

THE SOUTHEASTERN SENTRY

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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!

TNSI Convention continued on page 10



Kirk MacDowell founder and CEO of MacGuard Security Advisors, Inc. has been honored with the prestigious William N. Moody Award. The award will be presented at the SIAC awards presentation and reception at 5:00 pm on June 6 at the Electronic Security EXPO in Louisville, Kentucky. Created in 2004 by the Security Industry Alarm Coalition (SIAC), the Moody Award is given annually to an individual who demonstrates a passion for advancing positive alarm management and best industry practices.

"Kirk helped provide great energy, imagination and leadership when he was named SIAC chairman," said Stan Martin, SIAC executive director. "But his role in SIAC is only the latest in a long list of contributions he has made to the industry while at the same time building a successful 43-year career in law enforcement and the private sector.

"Kirk has a unique and diverse background that has been invaluable to helping SIAC achieve its mission of working with law enforcement to promote best practices in alarm management," said Martin. "He has owned a full-service security, armed guard response and central station company in Los Angeles and has led the 43rd largest alarm company in the US. In security manufacturing, he held

varying roles of increasing responsibility at General Electric and United Technologies. In the software field, Kirk was VP of Platform Sales for alarm cloud innovator Alarm.com. Kirk also served 29 years with the Los Angeles Sheriff's Department as a full-time Deputy and ultimately retired as a Reserve Lieutenant. He is currently president of MacGuard Security Advisors Inc., which provides business strategies, strategic growth initiatives, builder development services, acquisition analysis, SWOT evaluation, and customer satisfaction surveys."

MacDowell has also served the electronic security industry as Past Chairman, Alarm Industry Research and Education Foundation (AIREF), Chairman, Security Industry Alarm Coalition (SIAC), Chairman, Leadership Identification and Nomination Committee of ESA (LINC), former board member, Security Industry Association (SIA), former board member, The Monitoring Association (TMA), and Past President, Los Angeles County Burglar and Fire Alarm Association (LABFAA).

"It has been a privilege throughout my career to work with other professionals in our industry like Bill Moody who recognized that by working together we could best serve and protect our communities," said MacDowell. "I would urge the next generation of leaders in our industry to make this same commitment to its mission of enhancing public safety."



Security Industry Alarm Coalition

About the William N. Moody Award

The William N. Moody Award was established in 2004 by the SIAC Board of Directors to recognize those who embody Bill's dedication to alarm management issues. The award honors individuals who reflect attributes that include integrity, fairness and perseverance in the face of adversity.



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Training on Calendar page

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Direct (508) 725-9068

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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See pg. 6 for information on BASA/FASA training



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Kentucky Alarm & Security Professionals (KASP)

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

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

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.



TNSI Annual Meeting Venue – Embassy Suites



TNSI Golf Venue – Hermitage Golf Course



TNSI Clay Shoot Venue – Nashville Gun Club

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SNAP ONE announced the opening of a new five-story, 94,983 square-foot co-headquarters on the Innovation Pointe Campus in Lehi, Utah. The new co-headquarters features an Innovation Center with an expanded number of state-of-the-art laboratories, test areas, and training facilities that enables the company to accelerate the development of hardware and software products and services that can be envisioned, designed, prototyped, tested, and delivered faster than ever before to delight our Partners and their



customers. “The original Draper, Utah location was established in 2005 and was able to meet our Partners’ needs for almost 20 years. As our scale and pace of technological

innovation accelerates, we have built upon this legacy to address the needs of the future,” COO Jeff Dungan said. “In designing this new co-headquarters, we have considered the long-term needs of our Partners and their customers and created an environment that internalizes the capabilities needed to accelerate our innovations.” The new capabilities housed within the Innovation Center include interoperability testing, Control4 automation testing, in-house digital product design, physical prototyping and engineering, software development, accelerated and highly accelerated product life testing, drop and regulatory testing, anechoic and RF chamber testing. The facility also contains a host of classrooms that enable the company to operate an on-site Snap One University that can train Partners to become more proficient in both Control4 and third-party product integration.

RESIDEO recently celebrated the grand reopening of its offices in Louisville, KY, following 12 months of renovation to modernize the site. The updated facility was designed to foster innovation and deliver a collaborative work environment for employees. The shared site is home to more than 180 team members across Resideo’s ADI Global Distribution and Products & Solutions (P&S) businesses that

span various departments including sales, marketing, customer service, sales support, and human resources, among others. “For more than 20 years, our Louisville, KY office has served as a key site for the company as it provides many sales and support functions to our customers across both ADI and P&S,” said Rob Aarnes, President of ADI Global Distribution, who kicked off the grand opening events. “Modernizing this site represents our commitment to investing in our businesses and the community, and the importance of caring for our team members so they can deliver the best possible service to our customers.” Occupying

multiple floors of the building, the updated 54,000 square foot space features floor-to-ceiling windows and houses a variety of spaces including individual workstations, open col-

laboration areas, meeting rooms, huddle spaces, wellness rooms, large training



room, kitchen areas, and an outdoor dining space. In addition to the updated Louisville, KY site, the company opened a new combined site in San Luis Potosi, Mexico last year. ADI also recently opened a new headquarters location in Melville, NY along with updated sites in Paris, France, Dallas, TX, Oldham, UK, and Breda, Netherlands.

SNAP ONE announced the release of the latest Control4 OS 3.3.3 software, providing enhanced performance and capabilities while reinforcing the brand’s dedication to delivering cutting-edge user experiences. According to Snap One Principal Product Manager Darin Theurer, the updated software empowers Control4 Partners and users with the Control4 Daylight feature, updates to the user interface, new integrations, and enhanced system accessibility. “Snap One and Control4 are committed to developing meaningful software enhancements that increase the value of existing systems and provide added incentives for new buyers,” Theurer commented. “We listen closely to our Partners’ concerns and needs, and we developed the new Control4 OS 3.3.3 to make systems easier to sell while enhancing the user experience.”

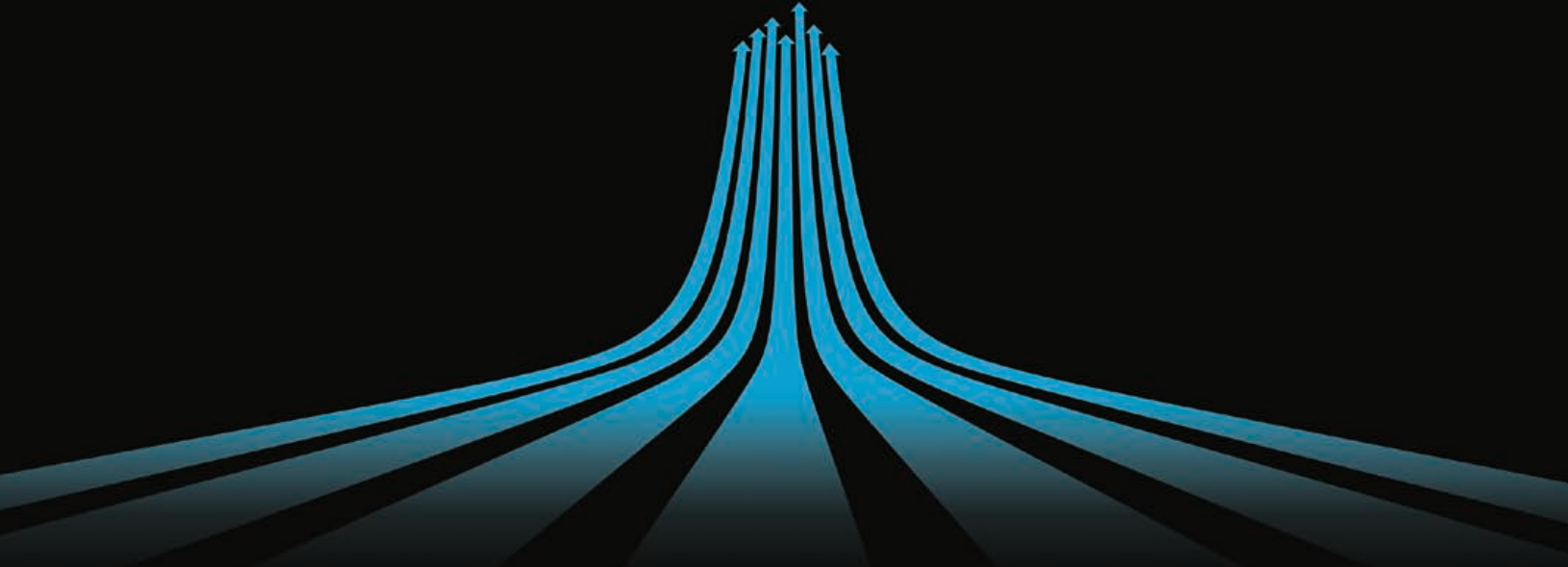
ALTRONIX once again joins forces with ProdataKey (PDK to offer a new access and power integration solution. The Trove2PD2 series allows security professionals to easily integrate Altronix power distribution with PDK Red™ access controllers and accessories. “We are pleased to have added the new Red™ Controllers in our versatile Trove power integration series,” said Ronnie Pennington, Director of Sales for the Americas at Altronix. “This latest integration combines the best of PDK and Altronix to ultimately streamline access control installs, making it simple for today’s systems integrators.” Available with or without pre-configured power distribution, the Trove2PD2 series can accommodate up to 24-doors with power in a single enclosure. Removable backplanes for configuring and testing prior to on-site installation, reduces time and decreases labor costs. “PDK has a mission to empower our partners through intuitive solutions,” said Brach Bengtzen, Director of Marketing at PDK. “Integrating with the Altronix Trove helps us accomplish this mission by simplifying the installation process and delivering streamlined power distribution for all electrified hardware. The customization capability of the Trove creates a convenient and straightforward access solution for any size of customer.”





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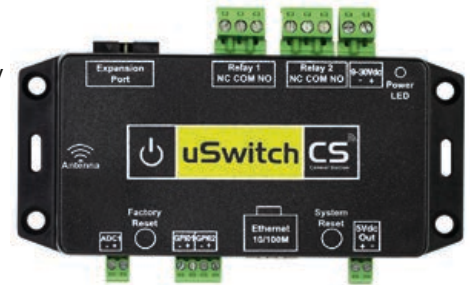
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AIPHONE is pleased to announce the addition of its IX Series kit. The kit is a pre-programmed box set complete with a video intercom system that is ready to install right out of the box. The recently-introduced IXS-HBDV includes a video door station, a video master station, PoE switch, and a USB drive with instructions and videos on how to install the system. This easy-to-use kit takes the guess work out of which devices to use and how to install them. The IX Series kit is ideal for installers who have traditionally worked

with plug-and-play analog-based systems and are now looking to become more familiar with IP systems. "Our IX Series kit is an important addition to the Aiphone portfolio because it allows locksmiths and other low voltage installers who are not currently installing this type of system to get their foot in the door," said Brad Kamcheff, Marketing Manager, Aiphone Corporation. "All the installer has to do is run the wire and plug it in. It's that simple."

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. uSwitch CS, a 2-channel Ethernet/WiFi IP addressable relay that can be controlled remotely from any computer, mobile device, or tablet, has 2 GPIOs that can trigger its onboard relays and hundreds of uSwitch relays virtually over a network as well as an analog to digital converter. All uSwitch products come with a built-in watchdog that pings network devices, detects inactivity, and automatically reboots network devices. "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." Partners can offer physical automation, monitoring, and IoT functionality with the uSwitch CS through their own software or interface to clients.





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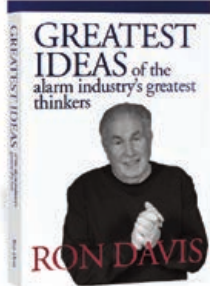
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I am Peggy Page, Strategic Account Manager. I am the voice of our dealers at Securitas Technology.
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- Robyn Cunningham (2023-2024), Security Integrations, Inc.

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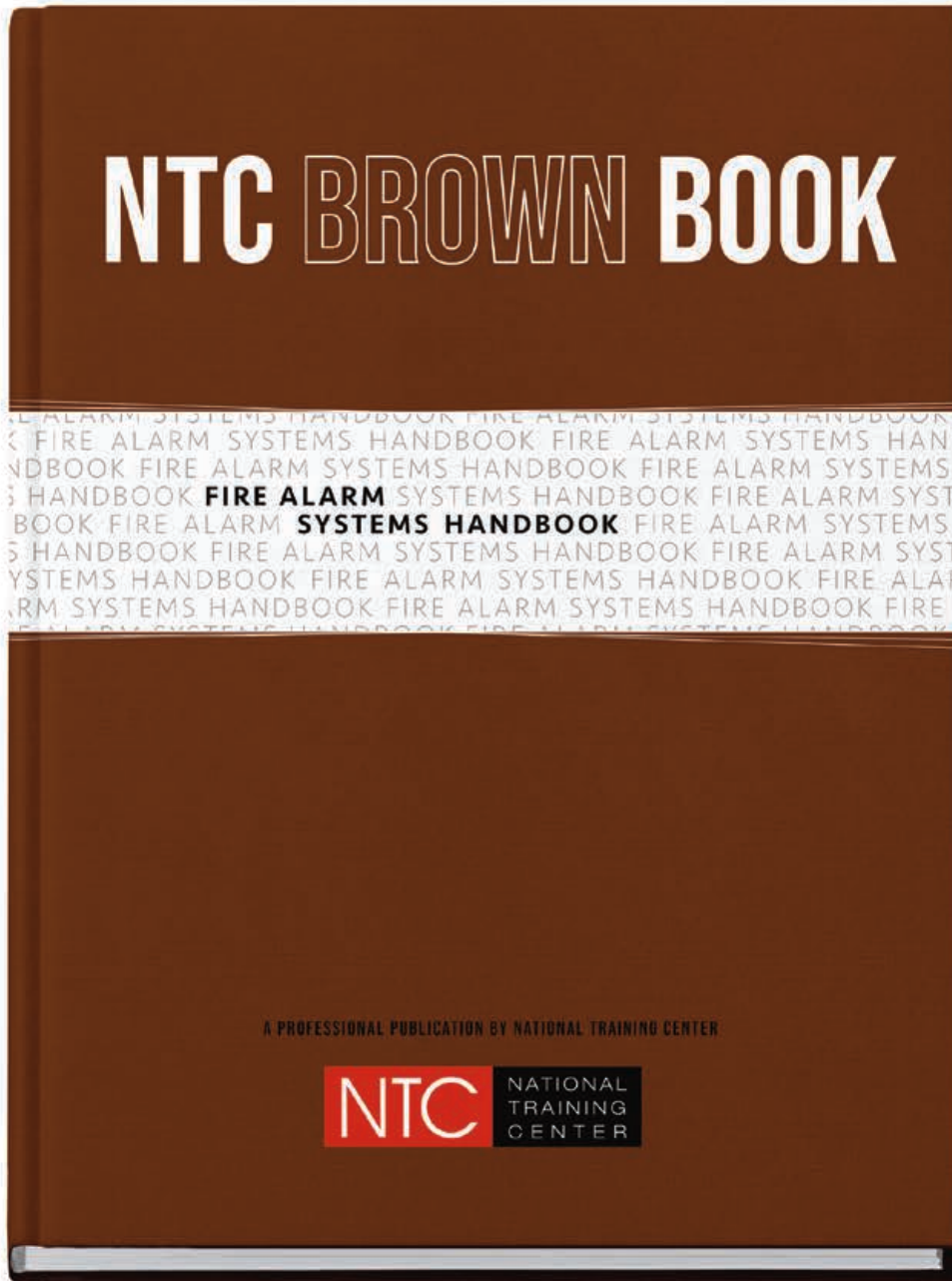
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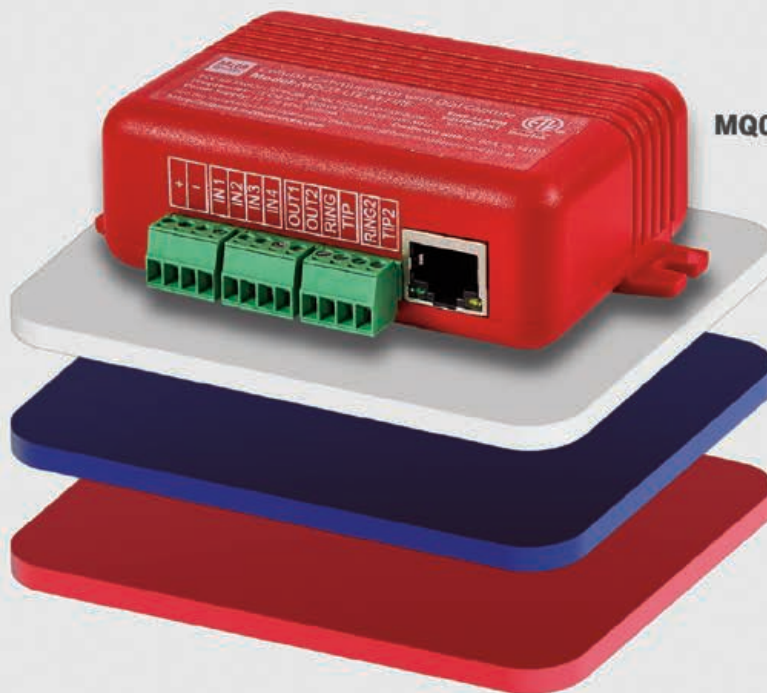
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TNSI is excited to be offering its own TN Security Certification Course and TN Fire Certification Course in 2023.

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.

To register, go to the TNSI website at <http://www.thetnsi.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.

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

- 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



TNSI ANNUAL CONVENTION (Annual Meeting, Exhibits, 8 CEU Credit Hours)

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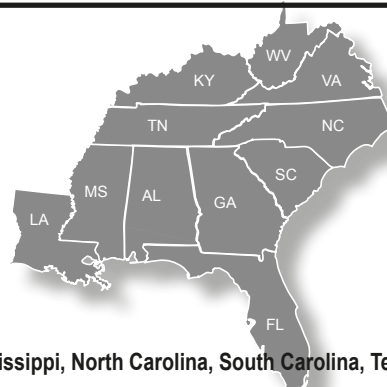
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Annual TNSI Convention - Franklin, TN

October 17-18, 2023

SIA Securing New Ground - NYC, NY

November 15-16, 2023

ISC East, New York, NY

TRAINING & EDUCATION**TNSI TENNESSEE TRAINING SCHEDULE**

See page 24 in this issue of The Sentry for dates and locations. For more information, contact TNSI Executive Director Penny Brooks at 615-791-9590 or email executivedirector@theTNSI.org

LOUISIANA CERTIFICATION COURSES

The Louisiana Life Safety & Security Association 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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December 6 - December 9, 2023

December 4 - December 7, 2024

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CAA PALM SPRINGS CONVENTIONS - 2023-2025*Hilton Palm Springs*

May 15 - May 18, 2024

May 14 - May 17, 2025

SPECIAL INDUSTRY EVENTS**TMA The Monitoring Association**

OPSTech (Hosted by Acadian Monitoring)
October 9-12, 2023 - Lafayette, LA

Annual Meeting

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

AAF meetings:https://fla-alarms.org/Regional_Meetings**OTHER INDUSTRY & STATE EVENTS 2023****June 29**

CASIA Lobster Bake and BBQ

July 20

CASIA Golf Classic

August 15 - 16, 2023

NYELSA Annual Meeting, location TBD

October 17 - 18

SIA Securing New Ground, New York City

October 18 - 19, 2023

OSFAA Annual Meeting

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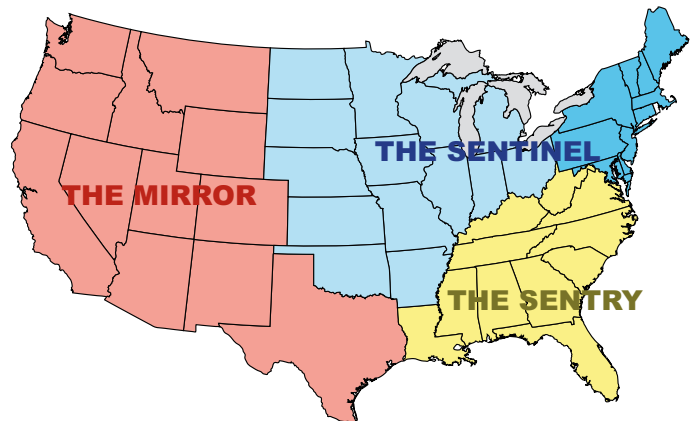
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