

THE SOUTHEASTERN SENTRY

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Convention Time in TENNESSEE!

TNSI members were welcomed with a BIG TENNESSEE HUG at the Doubletree by Hilton Downtown Chattanooga for the 42nd Annual Tennessee Network of Security Integrators Convention on September 14-16 and it was THE BEST Convention yet!

The TNSI Convention kicked off with a day of friendly competition at our golf tournament at the

GORGEIOUS Bear Trace at Harrison Bay Golf Club, a course designed by Jack Nicklaus and surrounded by the Chickamauga Lake. It was a spectacular day on the course!

Thirty-four members competed for the title of Best TNSI Axe Thrower at Civil Axe in Downtown Chattanooga. Security professionals hurling axes is something to behold and a bit scary, but most had obviously thrown an axe before, maybe even practiced before the competition. Awards were presented

at the opening reception and dinner at the Doubletree Downtown Chattanooga.

Day 2 was jam packed with Tennessee approved CEU courses offered by our AWESOME 2022 Convention Sponsors: Alarm.com (Jack Dix), AXIS Communications (Chase Whitby), Design Communications (Ron Grimm), AMG/UniviewTec (Rod Warren and Todd Dunham) and Honeywell Fire (Don Holsonback). Other Convention Sponsors include Avantguard Monitoring and COPS Monitoring. TNSI couldn't afford to do what we do without these loyal member sponsors!!

Day 2 also included our Annual Meeting and Luncheon where the 2023 Board of Directors were elected, and members were updated on Legislative issues by President Larry Brooks and Legislative Chair LJ Lynes. Integrators walked the exhibit hall and met with THE BEST manufacturers, distributors, and monitoring companies in the security industry.

*Tennessee Convention, continued on page 6
(Photos beginning on page 18)*



A large turnout gathered for TNSI's 42nd Annual Convention outside the main venue, the DoubleTree Hotel in Chattanooga, TN.

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The Mississippi Security Association offers are certification courses required to be licensed in the State of Mississippi by the Mississippi State Fire Marshal Electronic Protection Division. Certification courses are offered in person, virtual and online. Visit www.mississippisecurityassociation.com for additional information.

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Alarm Association of Florida
(800) 899-2099
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See pg. 6 for information on Florida licensing



Louisiana Life Safety & Security Association (LLSSA)

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The LLSSA will offer certification courses for Louisiana technicians and sales reps in the cities of Jefferson, Lafayette and Monroe. Students can attend class in person or participate via Zoom webinar. Registration is available at <http://training.llssa.org/>.

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For full list of scheduled events, please visit www.ncslva.org.

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Many THANKS TO:
ADI, Affiliated Monitoring, Alarm.com, Alarm Monitoring Services, AMG/UniviewTec, Anixter Wescos, Avantguard Monitoring, AXIS Communications, Bosch Security Systems, Brinks Home, Cen-Signal – UL Automated Central Station, COPS Monitoring, Criticom Monitoring Services – CMS, Design Communications, DMP, DSC/Qolsys/JCI, Dynamark Monitoring, Emergency24, Hikvision USA, Honeywell Fire, Inovonics, M2M Services/M2M Communicators, Napco Security Technologies, Resideo Technology, Salient Systems, Security

Central, Security Integrations Inc, SES – Security Equipment Supply, Speco Technologies, Southwire, Stanley Security-Wholesale Monitoring, SDI - Systems Distributors Inc, Telguard, Turing Video, and William Knight Insurance Agency Inc.

The long day was topped off with a private, three course dinner aboard the Tennessee Valley Railroad Dinner Train and what a FABULOUS Fall Evening it was!! This unique opportunity allowed TNSI members not only a railroad excursion trip but also fine dining while the train traveled along the rails through the beautiful rolling hills and valleys of Southeast Tennessee.

THANKS to our 2022 Board of Directors: Larry Brooks (President), Jay Estes (President-Elect), Doug Fraker (Past President), Chip Wolf (Secretary), Mike Holt (Treasurer), Jim Zink (NE VP), Corey Cochran (SE VP), Brian McGuire (Midstate VP), Jonathan Nichols (West VP), Brian Robertson (UE VP), Jules Richard (Director At Large), LJ Lynes (Director At Large), Randy Hendricks (Associate Director), Jeff Clendenen (Associate Director) and Penny Brooks (TNSI Executive Director).

MANY THANKS to our loyal integrators and exhibitors for making our 42nd Annual Convention a HUGE success.

MARK YOUR CALENDERS NOW for our 2023 Annual TNSI Convention in historic Franklin, Tennessee on **September 27-29, 2023 !**

For more information about TNSI, please visit our website at: www.theTNSI.org or call TNSI Executive Director Penny Brooks at 615.791.9590.

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ALTRONIX debuted its new compact ACMS12 Access Power Controllers and PDS16 Power Distribution Modules at GSX 2022. These new products further increase access control system capacity in Altronix Trove Access and Power Integration Series, and virtually any wall or rack mount configuration, reducing overall equipment and installation costs. ACMS12 features dual inputs allowing power to be steered from two independent 5 to 24VDC power sources distributed over twelve independently selectable Fail-safe/Fail-secure power outputs. Fire alarm disconnect is selectable by output. PDS16 also features dual inputs and is designed to steer AC or DC power over sixteen power outputs. “Altronix’s new innovative products, support our commitment to deliver solutions that further enhance system capacities in access, surveillance and security applications enabling quick and simple installation,” said Alan Forman, President, Altronix Corporation. “And of equal importance, all Altronix products are backed by our experienced team of support professionals, a lifetime warranty, and decades of field-proven reliability that is second to none.”

SNAP ONE continues with their commitment to create significant new revenue-generating opportunities that help build stronger businesses for their Partners.



“Today’s lifestyles are increasingly being defined by smart technologies that have to be installed, monitored, maintained, and upgraded on a regular basis to meet the ongoing needs of the consumers we all serve,” said John Heyman, CEO of Snap One. “Smarter living can’t be created using DIY products, or smart accessories, with multiple applications. Smart living is not static – it evolves over time, and as such, it requires a robust, reliable and fully integrated ecosystem hinged on smart solutions.” Heyman pledged that Snap One will always

strive to provide the products, tools, processes, and business models to help the industry evolve by creating more happy and profitable long-term customers. “As such, the traditional ‘one and done’ nature of our industry is giving way to a new and much more exciting industry centered around sustained, long-term relationships between Partners and their customers,” Heyman asserted. “We envision a future in which the Partner is every bit as important to the homeowner as a doctor, mechanic, or accountant is today. Regular check-ins, daily monitoring, ongoing training, programmed updates, and more, will create new revenue streams for Partners.” Underscoring this point, he noted that in the last three years the company has invested more than \$200 million in new product development and doubled the number of local stores operating throughout the United States and Canada, with more than a dozen scheduled to open over the next 12 months to provide Partners with what they need, when they need it, and where they need it — close to home.

TELGUARD announced being the first to market with an All-5G LTE-M Fire Communicator lineup that’s made in the USA, with all models available now at distributors. “Telguard’s fire communicator lineup has expanded greatly in the last 18 months – we’re not just the TG-7FS anymore”, said George Brody, President, Telguard. “And we’ve eliminated the supply chain bottlenecks by making every model we sell in the USA,

using the latest 5G LTE-M technology, and all models shipping from stock.” Whether sole path, dual path, primary or backup, now there’s a Telguard fire communicator that will fit the needs of virtually any application and will be approved by the toughest AHJ. Telguard 5G LTE-M fire communicators make perfect fits for POTS replacements, upgrades, or new installs. With 5G LTE-M technology, Telguard communicators use LTE-M bands for 4G and 5G compatibility, better in-building penetration, and longest product life. They interface with the panel over a single DACT connection for universal compatibility. If the panel has no DACT, simply add the TG-PEM accessory. “To be sure, the last two years have been tough in terms of being able to get into commercial facilities, the sunsets, and materials shortages – we all know that. But Telguard kept innovating, kept solving problems, and we’re delivering on the promise of being the alarm communication experts with top-of-the-line products, outstanding customer service and technical support, and best-in-class product quality and reliability. And they’re all available, right now, at your preferred distributor.” Visit telguard.com or call 800.229.2326 for more information on Telguard’s complete line of 5G LTE-M fire communicators.

DMP has introduced the CellComEX Universal Communicator, its newest addition to the Com Series. DMP dealers can now take advantage of this product for takeovers as the 3G sunset rapidly approaches. When system upgrades call for a cell-only solution, the CellComEX offers the same feature-rich benefits as DMP’s CellCom module. When four zones of expansion aren’t needed, the CellComEX makes upgrading legacy panels faster and more affordable. “EX” stands for Express. With one zone, one output and one tip and ring terminal, the CellComEX can be deployed quickly with minimal programming or setup steps. The CellComEX is available to all U.S.-based DMP dealers. For more product details or to learn more about DMP’s Com Series, please visit DMP.com/Com Series.



SDI has announced Ed Fuentes as their Southwest Business Development Manager. Ed has a long-standing experience in the occupational safety and fire protection industry. He is excited to join the SDi team and looks forward to working with clients in California, Arizona, New Mexico and Hawaii. Ed will be present at the Arizona Alarm Association’s 2022 Annual Conference that is taking place on October 19th-20th in Mesa, Arizona. If you’re at the conference, stop by SDi’s table and say hello to Ed! Be sure to add Ed’s contact information to your contact book and as always, feel free to contact him for any questions that you may have about SDi products or to schedule a visit. Ed can be contacted at ed.fuentes@sdifire.com or at 310-344-6608.



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TOWERIQ announced the release of 50-ohm 1/2" plenum cable proudly made in the USA. TowerIQ's new 50-ohm, 1/2" Plenum rated air dielectric cable meets AHJ approval for Public Safety in-building DAS systems. It conforms to NFPA 262, UL 444, and CSA 222 standards for Public Safety Cabling to ensure TowerIQ's cable meets the highest level of quality and reliability in the industry. With low VSWR (Voltage Standing Wave Ratio) and DC Resistance, the TowerIQ Plenum rated 1/2" cable was built to withstand the rigorous conditions faced in fire events.

SIELOX announced new releases of the company's industry proven AnyWare™ Browser Based Mobile Access Control Solution and CLASS™ Emergency Notification and Response Solution. Sielox AnyWare is a simple and scalable browser-based access control monitoring and event management solution and is currently available for upgrades and new installations. In addition to the shared platform enhancements, the new release of Sielox CLASS 2.1 has improved the Chat feature by increasing character limit from 200 to 250 with countdown counter, and redesigned Locations page for selecting Chat With, Change Condition, and Checked functions.

AIPHONE has announced the launch of the new TW-SE and TW-SA, one-piece towers that are easier and more cost-effective to ship and install due to their lightweight material. "The new short aluminum towers are an important step in emergency communication and are a part of our ever-expanding product line that is designed to be integrated with other security layers as part of a total solution," said Brad Kamcheff, marketing manager at Aiphone. These compact aluminum towers consist of a peer-to-peer design that uses existing infrastructure. The towers feature a scalable system with unlimited emergency capability and integrate with key platforms including access control, VMS, NVR, paging, and network cameras. Independent of network availability, the towers can be accessed even in extreme weather situations.

SALIENT SYSTEMS' new CompleteView 7.0 enables remote management and monitoring, while retaining the flexibility to leverage on-premises and cloud-based access of data. The updated video management platform also provides customers with new levels of flexibility in storage with enhancements such as the creation of storage pools with improved backup, overflow capabilities, and new camera-based retention policies. "The new upgrades to our flagship platform represent major advancements," said Sanjay Challa, chief product officer at Salient Systems. "CompleteView 7.0, includes improvements to scalability and performance, a complete revamp of storage – including predictive storage analytics, and enables access to Salient cloud services. "We are excited for the opportunity to deliver this to potential customers, integrator partners, and end-users at GSX."

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Larry Brooks Receives TNSI Lifetime Achievement Award

TNSI President Larry Brooks was awarded the prestigious TNSI Life Membership Award at the Annual Meeting and Luncheon on September 15 in Chattanooga, TN.

For years, Brooks has served on the TN Fire Coalition Committee, TN Association of Chiefs of Police (TACP) Alarm Management Committee, served as TNSI President (3 times), Vice President and numerous TNSI committees, met with TN Senators and Representatives on legislative issues, mentored young security professionals and consoled and advised widows of 1-3 man companies who unexpectedly lost their husbands, the owner of the security company.

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In TNSI's 42 year history, only nine Tennessee Security Industry Leaders have received this honor. Four of the nine are pictured here, left to right: Ken Roberts, Larry Brooks, John Knox and LJ Lynes.

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Biden NLRB Rules Employers Cannot Limit Union Insignia

By Anthony Amendola and Celia Guzman, Mitchell, Silberberg, & Knupp, LLP

In what has become an all too familiar practice of overruling and reinstating precedent based on the political party in control of the Executive Branch, the National Labor Relations Board (“NLRB” or “Board”) reinstated the test that applies when analyzing whether an employer’s dress code or uniform policy interferes with employee rights under the National Labor Relations Act.

In *Tesla Inc.*, 370 NLRB No. 131 (Aug. 29, 2022), at issue was an employer policy requiring employees to wear a designated uniform in its production facility and prohibiting employees from wearing any unauthorized clothing, including tee shirts with union insignia. In *Tesla*, the NLRB held that a policy that in any way interferes with an employee’s right to wear union insignia or pro-union messages is unlawful, unless there are “special circumstances” justifying such restrictions. In doing so, the Board overruled *Wal-Mart Stores, Inc.*, 368 NLRB No. 146 (2019), decided during the Trump administration, which had allowed employers to maintain facially-neutral dress codes.

Under the *Wal-Mart* test, the “special circumstances” requirement only applied to policies that specifically prohibited the wearing of union apparel or insignia. On August 29, 2022, in a 3-2 split along party lines, the NLRB overruled *Wal-Mart* and reinstated the rule that any policy that interferes in any way with the employees’ right to display union insignia is presumptively unlawful. In order to overcome that presumption, the employer must demonstrate “special circumstances” such as “when their display may jeopardize employee safety, damage machinery or products, exacerbate employee dissension, or unreasonably interfere with a public image that the employer has established, or when necessary to maintain decorum and discipline among employees.”

Tesla argued that it had “special circumstances” justifying its dress code that required production assembly members to wear black shirts with the company’s logo, but allowed for union stickers to be worn. In particular, *Tesla* argued that its “special circumstances” were that their uniforms (1) allowed for easy “visual management” of their employees; and (2) prevented damage to vehicles, as there had been an incident where a raised metal emblem damaged a fender.

However, the NLRB found that the black shirts with the union logo did not present any greater risk of the damage to the employer’s product than the company uniform or that it impaired the employer’s ability to manage its employees. In reaching its conclusion, the Board rejected the argument that the employees had alternative means of expressing their pro-union sentiments without violating the company’s neutral dress code. Rather, the Board stated that “an employer is not free to restrict one statutorily protected means of communication among employees, so long as some alternative means remains unrestricted.” During the Trump administration, numerous rules that were viewed as “pro-labor” were overturned and replaced with rules that were viewed as “pro-management.”

Now that a Democratic majority is in control of the Board, we should expect the pendulum to swing back on a number of issues, as occurred in *Tesla*.

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INDUSTRY NEWS

TMA Adds ASAP-to-PSAP in Texas

ECC Emergency Communication Centers

The Monitoring Association (TMA) welcomed two new U.S.-based PSAP/Emergency Communication Centers (ECC) to its ASAP-to-PSAP service in mid-August. The Fort Worth, TX and the Irving, TX Emergency Communications Centers (ECC) are the 112th and 113th public safety communications centers, respectively, in the United States and the 13th and 14th agencies in the state of Texas to implement the Automated Secure Alarm Protocol (ASAP). 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).

The Fort Worth ECC went live the week of August 15, 2022, with Vector Security, Rapid Response Monitoring, Security Central, Stanley Security, Securitas, Tyco (Johnson Controls), Guardian Protection, Brinks Home Security, Affiliated Monitoring, Vivint, Alert 360, United Central Control, Protection One and the National Monitoring Center. ADT will go-live with Fort Worth in the near future.

Irving PD ECC went live on August 16-17, 2022, with Rapid Response Monitoring, Alert 360, Stanley Security, Securitas, Guardian Protection, Protection One, Vector Security, Tyco (Johnson Controls), United Central Control, Vivint, Security Central, Brinks Home Security, National Monitoring Center and Affiliated Monitoring. Allstate Security and ADT will go-live in the near future.



The Partnership for Priority Verified Alarm Response (PPVAR) has engaged The

Monitoring Association (TMA) as an independent contractor to provide administrative, clerical, accounting, and other business services. PPVAR will maintain its independence as a 501 C (6) organization and its Board of Directors, Executive Director, and membership will continue to operate independent of TMA. Currently, PPVAR is also collaborating with TMA on the proposed ANSI Alarm Validation Scoring Standard (TMA-AVS-01). TMA serves as the ANSI Standards Development Organization of this and various other standards impacting the security monitoring industry. Moving forward, the two organizations look forward to working together on issues where their missions intersect.

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TNSI's Axe Throwing Contest Winners:
 1st Place: Casey Sheridan, Hikvision
 2nd Place: Chris Fox, New Age Alarms
 3rd Place: Christina Cavanaugh, Liberty Security
 4th Place: Daniel Cavanaugh, Liberty Security



TNSI's Axe Throwing event participants share a group photo.



A key part of TNSI's Convention was the training for CEU's.



A group of happy participants was evident at the axe throwing event.

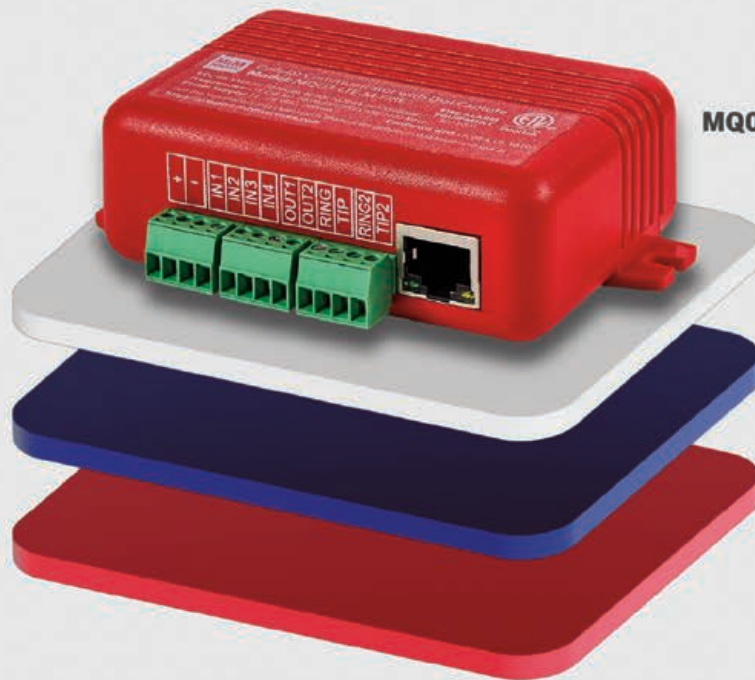


One of several well-attended seminars.



The Axe Throwing competition saw all age groups.

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TNSI Golf 1st — (L to R): Kyle Wilson, CMS, Larry Druien, Speco, Scott Brockamp, HIS Security, Mark Osborne, AiN Group



L to R: Randy Hendricks, ADI, Anthony McGaha, ADI, Jeff Martin, Security Equipment Co, Eddie Beebe, Security Equipment Co



L to R: Reeves Calloway, Nichols Fire & Security, Bob Kasten
LONGEST DRIVE: Bart Vickers, Vickers Technology, Ellison Fitchpatrick, William Knight Insurance Agency



L to R: CLOSEST TO THE PIN: Shooter Stein, NCA, Joe Goodman, COPS Monitoring, Kevin Kremposky, COPS Monitoring, Hunter Whitby, DSC/Qolsys/JCI



L to R: Adam Emmett, Telguard, Ron Grimm, Design Communications, Corey Cochran, Dependable Security, Larry Brooks, ADS Security



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The group of attendees for the Dinner Train event posed together before the "All Aboard!"



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