. Split billing was a major cause of attrition in 2008 because dealers did not understand that once the customer drops monitoring, their equipment is perceived as almost worthless. Also, because of their limited terms, SFA does not generally work with consumer finance companies. Its primary relationship is with a bank that has a strong Platform and a Federal Charter. The bank is encouraged with its proactive work on their behalf to reduce attrition. All of the above is why there has been minimal attrition for the bank and there is no need for dealer chargebacks or holdbacks after the deal is funded.

History has already taught us (2006-2008 recession) that consumer finance in our industry will likely implode if there is not some involvement by alarm dealers in the long-term success of their designated consumer finance company.

Finance companies are now allowing their security customers to go beyond 5 years to 10 or 12 years, although the monitoring contract is normally 5 years or less. SFA decided early on that there would only be a 36 month and a 60 month program to avoid confusing the customer and creating a loan term that might exceed the useful life of the installation. Many states want alarm companies to renew monitoring on a monthly basis, so anything beyond 5 years becomes problematic. Again, remember that in 2006-08, split billing caused a severe attrition problem.

As a final thought we do not know if the above referenced transaction will actually close, but it is clear that there is a strong rationale and demand for responsible consumer finance to help replace the void caused by the withdrawal of traditional banking from our industry over the last few years.

Tony Smith is a licensed CA alarm dealer, Past President of the CAA and Co- Founder, Co-Managing Director of SFA. He has been actively involved in funding for alarm dealers and mergers and acquisitions for over 30 years. He may be reached at (626) 795-9199 or TSmith@SecurityFundingSolutions.com

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20 NEACC – Northeast Security Systems Contractors Expo -
DCU Center, Worcester, MA — <https://www.nesecurityexpo.com/>

OCTOBER

26-27 Ohio SFAA Akron, OH
30 CASIA General Membership Hamden, CT

DECEMBER

15 CASIA Holiday Party

INDUSTRY EVENTS 2022-2023

September 11-15

TMA OPSTech - Charlotte, NC

October 29 – November 2, 2022

TMA Annual Meeting , Marco Island, FL

November 16-17, 2022

ISC East, New York, NY

2023 - November 4-8, 2023

TMA Annual Meeting, Kapalua, Maui, Hawaii

CAA WINTER CONVENTIONS

Western States Security Conference - Fairmont San Francisco

November 30 - December 3, 2022

December 6 - December 9, 2023

December 4 - December 7, 2024

December 3 - December 6, 2025

December 2 - December 5, 2026

CAA PALM SPRINGS CONVENTIONS - Hilton Palm Springs

May 17 – May 20, 2023

May 15 – May 18, 2024

May 14 – May 17, 2025

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