

THE SENTINEL

Published for the Northeast and Midwest Electronic Security Industry

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- Region Contact Information - 4, 6
- Associates News - 18, 20
- Calendars and events - 22 and throughout The Sentinel



CASIA Recommends Members to Use the Compliance Engine for Fire System Test Inspections

CT alarm companies are repeatedly and rapidly receiving notifications that towns they do business in and are working through use the Compliance Engine for fire system test inspections. There is no fee to register and the cost for inspections can be built into your customer contracts. Members currently working with Compliance Engine are pleased with their efficiency and service.

How to Get Started:

- Register at www.thecomplianceengine.com
- Sign up for training
- Complete account set up by entering

all inspectors, inspector licenses, and company licenses

- Add Users and company logo for brand awareness

Key Processes to Know:

- Select correct template for each report submitted: Fire Alarm, Sprinkler, Kitchen Hood, etc.
- Enter all test reports and type out deficiencies
- Attach pdf version of inspection report when using short form (fire protection systems only)

Fire Tests, continued on page 8

INDUSTRY NEWS

Stan Martin of SIAC Named to SSI Hall of Fame

Stan Martin, Executive Director of the Security Industry Alarm Coalition (SIAC), has been named a Security Sales & Integration Hall of Fame Ring of Honor Inductee. SSI's list recognizes the industry's most influential figures. According to SSI, Martin was a



clear choice for the honor as he "has continued to be one of the industry's most highly respected liaisons between the alarm industry and law enforcement in the partnership of managing false alarms and ensuring ongoing timely response to alarm incidents."

"We are pleased to see Stan's contribution to our industry and those it serves recognized in the Ring of Honor. Stan and the SIAC team have worked tirelessly and effectively for many years to protect our ability to protect lives and property, support

our first responders by dramatically reducing unnecessary calls for service and providing innovative, proven solutions for communities dealing with alarm issues," said Kirk MacDowell, SIAC Chairman.

Martin is lauded as a "leading crusader" in false alarm issues and has led SIAC for two decades. He has worked tirelessly to coordinate with law enforcement and educational agencies to continue SIAC's mission to bring the security alarm industry and law enforcement leadership together.

NAPCO Security Technologies, is pleased to announce that during ISC West, Security Sales & Integration announced the winners of its **2023 SSI MOST VALUABLE PRODUCTS (MVP) AWARDS**, and among the prestigious winners was Napco's New Prima All in One Super Panel with Security/Fire/Vid-eo & Automation Platform. **Full story inside in Associates News.**



MVP Award is accepted by Michael Venoit, Napco VP Sales/Fire & Security, from Jason Knott (left), Chief Content Officer for SSI, at ISC West 2023 NAPCO Booth.



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Connecticut Alarm & Systems Integrators Association

Connecticut Alarm & Systems Integrators Association, Inc.
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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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www.msca-systems.org | office@msca-systems.org

NEW HAMPSHIRE

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christine@njelsa.org | www.njelsa.org

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Clifton, NJ	\$1.8 Million
Fort Pierce, FL	\$2.8 Million
Orlando, FL	\$11 Million

MOST RECENT CLOSINGS 2022:

Lafayette, LA	\$8 Million
Huston, TX	\$1.5 Million
Edison, NJ	\$10 Million
Providence, RI	\$2.5 Million
Memphis, TN	\$4.2 Million
Tampa, FL	\$6.8 Million
Los Angeles, CA	\$10.4 Million
Philadelphia, PA	\$12 Million
Fort Myers, FL	\$21.5 Million



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MIDWEST STATE ASSOCIATIONS



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Fire System Test Inspections, continued from page 1

- Ensure all reports entered are submitted for payment
- Update deficiency tracking to inform AHJ that violations have been corrected
- Check notifications icon to track sent out by AHJ
- Open inspection reports are saved reports not yet submitted to AHJ, if not submitting these to AHJ delete
- Submit a new premise when necessary (if you cannot locate the premises in the existing database)
- View your transaction list to confirm correct payment
- Create new users when necessary
- Update credit card information

Systems Tracked

- Automatic Closing Fire Assemblies
- Emergency Power Generator
- Emergency Radio Responder Coverage System
- Fire Alarm
- Fire Pump
- Fire Sprinkler
- 5yr Obstruction Sprinkler
- Gas Detection System
- Kitchen Hood Suppression
- Kitchen Hood Exhaust Cleaning
- Paint/Spray Booth
- Portable Fire Extinguishers
- Private Fire Hydrant
- Smoke Control
- Special Suppression
- Standpipe

The current list of CT cities and towns using The Compliance Engine as of 2022 – more are being added in 2023 including Weston and Rocky Hill thus far:

- Banford
- Asnsonia
- Bristol
- Meriden
- West Haven
- Arlington HQ
- City of Westhaven
- West Shore
- Cromwell
- Essex
- Guilford
- Hartford
- New Britain
- Stratford
- Enfield (Thompsonville FD)
- Seymour
- Willimantic (Windham Fire Marshal Office)

Have a (customer-initialed) provision in your (Kirschenbaum-approved) contract.

When you are invoiced by The Compliance Engine, bill the customer for this service.

Ron Walters

By Stan Martin, Executive Director, SIAC

It is with deep sadness, but also gratitude for the privilege of having a good friend and colleague, that I share that Ron Walters passed away following a brief stay in hospice care. All of us at SIAC, and his many friends and colleagues, wish to express our condolences to his sister Connie and his children Laura, Melissa and son Frankie.

I was able to speak with Ron the day before he went to the hospice. He told me he was at peace and ready to go home to his Lord and savior. He told me his last 20 years with SIAC, his industry friends and work were the best of his life. With Frankie raised and proudly serving in the U.S. Marines, he felt that his life was complete. He left instructions for the family to quickly finalize arrangements and not have a public memorial service – he didn't want people to be inconvenienced by those details.

Ron's many accomplishments on behalf of our industry and those we serve are outlined in a news release issued when he retired in 2018.

Ron was like that, unselfish, always wanting to serve or help others. Ron retired from SIAC in 2018 (<https://siacinc.org/ronwalters/>) The passion he had for working with dealers and police departments was unparalleled. He was a dedicated professional, always ready to tackle any assignment in any city in any state at a moment's notice. His wit and sense of humor were always evident, you just had to smile or laugh when you were with him. He was a man of integrity with a sense of purpose – always encouraging and helping others. No matter what the assignment he was always ready to say yes and then give 110%.



Stan Martin (left) and Ron Walters

never looked for recognition or headlines. He was satisfied just seeing the results he knew shaped our industry.

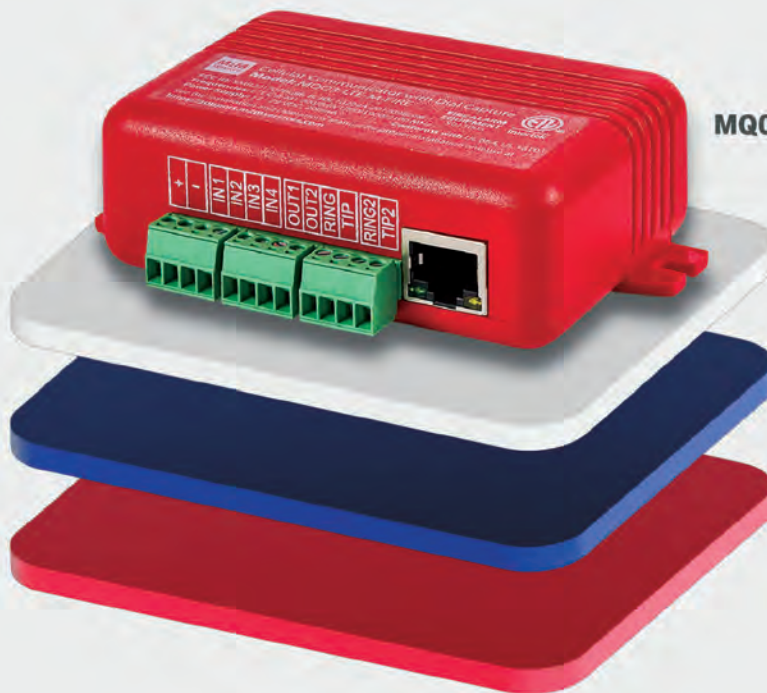
Ron was like a brother, a family member and a best friend all rolled into one – I know everyone who spent any time with him felt the same way. He honestly did not know how to have a bad day and he tried his best to ensure you didn't either. I will miss him and I can assure each reader who sees this should know, the successes SIAC has enjoyed over the years were accomplished through the hard work and dedication of this man who



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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?



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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.

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.

CASIA'S meetings are held on the 3rd Thursday of the month (unless otherwise noted) at Eli's on Whitney, Hamden, CT

Social hour: 6:15 p.m.; dinner meeting to follow. Meeting topics will be announced prior to events

See Calendar page 22 for complete 2023 CASIA meeting schedule



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NAPCO SECURITY TECHNOLOGIES, INC., is pleased to appoint Michael Venoit, as the New Napco VP of Sales, Fire & Security, managing all Napco Security Regional Sales Managers and accounts.



Venoit, who joined NAPCO, as the Continental Access Division VP of Sales in 2021, is a proven leader, and additionally has decades of experience growing revenue in the commercial fire and intrusion categories, as well. Reporting to Stephen Spinelli, SVP of Sales for all NAPCO divisions, Spinelli said, "Michael, has proven himself as an effective sales leader for NAPCO Security Technologies, and he'll be an ideal fit for growing the Napco Security Division business and managing that team, at a particularly exciting time, with the nationwide rollout of StarLink.

CONTINENTAL ACCESS, a division of NAPCO Security Technologies, Inc., is pleased to introduce Aaron Black as the new Continental Access Vice President of Sales, replacing Michael Venoit, who is moving to head up the NAPCO Security Division. Aaron comes to Continental with a successful track record of driving sales and meeting or exceeding goals, for ROI and customer satisfaction. Having worked for several well-known industry manufacturers in access control, video, and security, Aaron will now report to Stephen Spinelli, SVP of Sales for all NAPCO divisions. Aaron will be charged with managing the Continental Access accounts and the full sales team, including the Division's Regional Sales Managers & VP of Business Development. Spinelli added, "Aaron will be great for the Continental Sales Team, he has a lot of experience in the marketplace, and will be spearheading the creation of a brand new Napco Access Pro Dealer Program, benefitting our current and new integrators' businesses with new excitement, options & value across the board."



The new brand brings together STANLEY Security – which Securitas purchased for a reported \$3.2 billion in July – and Securitas' electronic security operations division. **SECURITAS TECHNOLOGY** employs approximately 13,000 people across the globe, 5,100 of which are field technicians. Around 500 colleagues are based in the UK. The business provides bespoke design, installation, monitoring and analytics solutions across the video, access, intrusion, fire, and integrated systems spaces. At the time of the purchase of **STANLEY SECURITY**, Reuters reported how Securitas was looking to reduce its reliance on guarding services and increase its market share in the electronic security services sector. "We're thrilled to officially launch Securitas Technology and share with clients the tremendous value we bring as a security partner," says Securitas Technology Global President, Tony Byerly. "We have three distinct advantages as a global provider: our people, technology, and knowledge. I'm incredibly proud of the organization we're building together and the rich history and deep industry expertise that help make us a leader in the market."

ALARMAX DISTRIBUTORS, INC. is pleased to announce the acquisition of Northern Sound & Light, a Pittsburgh based national supplier of sound, lighting and production equipment to the industry's top-leading professionals for use in concert venues, schools, houses of worship and live production houses. NSL is a factory-authorized reseller for over sixty industry-leading manufacturers and has the ability to service customers nationwide. Roger Graf, President of AlarMax stated, "We welcome NSL to the AlarMax family of compa-

nies and are pleased to be working with Steve on our shared vision of expanding Northern Sound & Light's local presence across the country. Additionally, we look forward to expanded opportunities between our customer bases, with these increasingly converging technologies." NSL's inventory and systems are currently in the process of being integrated into AlarMax and will resume full-scale operations soon.



Always looking for better ways to support its clients in the security, fire, and life safety markets, The **CMOOR GROUP** will offer 24/7 live technical support by chat, email, and over the phone starting April 10, 2023. Their current support coverage was Monday through Friday from 8:00 am to 8:00 pm EST. CMOOR owns and operates SecurityCEU.com, ShowMYBadge.com, the SUTRA Learning Management System, and the Obsequio Compliance Management System (CMS). They also provide LMS implementations and custom content development services for many of the industry's top manufacturers, integrators, and trade associations. The new 24/7 support will be available on SecurityCEU.com and all trusted client systems. "No one else in the industry is offering 24/7 support via live chat, email, and phone," said Connie Moorhead, CEO of The CMOOR Group. "This new service extends The CMOOR Group's longstanding commitment to exceptional customer service and support in this industry. Companies choose us for our history in this industry, but they stay with us because of our white-glove treatment of our clients and those taking our courses." The new 24/7 support allows The CMOOR Group to efficiently support its ever-growing multi-national customer base and offer complete flexibility in providing help when needed. The new 24/7 live technical support number is 833-856-2399.

In March, **SNAP ONE** marked five years since the beginning of establishing a nationwide network of convenient local stores catering specifically to the custom integration and security markets. The company's dedication to Partner integrators was on display at its most recent training event, which focused on Luma security cameras and hosted more than 1,500 Partners across various locations over the course of 10 weeks. Snap One's Local Partner Store initiative isn't slowing down, either, with near-term plans including new brand acquisitions, multi-level training programs that tackle everything from CI basics to product-specific design and installation, and a major investment in technology to consolidate all the regional distributor websites and systems into a single, easily accessible web portal. This change will empower **SNAP ONE PARTNERS** across the country with simpler workflows and consolidated ordering and billing. "We are deeply committed to helping our Partners deliver the most cutting-edge, in-demand technologies, and that includes training, purchasing, and even installation advice," Zidek said. "Crucially,



Associates News, continued on page 22



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this means that we are always looking at what's next and how we can help prepare Partners for prospective projects. For example, we are currently building out our commercial and security offerings, including adding enhanced security products from 2Gig and Digital Watchdog and hosting training sessions on collaborative meeting hardware and software."

NAPCO SECURITY TECHNOLOGIES, is pleased to announce that during ISC West, Security Sales & Integration announced the winners of its 2023 SSI Most Valuable Products (MVP) Awards, and among the prestigious winners was Napco's New Prima All in One Super Panel with Security/Fire/Video & Automation Platform. (Photo on page 1) Judged on innovation, functionality, competitive advantages, and benefits to the installer by industry leaders, along with the editors of SSI, Napco's new Prima, a Smarter All-in-One System, with revolutionary 5-Minute Install, for adding more RMR-Accounts per Day than ever possible—"Installers Optional", as either a DIY or "Do it with me" solution, was named MVP Winner of Home Controls "2023 has been an amazing year as the security industry battled through supply chain issues and surging demand, yet the manufacturers responded with incredible ingenuity and perseverance," says Jason Knott, Chief Content Officer for SSI, the leading trade publication for the electronic security industry. Stephen Spinelli, SVP, Sales for NAPCO Security Technologies, said "For dealers looking for more RMR, an easier, faster all-in-one resi. solution, with more real-time dealer control, less monthly costs, and an end to nuisance truck-rolls, Prima is well, perfect."

MAGNASPHERE CORP., a Wisconsin based manufacturer of door contacts with secure switch technology, has received UL 10C classifications for a number of their products. This allows our contacts to be installed on fire rated doors, said Mike Keegan VP of Security Products. Often overlooked by integrators and designers, fire rated doors, if penetrated by a recessed or surface mounted door contact, must be UL-10C Classified. Magnasphere manufacturers

a complete line of door contacts, all made with the award winning Magnasphere switch.

AIPHONE, a longtime leader in the intercom and emergency communication space, has announced the launch of its new access control line. Known as the AC Series, this new product marks Aiphone's official entrance into the access control market with a full line of access control products which complement their security communication solutions. The product line will include system management software, remote hosting capability, over-door controllers, proximity readers, credentials, and more. The AC Series is an ideal access control solution for the small door market and for a variety of industries, including commercial, healthcare, education and retail.

Based on a multitude of customer requests, **uHAVE CONTROL** has released a robust API (Application Programming Interface) that provides commands to communicate, monitor, and control both relays and I/O on the uSwitch CS. This will allow for easy integration with any existing platform, dashboard, and automation software. The API's command interface, which encompasses HTTP/HTTPS/XML/TCP/MODBUS, allow for complete control of the onboard relays along with status of GPIO and analog inputs. It also includes commands for remote configuration of the digital, analog, and virtual relay settings, watchdog, security and port settings, as well as notification, log, time, date, and network settings. "We have worked with several accounts with a more limited API and have successfully allowed them to make the uSwitch product family an integral part of their services and systems," said uHave Control President, Mario Costa. "Now with our more robust API, we have major integrations in process that will not only extend our reach with our existing customer base but will open up doors to many industries and verticals."

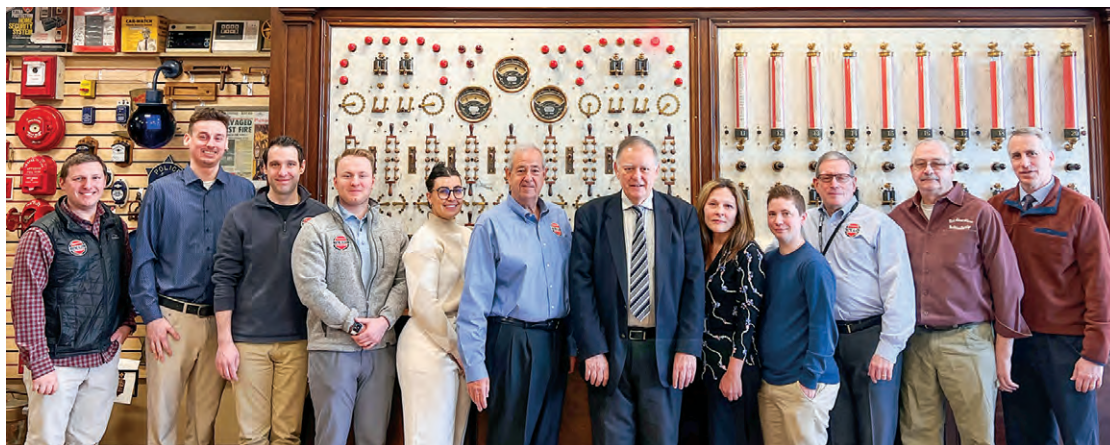


INDUSTRY NEWS

Wayne Alarm Systems, Inc., a family-owned and run life safety and security provider with UL/FM central station monitoring, announced that it has acquired Red Alert Alarm Systems of Topsfield, Mass. The purchase further increases Wayne Alarm's share in the greater Boston area as the company continues to grow and expand. "The combination of Red Alert Alarm Systems with our company increases our market share, adds to our geographic presence, and provides our new clients

with even greater access to new security technologies including video, access control, fire, intrusion, and managed services," stated Ralph Wayne Sevinor, president of Wayne Alarm Systems. Red Alert Alarm Systems was founded by David Martin and has focused on premier security services for more than 45 years. The company serves more than 700 customers in the Boston area. Wayne Alarm has provided Red Alert Alarm Systems with monitoring services since the company began. Red Alert will

continue to do business under the Wayne Alarm Systems name. Martin will assist with the transition of the company, as well as working as a part time sales consultant.



Red Alert is now part of Wayne Alarm

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CASIA MEETING SCHEDULE 2023

- May 18
- June 29 – Lobsterbake BBQ at Fairfield Beach Pavilion
- July 20 – GOLF Classic at Lyman Orchards
- August – no meeting
- September 21
- October 19
- November 15-16 – ISC East @ Javits Center, NYC
- December 14 – Holiday Party

*See meeting details on page 12 -
for times, locations, vendor display
opportunities, speakers, etc.*

SPECIAL EVENTS

NAFED (National Association of Fire Equipment Distributors)

May 25 – 26 - Chicago, IL - Swissotel

TMA

OPSTech (Hosted by Acadian Monitoring)

October 9-12, Lafayette, LA

Annual Meeting

November 4-8, 2023, , Kapalua, Maui, Hawaii

INDUSTRY EVENTS 2023

August 15 - 16, 2023

NYELSA Annual Meeting, location TBD

September 27-29, 2023

Annual TNSI Convention, Franklin, TN

October 17 - 18

SIA Securing New Ground, New York City

October 18 - 19, 2023

OSFAA Annual Meeting

November 15-16, 2023

ISC East, Javits Center, New York, NY

CAA WINTER CONVENTIONS - 2023-2026

Western States Security Conference - Fairmont San Francisco

December 6 - December 9, 2023

December 4 - December 7, 2024

December 3 - December 6, 2025

December 2 - December 5, 2026

CAA PALM SPRINGS CONVENTIONS- 2023- 2025

Hilton Palm Springs

May 17 – May 20, 2023

May 15 – May 18, 2024

May 14 – May 17, 2025

TRAINING

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THE SENTINEL 2023

Published by

Syncomm Management Group, Inc.
333 Washington Boulevard, #431
Marina del Rey, CA 90292

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