

THE SOUTHEASTERN SENTRY

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AUGUST 2023

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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!



Continued on pages 10 - 12

TNSI 2023 Convention Sponsor Update



The Monitoring Association (TMA) announced the appointment of Tommy Whisnant to the co-chairmanship of its Government Relations Committee.

In this role, Whisnant will join seated Committee Co-Chair James Marcella, Axis Communications, in leading TMA's state and local advocacy efforts and often partnering with the Alarm Industry Communications Committee (AICC) on legislative initiatives.



Whisnant, continued on page 3



The team from Silent Guard attended ESX in June.



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Whisnant, continued from page 1

Whisnant is currently the compliance manager for North Carolina-based CPI Security. "I am honored to have been selected to represent TMA and the Government Relations Committee as Co-Chair. I am looking forward to working with the great people on this Committee and this amazing Association," stated Whisnant. "Our industry is constantly changing, and we are seeing an extreme amount of traffic with proposed law changes. The Committee is committed to bringing visibility, representing the members of TMA and making decisions based on the best interest of our membership."

TMA President Morgan Hertel commented, "Tommy is a consummate professional whose combined knowledge and experience will be a valued asset to TMA and its members in this new volunteer leadership role. In a time when our industry is facing some significant legislative and regulatory issues, I am confident in the leadership and insights that James and Tommy bring to TMA's Government Relations Committee."

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Training on Calendar page

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See pg. 6 for
information on
BASA/FASA
training



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North Carolina Security & Low Voltage Association

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**For full list of scheduled events,
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Tennessee Network of Security Integrators (TNSI)

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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
Memphis, TN	\$4.2 Million
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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.

ANNUAL MEETING/LUNCHEON: Important updates on TNSI and the Security Industry are presented 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. 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.

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.



TNSI Annual Meeting Venue – Embassy Suites

TNSI Convention/Hotel Reservations and info, continued on page 12



QUESTIONS ABOUT THE CONVENTION?
 Contact: TNSI Executive Director Penny Brooks
 615.791.9590 ExecutiveDirector@theTNSI.org

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TNSI Clay Shoot Venue – Nashville Gun Club



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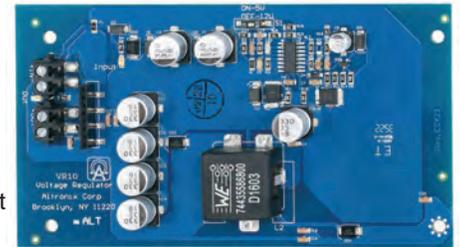
NAPCO SECURITY TECHNOLOGIES announced its Continental Access Division has introduced an all-new Napco Access Pro Dealer Program, brand, and website. Stephen Spinelli, SVP, Sales for NAPCO Security Technologies, said, "The change came about to better represent the full, evolving access technologies, and single-source offerings NAPCO now has for integrators, including solutions from cellular/cloud-based hosted AirAccess, to embedded self-contained controllers of E-Access, to the Continental enterprise platform and controllers, for which it's best known, and which will continue to be branded with the Continental name. Additionally, the new Napco Access Pro Dealer Program is designed to expand both the solutions and the value we provide our current dealers and new integrators joining it." Program features include offering exclusive products with pro feature sets and new value-adds; preferred pricing tiers & growth incentives; protected/semi-protected territories; leads, dedicated account management, continuing pro-education options & opportunities; marketing tools & annual awards event. The Napco Access Pro Dealer Program is being developed and managed under the direction of Napco Access Pro's new Vice President of Sales, Aaron Black, who has a long history creating and administering dealer programs, for well-known video and security companies throughout his career.

SECURITY CENTRAL announces that Technical Sales Representative Phillip Love has been named as one of SecurityInfoWatch.com, Security Business and Security Technology Executive magazines' 2023 Security Industry Innovator Award winners. The Security Industry Innovator Awards 2023 applaud innovation and seek to reward those who have demonstrated an outstanding level of excellence. "Innovation and advancements in technology are crucial for ensuring that new products, solutions and services can be developed, implemented and managed," explains SecurityInfoWatch Editorial Director Steve Lasky. "The Security Industry Innovator Awards will therefore place emphasis on applauding innovation and reward those individuals who demonstrate an outstanding level of excellence within our vital and constantly evolving industry." Phillip Love is a 20+ year veteran of the security industry who brings a wealth of knowledge and experience to his role as Technical Sales at Security Central. Phillip is currently responsible for helping bring cutting-edge technologies and integrations into the monitoring center, such as video verification, and providing support and education to Security Central's dealers. Through his hosting of the Security Central Webinar Series, he keeps dealers informed about the latest industry developments. Phillip is deeply committed to helping dealers to succeed and doing his part to protect his community and beyond as an extension of his work.

SNAP ONE announced it is accelerating investments in its cloud infrastructure to provide greater value, efficiency and operational reliability for Partners and their clients. By enhancing the speed and consistency of its remote access solutions, including OvrC servers, Snap One aims to help Partners scale their businesses by streamlining day-to-day operations and simplifying installation, configuration and long-term client care. "Snap One's cloud services are better than ever, and we're not finished," said Kenny Kim, VP of Product Management for Platforms & Services at Snap One. "We're committed to constant improvement and to OvrC becoming the most useful and operationally valuable tool for integrators. The reliability, scalability and security of our platforms and backend infrastructure are essential to creating premium customer experiences and supporting an integrator's growth and reputation. Snap One takes that responsibility very seriously and we are investing a lot of time, people power and money to ensure our Partners can count on us."

SDI announces Nicole Valenzuela as Western Regional Sales Coordinator, where she will be working alongside Mariana Ferguson in the Northwest and Ed Fuentes in the Southwest territories. Nicole holds over seventeen years of experience in the fire alarm and security industry including roles as a customer service representative, inside sales representative, branch manager, and business development manager. Nicole is excited to be part of the SDi team and looks forward to her new journey in the industry.

ALTRONIX introduced the newest addition to its product lineup, the VR10 Voltage Regulator. Designed to optimize power in access control installations, the VR10 converts a 24VDC input into a regulated 5VDC or 12VDC output, saving valuable enclosure space and significantly reducing installation and maintenance expenses. "As security and access control systems continue to evolve, the demand for reliable and efficient power solutions has become increasingly critical," said Ronnie Pennington, Director of Sales for the Americas, Altronix. "The VR10 empowers security integrators with a versatile, yet compact, and stackable power converter that optimizes system performance, while reducing costs." The Altronix VR10 offers a range of features designed to ensure seamless integration and consistent performance in diverse installation environments.



ALARM FINANCIAL SERVICE's new Pre-Sale Due Diligence for Sellers brings their knowledge to the seller's side of the table. Pre-sale due diligence yields confidence in a company's valuation, and a smoother transition after sale. Identifying and resolving customer or contract issues and identifying areas for improvements well in advance of the sale, all contribute to maximizing the sale price. "It is our goal to help a would-be seller prepare their company in the best possible light for buyers, in what may be their most important business transaction," says Jim Wooster, Jr, President of AFS. Soto Security owner, Rob Soto, recently sold his company to Alert Alarm of HI and utilized AFS' Pre-Sale Due Diligence services. "The AFS team were awesome from start to finish. They were so knowledgeable on all aspects of the industry and were helpful getting our accounts in order and to the finish line for closing." AFS also offers their Acquisition Advisory Services for Buyers service which brings a depth of security and financial experience to dealers looking to expand. Identifying sellers, assisting with negotiations, conducting due diligence, are among many of the services offered. "AFS has been through hundreds of acquisitions as a buyer, seller, lender and advisor and bringing these acquisition services to today's buyers and sellers has been met with great response," according to Wooster.

BOSCH announced plans to acquire Paladin Technologies, Inc., one of the largest security systems integrators in North America and a highly regarded security and life safety solutions companies. The deal complements Bosch's 2015 acquisition of Climatec, LLC, with more than 1,000 associates in the U.S., according to the joint announcement, which comes one day after the companies signed corresponding agreements to make the deal official. "Energy efficiency and security needs are driving factors for the modernization of commercial buildings, particularly in the North American market," says Christian Fischer, the deputy chairman of the Bosch board of



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management, who is responsible for the company's Energy and Building Technology and Consumer Goods business sectors. Paladin went on a spree of acquisitions in 2021 and became one of the largest integrators in the industry that year, drawing attention from SSI and its competitors as it continued to grow. "The acquisition of Paladin Technologies enables Bosch Building Technologies to significantly expand its system integration business in North America by entering the Canadian market and increasing its US operations," says Thomas Quante, president of Bosch Building Technologies, in the joint announcement. Bosch Building Technologies offers building automation, security, life safety and energy efficiency services in the U.S., with offices in Arizona, Texas, Nevada, California, New York and New Jersey.

NAPCO ACCESS PRO, the new Access Control division of Napco Security Technologies, introduces new standalone and add-on Bluetooth reader modules for seamless mobile credential convenience inside and out. The addition of the BRM-Series enables Napco Access Pro to offer a complete matched mobile solution across an enterprise, i.e., to allow our mobile access credentials, distributed via email, text, or QR code, to provide access throughout a building or campus, for convenient smart device passage through doors secured with any brand Wiegand readers &/or our award-winning Trilogy Network PIN/Prox access locks intermixed at will. Aaron Black, Napco Access Pro's VP of Sales, said, "Our brand is committed to expanding our access control offerings and staying up to date with the latest technology. That's why we added Bluetooth Reader Modules, to provide the Total Bluetooth Solution, and card-free convenience, many applications are looking for. We want to be the go-to brand for all your access control needs, and our focus on innovation and improvement helps us achieve that goal."

SNAP ONE announced that its popular Luma x20 family of surveillance products now offers even greater security and privacy for home and business owners across the globe by giving them full control over integrators' system access to view live and recorded video. According to Snap One Product Manager Derek Webb, the new "customer handoff" feature provides enhanced user control after initial installation, allowing the owners to have total privacy while also making it easy to reinstate integrator access when maintenance or assistance is required. This new feature is now available to all Luma x20 users globally. "The Luma x20 family of surveillance solutions provides excellent image and audio capture, and with the new customer handoff feature, it now offers absolute privacy for camera feeds and recordings," Webb said. "With notifications and integrator access controlled through the powerful OvrC remote system management platform, it's easy for integrators to give their clients full control of their footage and then to get temporary access from the client for any troubleshooting needs."




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BATES SECURITY has been recognized as the 32nd largest security provider among approximately 12,000 electronic security companies nationwide. Since 2021, Bates Security has risen five positions from 37th to 32nd in this annual report which ranks the largest commercial and residential security firms in the U.S. Jeremy Bates, President of Bates Security, explained, "With such a great team at Bates Security, we continue to grow the business and exceed our expectations. It's an honor to see everyone's hard work recognized in these rankings as one of the top companies in the country." Bryan Bates, Vice President of Bates Security, echoed a similar sentiment, "The SDM ranking is something that we look forward to every year, and we continue to strive to improve how we can best serve commercial and residential customers." Since 2008, Bates Security has been ranked on the SDM 100 Report, each year gaining a higher ranking. Bates Security enjoys year-over-year growth due to continuous support from customers, the dedication of the employees across all branches, and the acquisitions of companies. The Bates Security brands continue to grow and protect communities across the Southeast in Kentucky, Florida, and Georgia. Jeremy Bates said, "We'd like to take this opportunity to say how thankful we are to all of the team members who made this possible. Thanks to them, we have the opportunity to continue to serve our clients with the high level of service and dedication they are accustomed to."

DOYLE SECURITY SYSTEMS announced that Jack Doyle has been promoted to president and CEO effective July 1. His promotion marks the fifth generation of the Doyle family to lead the company. In his new role, Jack will be responsible for long-term vision, strategic planning and ensuring our continued viability and success. "Our company has grown steadily and has strategically evolved with the security market since 1919 when it was founded by my great grandfather, John A. Doyle. It was built on a foundation of values focused on being a great place to work and providing great peace of mind for our customers. It has always been my hope and dream that the company continue its long tradition of family ownership and leadership and Jack is more than ready to carry on that legacy. I am confident he will sustain our values working alongside our family ownership group and our extremely talented management team." said John G. Doyle Jr, the company's executive chairman.

After a successful start in sales, Jack Doyle launched and later sold a corporate housing company in Washington, DC. In his nine years at Doyle Security, he executed a major residential marketing initiative, created an inside sales team, developed enhanced analytics, managed the Catskill branch office and led the firm's integrated systems business. Recognized by the Rochester Business Journal's "40 under 40" leadership program, Jack Doyle is also an active member of many industry associations and community boards including Crime Stoppers and St. Ann's Community. He graduated from St. Bonaventure University School of Business in 2006.



WAYNE ALARM SYSTEMS, INC. announced its acquisition of Sentry Protective Systems of Billerica, Mass. The purchase increases Wayne Alarm's share in the Greater Boston area of over one-thousand additional customers, providing a premiere service and monitoring of security systems for homes and businesses throughout New England.

James Baker is well known in the alarm industry with over 40 years' experience. He served as vice president of sales for Sentry Protective in Boston, president of UltraGuard, and founded Sentry Protective Services. Baker also served as a member of the Commonwealth Board of State Examiners of Electricians for many years representing the professional alarm industry for licensure.

Baker will assist with the transition, as well as joining the company as design and sales consultant. In addition, Wayne Alarm Systems is hiring the entire staff of Sentry Protective Systems, which will now be under the Wayne Alarm Systems umbrella.

Jeff Kahn, vice president of Wayne Alarm, handled much of the acquisition along with James Baker, reported, "We are very selective in companies that we consider acquiring. It must be a win-win for all parties including customers. That is why we are excited to add Sentry Protective to Wayne Alarm. They have built a reputation for outstanding service and customized care in the security industry, and we are thrilled to bring their expertise to our team."

"Having founded Sentry Protective Services in 2012 and working with an incredible team to build it into the company it is today, I'm delighted that it has been acquired by Wayne Alarm, a company that shares our values and culture. We are looking forward to working together," added Baker.

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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.

On this page is a Schedule of CLASSROOM Training that TNSI will offer through December 2023. To register, go to the TNSI website at:

http://thetnsi.org/documents/TNSI_Training_Schedule_2023.pdf

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

MARK YOUR CALENDARS

Sept 27-29 - FRANKLIN, TN
Embassy Suites Cool Springs, Franklin TN

**Registration Forms will be on our website and emailed to all members

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

TNSI Training Schedule 2023

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



Many thanks to our Sentry editorial contributors.



Sentry Readers - be on the lookout for great future info from Mitch Reitmen, Tony Smith and Brian Plant, and many more contributors sharing their perspectives on the industry.



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September 27-29, 2023

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 inside 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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<https://alarmacademy.org>**NTC NATIONAL TRAINING CENTER**nationaltrainingcenter.comVisit www.nationaltrainingprogram.com**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 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****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

November 15-16, 2023

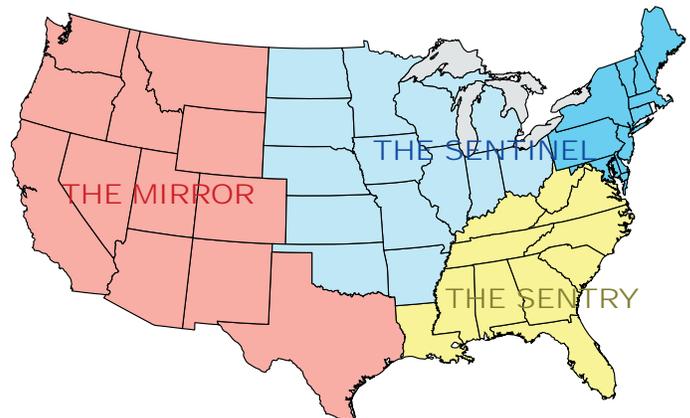
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