

THE SOUTHEASTERN SENTRY

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AUGUST 2021

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Sept. 8-10, 2021 TNSI Trade Show and Convention

By Penny Brooks

Register for our Annual 2021 TNSI Trade Show and Convention on September 8-10, 2021 at the Marriott Cool Springs in Franklin, TN

We will be offering 8 CEU credit hours that are approved by the TN Alarm Systems Contractors Board. We plan to offer courses that discuss the 3G Network transition as well as offer an interactive panel discussion on ASAP to PSAP and Improving Response Times. We will have the top manufacturers, distributors and monitoring companies in the country exhibiting their latest technology and services and we will wine and dine on the best food in Franklin, TN. We will also host our 2021 Annual Meeting and Luncheon and elect our 2022 Board of Directors. Registration forms can be found on our website at www.theTNSI.org.

Make your hotel reservations TODAY at the Marriott Cool Springs in Franklin. A link to make hotel reservations is on our website or you can call 888.403.6772. See Donations/Fundraiser info below for your chance to win a FREE Hotel Room Night at the Marriott Cool Springs.

DONATION/FUNDRAISER: Every year we retain a lobbyist that watches out for our industry in the TN Legislature. We would not be where we are today without our lobbyist. Over the last 30 years, he has shut down legislation that could have greatly impacted our businesses. As you know, he helped us pass a law in 2019 that prevents cities and municipalities in Tennessee from requiring us to be a collection agency for their permit fees, renewal fees and fines. If you can help in any way by sending a donation to help offset our legislative fees, it would be greatly appreciated. As an added incentive, for EVERY \$100 donated, you will be entered into a drawing for a chance to WIN a FREE HOTEL ROOM NIGHT at the Cool Springs Marriott! There will be one drawing for exhibitors and one drawing for integrators. Simply fill in the DONATION/FUNDRAISER line on your registration form.

If you have any questions, please feel free to call or email Penny Brooks, TNSI Executive Director at 615-791-9590 or ExecutiveDirector@theTNSI.org

Looking forward to seeing you in September.

TNSI Convention Schedule of Events

Wednesday, September 8

6:00 pm – 9:00pm Opening Reception –
Marriott Cool Springs Patio

Thursday, September 9

7:30 am – 9:00 am Board of Directors Meeting

8:00 am – 10:30 am Exhibit Set up

7:30 am – 9:00 am Buffet Breakfast

9:00 am – 11:00 am CEU Course (2 hours)

11:00 am – 12:00 pm Luncheon/Annual Meeting

12:00 pm – 3:30 pm Exhibits Open

3:30 pm – 5:30 pm CEU Course (2 hours)

3:30 pm – 5:30 pm Exhibit Tear Down

5:30 pm – 9:00 pm Cocktail Hour & Dinner with
Live Music or Casino Party

Friday, September 10th

7:00 am – 8:30 am Buffet Breakfast

8:00 am – 10:00 am CEU Course (2 hours)

10:00 am – 12:00 pm CEU Course (2 hours)



Marriott Cool Springs in Franklin, TN

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info@snnonline.com
800-490-9680

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For Editorial and Advertising information, contact:

Jerry Lenander
Ryan Makovsky, Sales
Syncomm Management Group
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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.

2021 Trade Show/ Membership Meeting 12 CEUs - Oct. 27-28

Please make sure that you are included in our vendor list by sending your contact information to director@alabamaalarm.org



Membership Information

Mike Hampton
Mike.Hampton@ESAweb.org



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Visit our website for more info on upcoming events or for membership at www.gelssa.com.



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Tennessee Network of Security Integrators (TNSI)
PO Box 150062, Nashville TN 37215
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Website: www.theTNSI.org
executivedirector@theTNSI.org

TNSI Annual Convention- Sept. 8-10

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CONTINENTAL ACCESS, a division of **NAPCO Security Technologies, Inc.**, announced Michael Venoit as the new Continental Access Vice President of Sales. Reporting to Stephen Spinelli, SVP of Sales for all NAPCO divisions, Venoit is a proven team leader, who will be responsible for managing the Continental Access Regional Sales Managers and accounts, as well those of industry icon, Scott Schramme, Continental's VP of Business Development. Stephen Spinelli said, "We are happy to welcome Michael aboard, he's got great energy and experience in the field and should be an ideal fit for managing the entire Continental Sales Team and developing that business." Based in greater Boston, Michael's career spans more than 15 years in the electronic security industry. Reach out to Michael Venoit, VP of Sales, at Continental Access directly MVenoit@napcosecurity.com or cell 631-275-2784.

SDI announced the launch of a photo contest and smoke giveaway. The promotion offers participants an opportunity to submit photos of any SDI product in use for a chance to win a free case of smoke. Submitted photos will be considered for use in SDI's upcoming product catalog and participants whose photos are selected for the catalog will receive a free case of smoke (aerosol or cartridge) of their choice. This promotion is running now through September 1 and photos can be submitted by visiting www.sdfire.com/contest.

NAPCO SECURITY TECHNOLOGIES introduced its new Gemini Commercial Mobile App for its powerful, popular GEMP1632, GEMP1664, GEMP3200, GEMP9600 and GEMX255 Hybrid Control Panel Series. The all-new portrait-style, Gemini Commercial App provides smart multi-tier controls for business accounts of all sizes, on all NAPCO Gemini Security &/or Integrated Access Control Systems, 8 to 255 zones. Available for IOS and Android phones/smart devices for universality, it's free of charge, downloadable from Apple or Google. The Gemini Commercial App can be used by both dealers and their accounts, and features easy intuitive mobile control of security systems and/or their integrated access control systems, supporting multi-tier user/manager levels, including administrative control of Users and Groups, such as managers and employees, for example, and privileges on one or across multiple areas, as applicable. The user experience includes dealer keypad programming mode, scheduling, zone description templates & address book utility. Also handy for all are distinct access and alarm logs, zone open lists, user codes and access cards. For more information on the all-new Gemini Commercial Mobile App or Gemini Security &/or Integrated Access Control Systems, visit www.napcosecurity.com, contact your regional NAPCO Sales Manager or friendly customer service at 800-645-9445.

For access-only applications, customers can now get exactly the features they need from **DMP's** new cloud-based X1 Series without wasting money on a more complicated system. The X1 product line delivers a solution that's simple to program, installs in minutes, is easy to use and most important, it's very reasonably priced. "If you're using Brivo, Prodatakey, OpenPath, Feenics or any other access control

Associates News, continued on page 8

KURTIS ERDMAN
REGIONAL SALES MANAGER, SOUTHEAST
kerdman@nmccentral.com
Office: 877-353-3031
Cell: 850-495-1426

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product, you owe it to your business to give the X1 a closer look," says Jon Adams, Executive Director of Business Development. "The X1 is uniquely designed with combined features you can't find anywhere else." The X1 also includes network and cellular-based connectivity, ensuring a customer's access control functions are never vulnerable to normal network outages. And, unlike other access offering, the X1's optional cellular module can be used as the primary or backup for an entire system to ensure constant communication with the cloud. For more details about the X1 Series or to schedule a webinar, visit DMP.com/X1.



OPENEYE is pleased to have Angelo Salvatore join the international team as VP of International Business Development. Based in Australia, Salvatore will be responsible for establishing relationships with channel partners within the region that will include Australia, New Zealand, South Africa and India. Salvatore holds a bachelor's degree in Economics and Marketing from the Swinburne University in Australia. Salvatore said: "I am excited to join OpenEye, as over the last two decades I have witnessed firsthand how complex and technically demanding some traditional Video Management Systems have become. With OpenEye Web Services (OWS), that complexity is considerably reduced. OWS provides 'one pane of glass' to manage all of your customers/sites without the need for ongoing technical complexity, support and maintenance costs. I believe they have created the next video surveillance paradigm with OWS, and I am thrilled to be able to showcase the benefits to our partners in the region". For additional product or company information, please visit www.openeye.net.



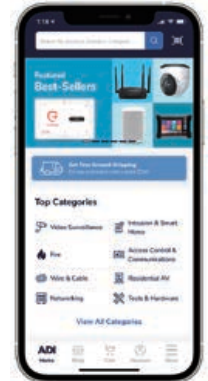
JOHNSON CONTROLS announced that it has released a mesh Wi-Fi networking system to address the needs of the professional security industry. IQ WiFi is the latest product manufactured by Qolsys, recently acquired by Johnson Controls, designed specifically to seamlessly connect and manage streaming cameras, video doorbells, garage openers and consumer Wi-Fi devices using the IQ Panel. "The security industry has become increasingly dependent on the end-user's network to support the growing demand of internet connected devices." Says Dave Pulling, Johnson Controls General Manager. "IQ WiFi elegantly connects and manages these devices to deliver better coverage and fast, reliable service" The mesh network supports up to 8 IQ WiFi agents, and easily installs using the

IQ panel's 7" touchscreen. Dual band SSID allows partitioning of security devices from consumer Wi-Fi devices for improved security and maintenance. Manage guest networks, change passwords, view and manage connected devices from the IQ Panel's intuitive interface. The IQ WiFi is now available through authorized Johnson Controls North American distributors.

ADI GLOBAL DISTRIBUTION announced it has released a new mobile app to provide dealers with a fast and easy way to shop at ADI from their mobile device. Dealers can use the app to search for products, check pricing and availability, place orders and manage their ADI account on-the-go.



The new ADI App presents a modern design and offers advanced features to make it easy to access the industry's largest selection of security, AV and other low voltage products. With facial and fingerprint recognition, users can log into the ADI App in seconds and can expect faster loading times, improved navigation with clear messaging and product organization and an updated navigation bar with visible links to products and services.



The app makes it easy for customers to manage their ADI account, and can take advantage of timesaving features to check order status, easily reorder past shipments and make product lists by project or customer. The new app is currently available for U.S. customers and can be searched as ADI US Mobile in the App Store and Google Play Store. For more information, please visit adiglobaldistribution.us/adi-app.

SD MARKETING appointed Dayna Corbett as the new Operations Manager to fortify and support the company's expanding services amid the development of the exclusive 50-50-30 Program. "I am extremely excited to be working with the SD Marketing team," said Corbett "I appreciate the opportunity to work with such well-respected organizations within the industry, and to have a positive impact on those relationships. I believe through hard work, dedication, and working as a team, we will continue to see tremendous progress, and continued success for our clients." Corbett has a background in law enforcement and made a tremendous impact for the NYS DOT in creating and implementing their emergency training manual.



Corbett is charged with the development and implementation of processes that will aid in the execution of duties for the marketing group. "We've recently launched a marketing

Associates News, continued on page 10

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OPTEx Bridge: 4 Channel Model

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CKB-304



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initiative program that is unique to the industry,” commented David Morgan, Co-Founder, SD Marketing. “Dayna has already proven to be a supportive team player who is dedicated to the success of our clients. We are grateful to have her on the team.” For more information about SD Marketing or the 50-50-30 Program, visit sd.marketing or call 888-572-4450.

ALTRONIX eFlow™ enhanced power supply/chargers with dual voltage options provide power to a variety of access control system components. Each output is voltage selectable and will provide necessary power for access control panels, door locks, and ancillary devices. Models are available with LINQ™ network power management allowing users to control, monitor and report power over individual outputs. This provides greater system functionality, remote service and support – while creating more RMR opportunities. For more information visit www.altronix.com.

The **NATIONAL TRAINING CENTER** has launched the ‘NICET Fire Alarm DIY Bundle’ comes into play. There are tried-and-true ways to study for a NICET exam that will help assure your success. According to Charles Aulner, NTC President, “Consistency in your effort to achieve NICET certification is the key. You must study a little every day. It’s important that you learn HOW to use the codes rather than focusing on memorizing them.” NICET Fire Alarm DIY Bundle is designed to help professionals achieve the needed study time to accomplish NICET certification. This self-study package includes online training aides for any level of NICET Fire Alarm study. Included are practice exams designed to speed the student’s code identification and to gauge exam readiness. Rounding out the package are

NTC’s three Fire Alarm books: the Red Book - Fire Alarm Certification Guide, Orange Book - Fire Alarm Code Handbook, and Brown Book - Fire Alarm Systems Handbook. Full details can be found at www.nationaltrainingcenter.com/product/diy

DMP announced the expansion of its East Coast sales leadership team with the promotion of Hunter Pardue to Director of Sales — East. Hunter joined DMP in 2014 as the Dealer Development Manager (DDM) for the company’s Southeast Region. He has quickly proven his outstanding leadership abilities, making this transition a natural one. “Hunter has continued to provide strong support and valuable insights that have helped build greater success and profitability for our Southeast Region’s authorized dealers,” says Mark NeSmith, Vice President of Sales. Prior to joining DMP, Hunter was a Sales Account Manager for DH Pace Systems Integration and was responsible for design and sale of security integration-based access control, CCTV and intrusion system products and services. He gained additional industry experience in his previous role as a Sales Account Manager at Linder Security Systems. Hunter has bachelor’s in Business from Colorado Technical University, where he graduated magna cum laude. He holds a Low Voltage License from the State of Georgia. Hunter can be contacted at 800-641-4282, Ext. 450 or HPardue@DMP.com. For more information, contact Mark Hillenburg, Vice President of Marketing, at MHillenburg@DMP.com or visit DMP.com.



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Georgia Bans Fines for Alarm Companies

If you follow SIAC's State Activity Report, you probably know that the state of Georgia recently passed legislation banning the fining of alarm companies. It is a very important law for the security industry, and we appreciate the support of Georgia Governor Brian P. Kemp.

But, Georgia is not the only state heading down this path. Similar bills have been passed in other states, also positive for our industry. They include California, Florida, New Jersey, Texas, Tennessee and Iowa.

We like to emphasize the importance of the model ordinance when we work with states on this type of legislation. The Model Ordinance targets or focuses fines and remedies towards "chronic abusers"—that small percentage of permit holders that cause the majority of unneeded responses from law enforcement. We favor suspending response or applying Verified Response to those who fail to address their equipment

repairs, replacement or training issues.

Reductions impact those who cause the greatest amount of problems when it comes to false dispatches. We also like to emphasize that 85 percent of alarm systems generate no calls to police in a given year. Our focus remains working cooperatively with local agencies to implement the model ordinance.

Doing so significantly reduces demand on police resources. The model ordinance also penalizes individuals or businesses that cause false alarms, primarily through user error.

To stay on top of state activities, please reference SIAC's State Activity Report on a regular basis. If you have not signed up for access, visit www.siacinc.com.

Biden Issues Executive Order Encouraging FTC to Ban or Limit Non-Compete Agreements

By Jeremy Mittman, MSK

President Biden signed the Executive Order on Promoting Competition in the American Economy which, among other objectives intended to increase competition in a wide range of economic activity, encourages the Federal Trade Commission (FTC) to ban or limit non-compete agreements. Specifically, President Biden directs the Commission to "exercise the FTC's statutory rulemaking authority under the Federal Trade Commission Act to curtail the unfair use of non-compete clauses and other clauses or agreements that may unfairly limit worker mobility."

Although last week's Executive Order does not have an immediate impact on employers, we have seen increased scrutiny of the use of restrictive covenants in the workforce, including non-compete agreements, at the state and now federal levels (although of course, noncompetes are generally unlawful in California absent narrow exceptions). The recent increase in state legislation aiming to ban or limit non-competes, combined with the President's Executive Order, indicates that we could see comprehensive rulemaking from the FTC in the coming months or years.

Given the Executive Order, employers should continue to review their non-compete agreements for compliance with current laws, and begin evaluating their overall business protection strategies should non-compete agreements become limited or banned at the federal level.

Jeremy Mittman is a Partner at MSK, CAA Legal Counsel and be reached at (310-312-3283.

TNSI Training

Below is a schedule of training that TNSI will offer through December 2021.

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 10 students. Fees listed are for TNSI members, non-members pay an additional \$200/course.



QUESTIONS? Please call or e-mail the TNSI OFFICE: 615-791-9590 or ExecutiveDirector@theTNSI.org

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August 7-8.....	TN FIRE Certification (16 hours)	Nashville
August 27-29.....	TN Security Certification (24 hours)	Germantown
Sept 8-10.....	TNSI ANNUAL CONVENTION	.....	Franklin
Sept 17-19.....	TN Security Certification (24 hours)	.....	Johnson City
Sept 25-26.....	TN FIRE Certification (16 hours)	.....	Germantown
October 8-10.....	TN Security Certification (24 hours)	.....	Knoxville
October 23-24.....	TN FIRE Certification (16 hours)	.....	Knoxville
November 5-7.....	TN Security Certification (24 hours)	.....	Germantown
Nov 12-14.....	TN Security Certification (24 hours)	.....	Nashville
Nov 20-21.....	TN FIRE Certification (16 hours)	Germantown
December 4-5.....	TN FIRE Certification (16 hours)	Nashville

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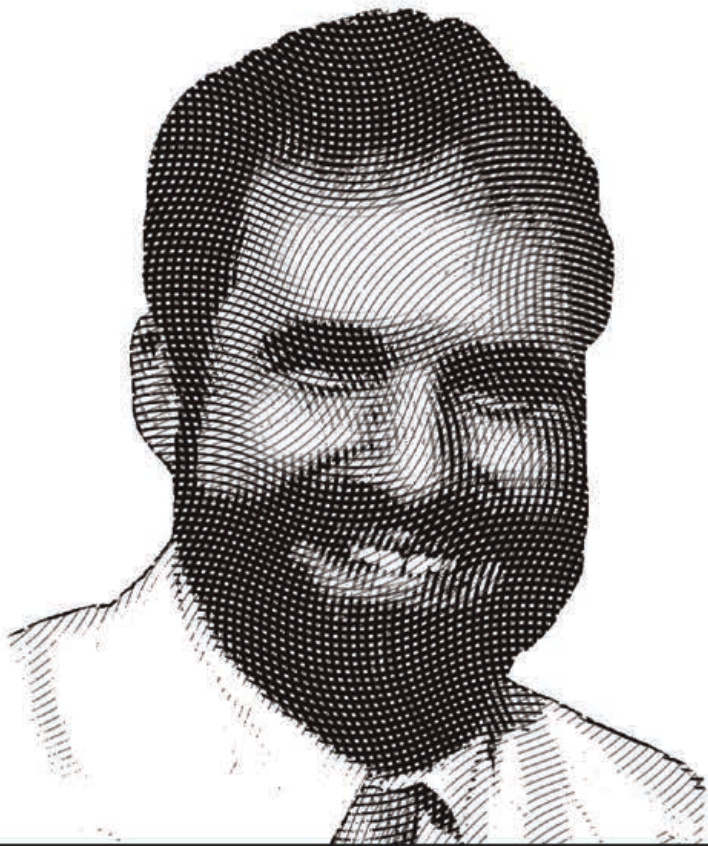
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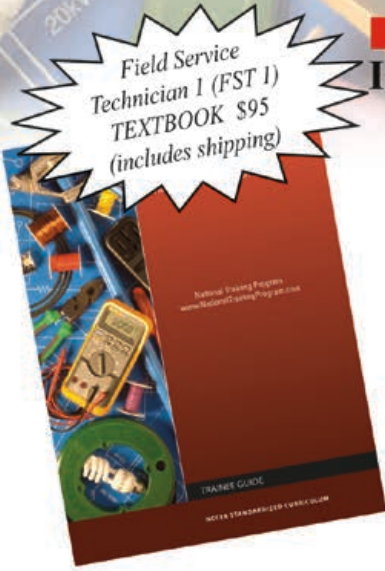
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Sept. 8-10TNSI Annual Convention Franklin
Oct. 27-28Alabama Alarm Association Trade Show

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- TMA Ops-Tech**
November 7-11, 2021, Charlotte, NC
- ISC East**
November 17-18, 2021, Javits Center, New York
- CAA Winter Convention**
December 1 – 4, 2021, The Fairmont San Francisco
- Imperial Capital Security Investor Conference**
December 12-14, 2021, New York, NY
- ISC West**
March 22-25, 2022, Las Vegas
- ESX**
June 14-17, 2022, Ft. Worth, TX



Certification Courses

In 2021, The Mississippi Security Association will offer all certification courses required for electronic security technicians and sales reps in the State of Mississippi. Most courses will be offered via Zoom webinars, where students can participate with a live instructor from their office or home. Level 1 is currently available online, with the additional courses to be available online in 2021. Visit <https://www.ms-esa.com/training-education> to register.



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/>.



CAA Offers New Training Program

The California Alarm Association (CAA) announced a new training program available to technicians nationwide. This includes online course work leading to a Field Service Technician 1 designation and more than 100 hours of continuing education. The 24-hour course is delivered in 11 modules with instruction ranging from business communications to intrusion detection. completion of this course work will position an employee to succeed in the security industry.

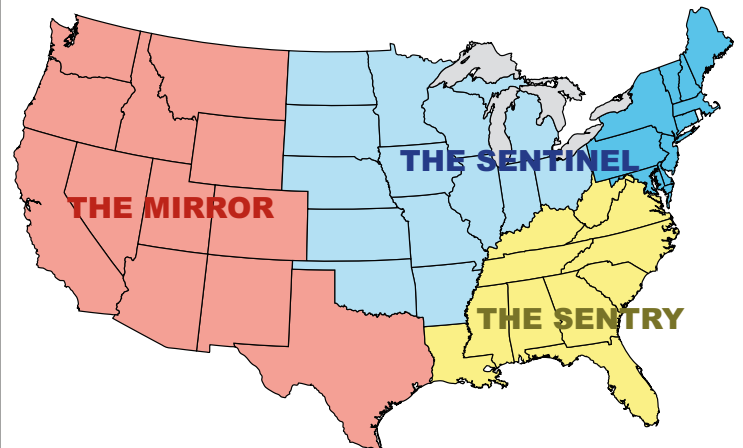
For information and demos, visit www.nationaltrainingprogram.com. Also see pg. 18 inside this issue of THE SENTRY for more details.

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