

THE SOUTHEASTERN SENTRY

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Events are also highlighted throughout The Sentry

September Is Convention Time in TENNESSEE!!

Mark your calendars and plan now to attend TNSI's 43rd Annual Trade Show and Convention in Historic Franklin, Tennessee on September 27-29, 2023!

TNSI has rented the entire property at the **Leiper's Fork Distillery** for its Thursday Night Dinner Outing!

Guests will enjoy a relaxing evening

with walk through tours and tastings at the Still House and 1820's Cabin. Café lighting creates a relaxing ambiance over the courtyard with picnic tables and fire pits and the grand lawn with corn hole and bocce ball games. Guests will feast on a BBQ buffet dinner with beef brisket, pulled pork, pulled chicken and all the sides, topped off with a southern favorite, banana pudding!

Year after year, TNSI is honored to offer Exhibits with THE BEST manufacturers, distributors and monitoring companies in the country! We are thankful and grateful they chose Tennessee to exhibit with. Design Communications, Alarm.com, AXIS Communications and AMG/Minuteman/UniviewTec are \$2500 GOLD SPONSORS who create, get TN approved and offer their CEUs to our members for their license renewal.

AND who doesn't like a little friendly competition?? TNSI is once again hosting an Axe Throwing Competition, Sporting Clay Tournament and Golf Tournament. See more details in this story!

Integrator and Exhibitor Registration Forms are available on our website at: www.theTNSI.org

CEU'S: TNSI We will be offering 8 CEU credit hours that are approved by the TN Alarm Systems Contractors office.

TNSI Convention continued on page 10

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/Video & Automation Platform. Complete 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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Special Events:

Send your special events including conferences (Title, Location, City, State, Telephone and Website) to info@snnonline.com.



TNSI is excited to be offering its own TN Security Certification Course and TN Fire Certification Course in 2023.

Both courses ARE APPROVED by the TN Alarm Systems Contractors Office for initial application for a Tennessee Qualified Agent license in Burg and Fire. The TN Security Course meets the new employee training requirement set forth in Tennessee Code 62-32-312(g). These TN courses are also available to take online through our training provider Innovative Resources. You can register for our online courses on our website at www.theTNSI.org.



Our courses are also approved in surrounding states.

Please call or email Penny Brooks for those approvals.

For the complete schedule of CLASSROOM Training that TNSI will offer through December 2023, see page 24.

To register, go to the TNSI website at <http://www.thetsni.org/index.php/training>, download the form, check the box of the course you wish to attend, fill out the bottom of the form and mail with check to: TNSI, PO Box 150062, Nashville TN 37215. TNSI accepts VISA and MASTERCARD. DEADLINE to register is two weeks prior to each course. Payment must be received before your attendance is confirmed. All courses require at least 8 students. Fees listed are for TNSI members, non-members pay an additional \$200/course.

TNSI Courses, continued on page 24

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Training on Calendar page

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See pg. 6 for
information on
BASA/FASA
training

Our Spring Regional Events are in full swing! Check out the schedule and join us: www.fl-alarms.org/Regional_Meetings; Check Out the All NEW Alarm Academy at www.AlarmAcademy.org for All of Your BASA/FASA Training Needs!

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www.AlabamaAlarm.org
Executive Director, Heather Coleman Davis

Membership, Associate Membership and Sponsors: Associate Members and Sponsors are a very important part of our organization. We want to make it easy to become an Associate Member and to become a Sponsor. We offer a variety of Associate Membership and sponsorship levels. Please see our website for descriptions, benefits and payment. Please make sure that you are included in our vendor list by sending your contact information to director@alabamaalarm.org



Kentucky Alarm & Security Professionals (KASP)

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Louisville, KY 40232
info@thekasp.org
www.thekasp.org



North Carolina Security & Low Voltage Association

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919-823-4171
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For full list of scheduled events,
please visit www.ncslva.org.

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upcoming events or for membership
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615-791-9590
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MOST RECENT CLOSINGS 2022:	
Lafayette, LA	\$8 Million
Huston, TX	\$1.5 Million
Edison, NJ	\$10 Million
Providence, RI	\$2.5 Million
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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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EXHIBITS: TNSI Exhibitors are the best of the best in our industry. Dress comfortably and prepare to walk around and meet face to face with the actual manufacturers, distributors, and monitoring companies that you do business with daily. Exhibits are FREE to attend, so bring your employees! EVERYONE MUST HAVE A NAME BADGE TO ENTER.

ANNUAL MEETING/LUNCHEON: Important updates on TNSI and the Security Industry are presented at our Annual Meeting. Our own, LJ Lynes along with our Lobbyist Megan Lane defeated a bill in the Tennessee Legislature that was intended to delete our TN Alarm Licensing Act. We are so proud and honored to have Mr. Lynes fighting for us! We may be a small association amongst the giants, but the Tennessee Legislature knows who we are and that we will continue to fight for what is right for the citizens and businesses of the State of Tennessee. New Board Members are also elected at our Annual Meeting.

AXE THROWING: TNSI is hosting its second annual Axe Throwing Competition! Axe throwing is easy to learn, and every aspect is designed with your fun and safety in mind. Professional instructors will assist and facilitate our axe throwing experience. Join us for a little FUN competition at Sticks & Stones Axe Company!! Cost is \$60.

SPORTING CLAY TOURNAMENT: TNSI's Sporting Clay Tournament will be held at the Nashville Gun Club, the largest shotgun sports venue in Tennessee and located on the banks of the Cumberland River. Cost is \$85.

GOLF TOURNAMENT: TNSI's Golf Tournament will be held at Hermitage Golf Course, recognized as one of the Top 10 Golf Courses in Tennessee by Golf Digest Magazine. The course trails through 300 acres of natural wetlands along the bank of the beautiful Cumberland River. Cost is \$95.

OUTING: As mentioned above, TNSI is excited to host a private dinner outing at Leiper's Fork Distillery in Franklin Tennessee. Buses will take us to and from the Distillery property. Cost is \$125/person.

HOTEL RESERVATIONS: TNSI has blocked rooms at the Embassy Suites Cool Springs in Franklin TN. Please make your reservations TODAY by 800.371.8318 and use SRP Code "TNS". Or use the link on our website. Room rates are \$169/\$179 per night, please mention you are with the Tennessee Network of Security Integrators (TNSI). This rate is good through September 1, 2023. After that date, reservations will be accepted on a room and rate availability basis.

QUESTIONS? Contact:
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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 companies 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



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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, 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."

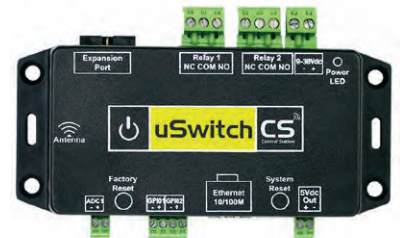
NAPCO SECURITY TECHNOLOGIES, is pleased to announce that during ISC West, Security Sales & Integration announced the winners of its 2023 SSI Most Valuable Products (MVP) Awards,

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."





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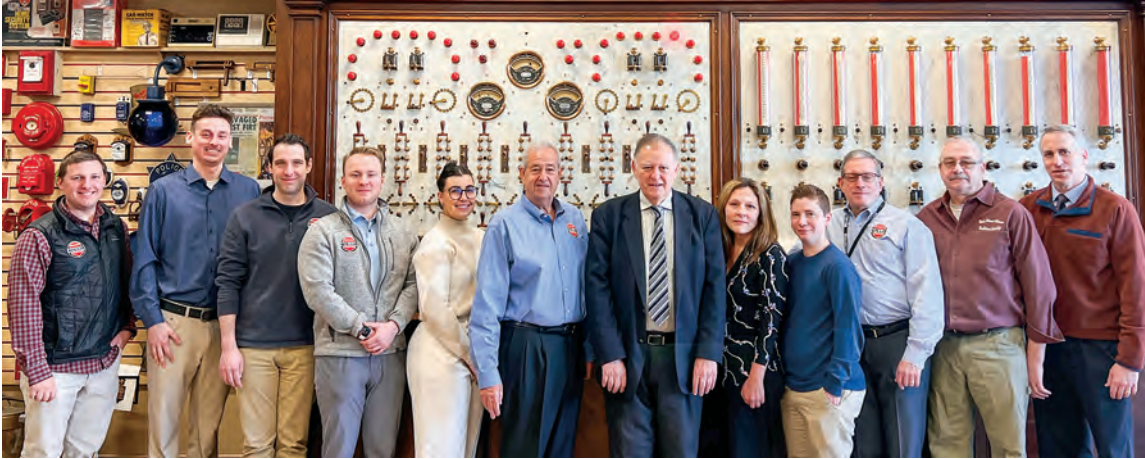
Kelly Bond



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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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I am Peggy Page, Strategic Account Manager. I am the voice of our dealers at Securitas Technology.

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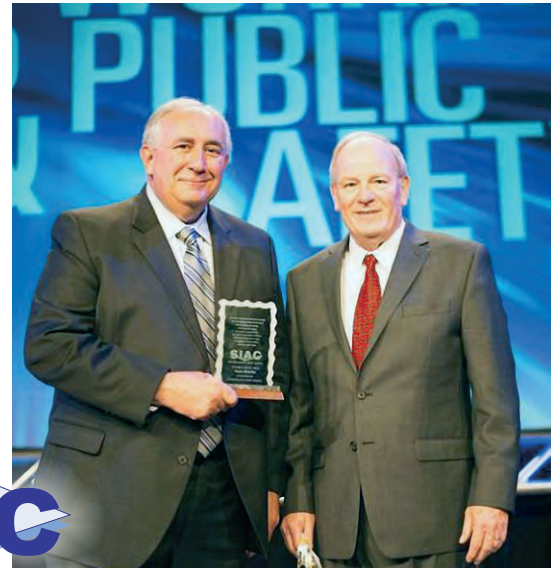
By Stan Martin, Executive Director, SIAC

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



Stan Martin (left) and Ron Walters

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%.

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

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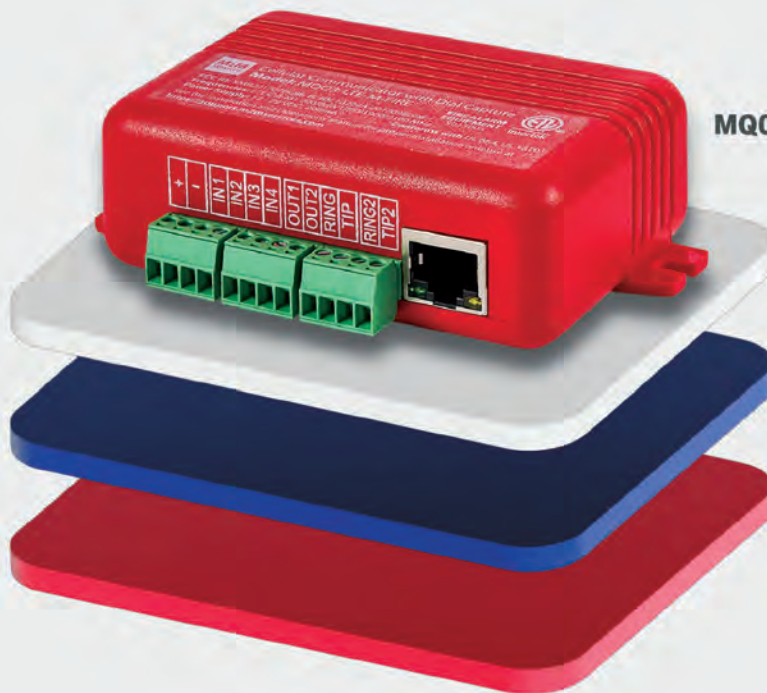


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TNSI Training Schedule 2023, continued from page 3

LOCATION of each course (Hotel Training Room) will be determined once each class is confirmed to have enough students. If you register for a course, you will be notified about the location of the course.

TNSI also offers PRIVATE TN Security Certification and TN Fire Certification Courses. You will need to provide the training room with either a large screen TV or screen for the PowerPoint Presentation and you will need to provide breaks (coffee, water, soft drinks for the instructor and students). It is not cost effective for you to hold a private course unless you have 8 or more students, however, we are happy to offer a private class for as few students as you like. Please call or email Penny Brooks for more information regarding Private Courses and a quote.

TNSI is currently working on additional courses for its members.

TNSI Training Schedule 2023

- May 20-21
TN Fire Certification (16 Hours)
Nashville, TN
- June 9-11
TN Security Certification (24 Hours)
Knoxville, TN
- July 15-16
TN Fire Certification (16 Hours)
Memphis, TN
- August 12-13
TN Fire Certification (16 Hours)
Chattanooga, TN
- September 8-10
TN Security Certification (24 Hours)
Nashville, TN
- October 14-15
TN Fire Certification (16 Hours)
Knoxville, TN
- November 3-5
TN Security Certification (24 Hours)
Memphis, TN

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November 15-16, 2023

ISC East, New York, NY

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NAFED (National Association of Fire Equipment Distributors)

May 25 – 26, 2023 - Chicago, IL - Swissotel

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OPSTech (Hosted by Acadian Monitoring)

October 9-12, 2023 - Lafayette, LA

Annual Meeting

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

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