

# NORTHEAST MIDWEST SENTINEL

Published for the Northeast and Midwest Electronic Security Industry

- CASIA Contact Information - 4
- Region Contact Information - 6, 8
- Associates News - 16, 18, 20
- Calendars and events - 1, 4, 22 & throughout The Sentinel



## CASIA's 31st Annual Golf Classic Was A Great Day for All

CASIA's 31st ANNUAL GOLF CLASSIC was played on Thursday, July 15 under sunny skies at Lyman Orchards Golf Club in Middletown, CT. We welcomed 76 golfers who enjoyed 18 holes of play and, thanks to our generous sponsors, breakfast, lunch, and a roaming beverage cart while on the course. A post-play banquet was played under the Lyman's tent, where tournament prizes were awarded. CASIA's CLASSIC is known for its BIG raffle and winners were delighted with their top-shelf prizes. "A day on the golf course, is better than a day in the office" – no one argued with that!

Thank you to all sponsors and participants for making this fun/fundraising event a great success

### TEE & GREEN SPONSORS

- A-Z Corporation
- ADT
- Advanced Electronics
- Anixter
- Barnum Engineered
- Beacon Protection
- Berkshire Alarm
- FBN Security
- Fireworks
- Homeguard
- Johnson Controls
- Mule Security
- Nationwide Security
- Security Solutions
- Security Specialists
- Security Supply
- Standard Security
- Sterling Security
- United Alarm

### 2021 PREMIUM GOLF SPONSORSHIPS

- GOLF CART SPONSOR ..... ISC EAST
- HOSPITALITY CART SPONSOR ... USA CENTRAL
- BREAKFAST SPONSOR ..... CENTRA-LARM
- LUNCHEON CONTRIBUTOR ..... FIRE-LITE
- CHIPPING CONTEST..... DSC
- PUTTING CONTEST ..... CASIA
- CLOSEST TO THE PIN MEN ..... NAPCO
- CLOSEST TO THE PIN WOMEN ... NMC
- TEAM PHOTOS..... SECURITY SUPPLY

### FRIENDS OF CASIA/RAFFLE PRIZE CONTRIBUTORS

Alert Security, PSR Associates, Pro-tek CT and Welte Electronic Systems



Joyce Rosito at the CASIA golf classic with USA Central's sponsored hospitality cart.

## NJELSA Training Summit August 12 - 13, 2021

The New Jersey Electronic Life Safety Association (NJELSA) is pleased to invite you to our Training Summit at Harrah's Atlantic City.



Details on page 3

## CASIA EVENTS

Connecticut Alarm & Systems Integrators Association

### CASIA MEMBERSHIP EXPO (AUCTION PORTION CANCELLED)

*Date and Events Changed to  
September 16*

See page 3 for details.

## CASIA's LOBSTERBAKE & BARBECUE

@ the BEACH/ CATERER SEA HOUSE CLAMBAKES

**THURSDAY, AUGUST 19, 2021**

Penfield Beach / Jacky Durrell Pavilion, Fairfield, CT

6:00 p.m. – 10:00 p.m. \$75.00 per person

RESERVATIONS Necessary / ASAP

Call: 203-762-2444 Fax: 203-762-9211 Email: [premes@casiact.org](mailto:premes@casiact.org)

# False Alarm Prevention Simplified.

97%

of alarms are FALSE.

68%

of police dispatches are  
due to customers not  
answering when the  
monitoring center calls.

## rapidSMS

Help your customers prevent false alarms instantly via a text message containing important information needed to make critical decisions in real time, *with* the ability to take action quickly.

Learn more about this app-free solution: [rrms.com/rapidSMS](http://rrms.com/rapidSMS)



800.558.7767  
[rrms.com](http://rrms.com)





Connecticut Alarm & Systems Integrators Association

**September 30 Membership Expo & Auction full event postponed to 2022**

**NEW EVENT INSTEAD: We have "Nine & Dine" scheduled for September 16, 2021**

One thing that 2020-2021 has taught us is the need to be flexible! CASIA's EXPO! & AUCTION is our most important meeting of the year from an attendance, networking and fundraising perspective. Normally held in March, we delayed it to September because of the pandemic. However, in doing so, we forfeited most of the summer-oriented auction items that generate excitement and funds for the event. Good reasons to mix things up – again.

**Rather than not meet, we will hold a "Nine & Dine" event at Lyman Orchards on Thursday, September 16, 2021.**

No golf sponsorships or flags, just 9 holes of fun play on the Apple Nine course, beginning around 3:00 p.m. for those members who play, followed by a 6:00 p.m. business dinner meeting with guest speaker (TBD). We encourage all members to attend. It's been too long! Details will follow, but we wanted to make sure you updated your calendars soonest.

Pat Shea Remes- Executive Director

Tel 203-762-2444 / Cell 203-858-8169 [premes@casiact.org](mailto:premes@casiact.org)

## NJELSA Training Summit

August 12 - 13, 2021

*continued from page 1*

- Earn up to 11 CEU credits.
- Package: Lunch on Thursday, August 12 and Friday, August 13; 2-hour cocktail reception on Thursday evening; breakfast on Friday.
- 2-Day Training Summit –  
\$395 (members) \$495 (non-members)

We look forward to seeing our colleagues and friends for a wonderful time. Reach out to Sunitha at [sunitha@njelsa.org](mailto:sunitha@njelsa.org) or via phone at 609-695-4444 (x-2) for answers to your questions.

*More info can be found here:*

<https://njelsa.org/njelsa-training-summit-2021/>



## 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. For information and demos, visit [www.nationaltrainingprogram.com](http://www.nationaltrainingprogram.com). Also see page 10 in this issue of THE SENTINEL for more details.

*Protect What You Value*

NATIONWIDE MONITORING



# SECURITY CENTRAL

ESTABLISHED 1968

QUALITY MONITORING – QUALITY SERVICE – MAXIMUM VALUE

*The premier dealer's choice for quality professional monitoring*



1-800-560-6568  
[www.security-central.com](http://www.security-central.com)

f @ in

## CASIA 2020 Officers

### President

Faraz Rehman  
 Inspection Manager  
 Johnson Controls  
 27 Inwood Road  
 Rocky Hill, CT 06067  
 Cell: 860-712-9062  
[Faraz.s.rehman@jci.com](mailto:Faraz.s.rehman@jci.com)

### First Vice President

Vacant

### Secretary

Erik Turnquist  
 Standard Security  
 800-341-4416  
[eturnquist@standardsecurity.com](mailto:eturnquist@standardsecurity.com)

### Treasurer

Andy Wilson  
 Fireworks, LLC  
 203-271-7079  
[andywilson@fireworksllc.com](mailto:andywilson@fireworksllc.com)

### Vice Presidents

Zig Sokolowski – USA Central Station  
 203-882-0767  
[zig.sokolowski@usacs.net](mailto:zig.sokolowski@usacs.net)

Dana Klesh  
 United Alarm Service, Inc.  
 203-775-8788  
[dana@unitedalarm.com](mailto:dana@unitedalarm.com)

Paul Welte  
 Welte Electronic Systems LLC  
 203-325-4554  
[paul@welteelectronicsystems.com](mailto:paul@welteelectronicsystems.com)

Rick Weiss – ADT  
 (203) 231-3883  
[rweiss@adt.com](mailto:rweiss@adt.com)

Dominic Prete  
 Pro-Tek Security, LLC  
 203-494-1964  
[domprete@gmail.com](mailto:domprete@gmail.com)

Mark Resko  
 203-377-5555  
[Mci221@optonline.net](mailto:Mci221@optonline.net)

### Associate Member Representatives

Paul Hoey – NAPCO – 631-495-9485  
[phoey@napcosecurity.com](mailto:phoey@napcosecurity.com)

### NEACC Representative

Faraz Rehman  
 860-291-8111 x 22

### Education

Joel Kent  
 (860) 298-9769

### Legislative

Bob McVeigh  
 203- 663-6850

### Legal Advice

Buchanan Ingersoll  
 203-762-2444

### Past Presidents:

Aaron Czapiaga (2016-2018)  
 Andy Wilson (2014-2015)  
 Dana Klesh (2012-2013)  
 Jason E. Sokol (2010-2011)  
 James Orvis (1996-1997)  
 Bob McVeigh (2008-2009)  
 Mark Resko (1994-1995)  
 Walter "Harvey" Clark (2006-2007)  
 Robert Rossman (1992-1993)  
 Susan R. LaFond (January 2006)  
 Carl Spiegel (1990-1991)  
 Richard G. Weiss, CPP (2004-2005)  
 Russ Fraser (1988-1989)  
 David W. Wilson (2002-2003)  
 Horton Spitzer (1986-1987)  
 Howard Friedman (2000-2001)  
 Irv Shiffrin (1984-1985)  
 Daniel Budinoff (1998-1999)  
 P.W. Orvis, Jr. (1980-1984)

### Executive Director

Pat Shea Remes 203-762-2444  
[premes@casiact.org](mailto:premes@casiact.org)

## CASIA Apprenticeship Training

Are you doing work in Connecticut? If so, we've got you covered. ESA National Training School's L-6 Limited Electrical Connecticut Apprenticeship training program was designed specifically to satisfy the state requirements for the limited electrical journeyman license in CT.

### L-6 Limited Electrical Connecticut Apprenticeship Training

**ESA MEMBER PRICE: \$824.00 - \$1,500.00**

*Pay conveniently by semester or by year.*

This coursework will start students on their journey to complete the 295.5 required training hours for the L-6 Limited Electrical Connecticut Apprenticeship program. As an apprentice, they will learn on the job under the supervision of a journeyman while working for an approved sponsor and attending the related instruction through an approved provider.

Students will complete 295.5 hours of related instructions as well as 4,000 hours of on-the-job training while they are enrolled. For more information visit [www.esaweb.org](http://www.esaweb.org).

**Your Engine for Better Billing & Faster Payments**

- Clockwork billing
- On-time payments
- Life cycle software
- Hands-on support

**Cornerstone BILLING SOLUTIONS**

(847) 405-9517 x2  
[Scott@Alarmbills.com](mailto:Scott@Alarmbills.com)

## CASIA Meetings 2021

### NEW MEETING DATES ESTABLISHED!

**AUGUST 19** ..... CASIA Lobsterbake & BBQ ..... Fairfield Beach, CT

**SEPTEMBER 16** .... "Nine and Dine" new event.... Lyman Orchards, CT

**OCTOBER 28** ..... CASIA Octoberfest..... Derby, CT

**DECEMBER 15**... CASIA Holiday Party..... TBD

To RSVP to these meetings, call Pat Remes at 203-762-2444 or email [premes@casiact.org](mailto:premes@casiact.org).

## PerkPlans Deliver Results to CASIA Members

CASIA has enrolled in PerkPlans to give all members a chance to SAVE Big Time! It cost you nothing as a member but gives you access to savings with hundreds of business and services. Verizon? Dell Computer? Disney World? Home Depot? Sam's Club? These are just a sampling of what PerkPlans offers. Go on to CASIA's website, [www.casiact.org/MemberPerks](http://www.casiact.org/MemberPerks) to review the entire world of discounts available. The password is "protected", just email ([preme@casiact.org](mailto:preme@casiact.org)) or call (203-762-2444) for the key word to savings.

## CASIA TRAINING

Training Class Registration forms available online at [www.casiact.org](http://www.casiact.org). Please contact Pat Shea Remes at [premes@casiact.org](mailto:premes@casiact.org) for information. See page 14.





# For 20 years, more dealers have trusted their business to us.

As we celebrate our 20th anniversary, we're proud to be able to say that more independent dealers across the country have trusted their business to NMC than any other monitoring center. And for good reason...



2 Ring Commitment



24/7 Dealer Support Staff



Caller-ID Branding



Dedicated Conversions Team



Geo-Diverse, Fully Redundant

Put your trust in us. Become part of the NMC family.

Reach sales at 1-877-353-3031 or email [sales@NMCcentral.com](mailto:sales@NMCcentral.com)

2021 National Monitoring Center®, a Netwatch® Group Company. All rights reserved.

AL 1456 | AR CMPY.000222 | CA ACO7829 | FL EF20000505 | IL 124.002015 | OK AC1035 | TN 1785 | TX B13486 | TX Fire ACR-2919 | VA 11-7288



# NORTHEAST STATE ASSOCIATIONS



## CONNECTICUT

Connecticut Alarm & Systems Integrators Association, Inc.  
 PO Box 7230 Wilton, CT 06897  
 Phone 203-762-2444 | Fax 203-762-9211  
[www.casiact.org](http://www.casiact.org)

## DELAWARE

For information, contact Electronic Security Association at  
 888-447-1689 or visit [www.esaweb.org](http://www.esaweb.org).

## MAINE

Maine Burglar & Fire Alarm Association  
 Rich Brobst, Jr., President, Guardian Systems of Maine  
 O 207-536-4800 C 207-699-6800  
[rich@guardiansystemsmaine.com](mailto:rich@guardiansystemsmaine.com)

## MARYLAND

For information, contact Electronic Security Association at  
 888-447-1689 or visit [www.esaweb.org](http://www.esaweb.org).

## MASSACHUSETTS

Massachusetts Systems Contractors Association, Inc.  
 1 Merchant Street Suite 112, Sharon, MA 02067  
 781-784-2102 [office@msca-systems.org](mailto:office@msca-systems.org) | [www.msca-systems.org](http://www.msca-systems.org)

## NEW HAMPSHIRE

New Hampshire Alarm Association  
 P.O. Box 187, Pelham, NH 03076  
 866-809-2043 | [www.nhalarm.org](http://www.nhalarm.org)

## NEW JERSEY

New Jersey Electronic Life Safety Association NJELSA  
 96A Vanderburg Road, Marlboro, NJ 07746

## NEW YORK

New York Electronic & Life Safety Association (NYELSA)  
 1971 Western Avenue - PMB #1105, Albany, NY 12203  
 800-556-9232 or 814-838-0301  
[info@nybfa.org](mailto:info@nybfa.org) | [www.nybfa.org](http://www.nybfa.org)

## PENNSYLVANIA

Pennsylvania Burglar & Fire Alarm Association  
 2501 West 12th Street, Suite 280  
 Erie, PA 16505  
 800-458-8512 or 814-838-3093 (Outside PA)  
[info@pbfaa.com](mailto:info@pbfaa.com) | [www.pbfaa.com](http://www.pbfaa.com)

## RHODE ISLAND

Rhode Island Alarm and Systems Contractors Association  
 PO Box 19347, Johnston, RI 02919  
[www.riasca.org](http://www.riasca.org) | [jsidok@hcsecurity.com](mailto:jsidok@hcsecurity.com) - Treasurer

## ESA of VERMONT

[www.esaweb.org](http://www.esaweb.org)  
 Vermont Electronic Security Association  
 2172 Bartlett Hill Rd., Jeffersonville VT 05464

**J.C. Gury**  
 Signs & Decals  
 YOUR ONE STOP SHOP FOR  
 SIGNS, STAKES & DECALS  
 Our Custom Printed Products are Made For Long Term Durability.  
 Contact us today at  
 800-903-3385 or [sales@jcgury.com](mailto:sales@jcgury.com)  
 Come see more of our products at  
[jcgury.com](http://jcgury.com)  
 530 East Jamie Ave. La Habra, California

**JULIE ROBILLARD**  
 DIRECTOR OF SALES, EAST  
[jrobillard@nmccentral.com](mailto:jrobillard@nmccentral.com)  
 Office: 877-353-3031  
 Cell: 508-223-6628  
[www.NMCcentral.com](http://www.NMCcentral.com)

**MERGERS & ACQUISITIONS LLC**

**John H. Colehower**  
 Managing Director

Providing Acquisition Services to the Security Industry  
 for 30 Years

[MergersAcquisitionsUS.com](http://MergersAcquisitionsUS.com) Direct:  
[jcolehower@MergersAcquisitionsUS.com](mailto:jcolehower@MergersAcquisitionsUS.com) 609.466.7244

**ISC WEST** March 22-25, 2022  
 Las Vegas, NV



# Your Fire/Integration/ Alarm Company

## is WORTH MORE THAN YOU THINK!

### Sell Your Company or Accounts Now

*We have qualified buyers  
ready to purchase your  
Security, Fire, Integration  
business and/or accounts.*

- FIRE ALARM
- INTEGRATION
- BURGLAR
- CCTV



**CALL RORY'S CELL  
AT 1-800-354-3863**

Talk to Rory Russell to get the most recent and complete Business Valuation for your company and see for yourself how much your business is currently worth.

**Don't Wait! We Are Closing Deals Now!** (over \$35 million):

Metairie, LA	\$450,000
Oxford, GA	\$525,000
Ponoma, NY	\$575,000
Detroit, MI	\$600,000
Mt. Vernon, NY	\$1 Million
Boston, MA	\$1 Million
Northern GA	\$1.3 Million
Jackson Hole, WY	\$1.8 Million

Clifton, NJ	\$1.8 Million
Ft Meyers, FL	\$5.5 Million
Los Angeles, CA	\$10.4 Million
Orlando, FL	\$11 Million

<i>Pending:</i>	
Fort Pierce, FL	\$2.8 Million
Edison, NJ	\$10 Million

**CALL  
RORY RUSSELL  
FOR A COMPLETE  
BUSINESS VALUATION  
1-800-354-3863**

**A F S**  
ACQUISITION &  
FUNDING SERVICES



# MIDWEST STATE ASSOCIATIONS



## ARKANSAS

Arkansas Security Alarm Association  
 P.O. Box 773, Fort Smith, AR 72902  
 Phone: 479-785-2323 | Fax: 479-783-3285  
 Email: jordon@aralarm.org  
 www.arkansasalarm.org

## ILLINOIS

Illinois Electronic Security Association  
 1200 N. Arlington Heights Rd., Suite 240, Itasca, IL 60143  
 Phone: 224-347-9061  
 E-mail: [execdirector@iesa.net](mailto:execdirector@iesa.net) | [www.iesa.net](http://www.iesa.net)

The IESA Charter Chapter of the Electronic Security Association was formed in 1980 to promote the private alarm industry in the state by providing direction through communication, education and socialization. With 600+ licensed alarm contractors and 200+ licensed alarm agencies throughout Illinois, the private alarm industry is comprised of thousands of highly skilled security professionals.

## ESA of INDIANA

2602 East 55th Street, Indianapolis, IN 46220  
[www.ibfaa.org](http://www.ibfaa.org)

## IOWA

Iowa Alarm Association  
 P.O. Box 2431, Waterloo, IA 50703

## KANSAS

Kansas Burglar & Fire Alarm Association  
 P.O. Box 126, Hoisington, KS 67544  
 620-653-2775

## MICHIGAN

For information, contact Electronic Security Association at 888-447-1689 or visit [www.esaweb.org](http://www.esaweb.org).

## MINNESOTA

161 St. Anthony Ave. Suite 820  
 St. Paul, MN 55103  
 651-291-1900 | [www.MNESTA.com](http://www.MNESTA.com)

## ESA of MISSOURI

[www.esamissouri.com](http://www.esamissouri.com)

## NEBRASKA

For information, contact Electronic Security Association at 888-447-1689 or visit [www.esaweb.org](http://www.esaweb.org).

## NORTH DAKOTA

For information, contact Electronic Security Association at 888-447-1689 or visit [www.esaweb.org](http://www.esaweb.org).

## OHIO

Ohio Security & Fire Alarm Association (OSFAA)  
 8984 Darrow Road, Suite 2-281, Twinsburg, OH 44087  
 P: (855) 315-6746 OH or (814) 315-6746  
 F: (814) 838-5127  
 E: [Info@SecureOhio.org](mailto:Info@SecureOhio.org)  
 Dale R. Eller, Executive Director

## OKLAHOMA

Oklahoma Burglar and Fire Alarm Association (OKBFAA)  
 PO Box 1585, Norman, OK 73070  
 Phone: 405-664-0270 | [www.okbfaa.org](http://www.okbfaa.org)

## SOUTH DAKOTA

For information, contact Electronic Security Association at 888-447-1689 or visit [www.esaweb.org](http://www.esaweb.org).

## WISCONSIN

Wisconsin Security Association (WISA)  
 P.O. Box 28882  
 Greenfield, WI 53228  
 414-459-3260  
[www.wiesa.org](http://www.wiesa.org)

President - Bill Flesch - [william.flesch@jci.com](mailto:william.flesch@jci.com)  
 Vice President - Tom Kenderish - [tkenderish@adt.com](mailto:tkenderish@adt.com)  
 Secretary - Ken Nerison - [KNerison@permarsecurity.com](mailto:KNerison@permarsecurity.com)  
 Treasurer - Leroy Lasky - [leroy.lasky@jci.com](mailto:leroy.lasky@jci.com)  
 Associate Member at Large - Brandon Dobratz - [brandond@apdmn.com](mailto:brandond@apdmn.com)  
 Member at Large - Steve Garritson - [sgarritson@hsprotection.net](mailto:sgarritson@hsprotection.net)  
 Executive Director - Nicole Szopinski  
[executive.director@wiesa.org](mailto:executive.director@wiesa.org)

**NICOLA OAKIE**  
 VICE PRESIDENT OF SALES  
 PROACTIVE VIDEO MONITORING  
[nookie@nmccentral.com](mailto:nookie@nmccentral.com)  
 Cell: 702-816-1974

[www.NMCcentral.com](http://www.NMCcentral.com) netwatch<sup>o</sup> brought to you by NMC

**EQUITY+PLUS**  
**Mergers & Acquisitions**  
**Cyber Protection - Identity Theft**

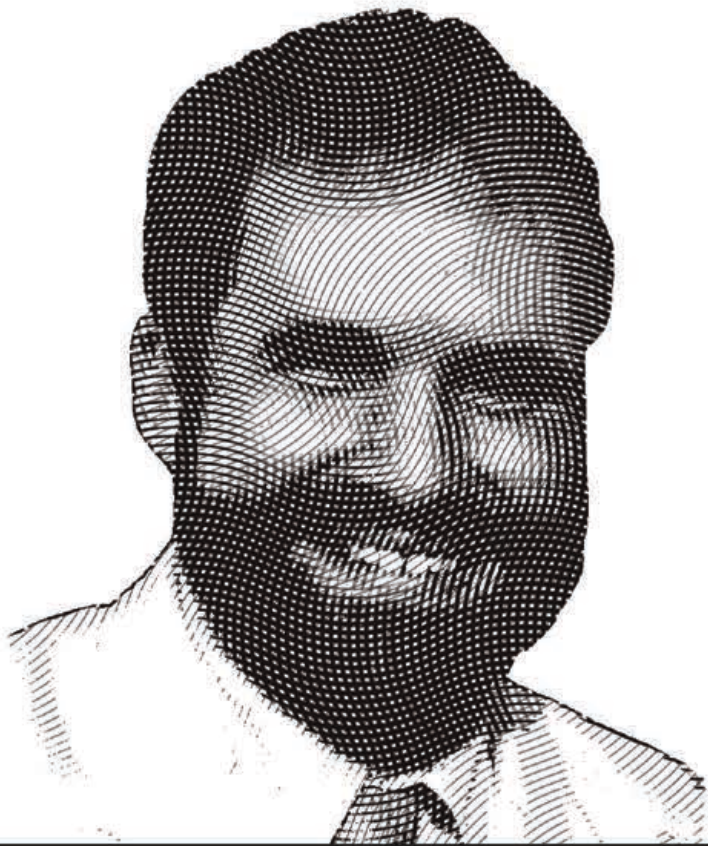
Call Tony Smith at  
 (855) 723-2229  
[tsmith@securityfundingsolutions.com](mailto:tsmith@securityfundingsolutions.com)

[www.securityfundingassociates.com](http://www.securityfundingassociates.com)

**PETER ARNOLD**  
 Regional Sales Manager

800.472.5555 m 707.782.8153  
[peter.arnold@nortekcontrol.com](mailto:peter.arnold@nortekcontrol.com)  
 5919 Sea Otter Place  
 Carlsbad, CA 92010 [nortekcontrol.com](http://nortekcontrol.com)





# HERE'S WHY PDS SYSTEMS HAS STAYED WITH **EMERgency**<sup>24</sup> SINCE 2009

**PHILIP SISIA JR.**

*Second Generation*  
Sales Manager, PDS Systems

*"We use Emergency24 because of the **incredible response times** and pickup rate. Technicians and inspectors don't have to sit on hold either. The app gives us the information we need at any time. Our subscribers love the UrSecure app too. [We receive] **top-notch technical support** – always very professional and extremely helpful. Data Entry are always more than helpful, same with the Sales and Customer Service teams – we are given the utmost attention and our **requests are dealt with expeditiously.**"*

To learn more about Emergency24 and how we can help your company gain a market advantage for decades to come,

call **1-800-800-3624** or email

**sales@emergency24.com.**

CHICAGO • WASHINGTON, D.C. • LOS ANGELES • MILWAUKEE

**EMERgency**<sup>24</sup>  
ALARM MONITORING

[www.EMERgency24.com](http://www.EMERgency24.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.*

## 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](http://www.siacinc.com).*

**The CaP connector is almost magical**  
**A single connector can fit any size coaxial cable from mini to RG6**  
**-and-**  
**It can transform from a BNC Male to BNC Female, RCA Male, RCA Female, F-Screw-on, F-Push-on, F-Tamper Resistant, and Universal Coupler!**  
*It's great for service work. Save time and Money \$\$\$*



[www.cap-america.us](http://www.cap-america.us)  
 For a list of distributors & 3-minute video clip



**CaP America**  
 The 30 second connector you can't screw up!

*For Alarm Company Owners and Managers Looking for*  
**Technician TRAINING**

■ **Field Service Technician 1 (FST1)**  
**Intermediate Alarm Installation**  
*24-Hour Online Courses include basic skills in communication, safety, power tools, construction math, electrical drawings, DC circuits and much more*

\$250 Per Student – Member (Member of your state association)      \$350 Per Student – Non-Member

■ **NTP Continuing Education**  
**CEU Courses – 100 Hours – Annual License**  
*IP video, networking, access control, NICET I and II, codes and standards, wiring/termination, troubleshooting and much more*

\$250 Per Student – One Year License - Member (Member of your state association)      \$350 Per Student – One Year License - Non-Member

**NTP**  **NATIONAL TRAINING PROGRAM**  
**FST** **Field Service Technician**

[www.NationalTrainingProgram.com](http://www.NationalTrainingProgram.com)  
*In partnership with the CAA California Alarm Association*  
 800-901-2390      [info@nationaltrainingprogram.com](mailto:info@nationaltrainingprogram.com)



# *The Official Webmaster of the California Alarm Association*

[www.igniteleads.com/security](http://www.igniteleads.com/security)

- ✓ **Website Design**
- ✓ **Lead Generation**
- ✓ **Content Marketing**
- ✓ **Sales Automation**

Associate Memberships:

**ESA** ELECTRONIC  
SECURITY  
ASSOCIATION

**CAA**  
CALIFORNIA ALARM ASSOCIATION



**IGNITE**  
MARKETING GROUP

**Digital Marketing Solutions  
for the Alarm Industry**

**(909) 317-3540**



# Scale & Manage Your Alarm Accounts With Fully Redundant IPv4 Addresses.

KeepYourIP is leading world-wide provider of secure alarm signals for the security alarm industry that enable dealers, integrators and central stations full control over their IPv4 alarm signals at an affordable price.



**New!**

## Announcing New Products for 2021!

### Multiple Ports



With our new Multiple Ports feature, you'll have the ability to have multiple ports assigned to a single IP address.

### Port Translation



This allows your accounts in the field that are set up on one port and need the alarm signal to terminate to another port at the central station.

### IP ID



This allows you to have all your IP traffic to look like its coming from a unique IP address vs all other IP traffic coming from KeepYourIP.

### Usage Reporting



This will allow you to get unlimited access in 24 hour chunks to usage reporting on your IP addresses, this will allow you to have visibility to the devices public IP using the time stamp of the receiver.

**KEEPYOURIP**

ALARM IP SIGNALS YOU CONTROL



(866) 444-7007



KeepYourIP.com





**WE HAVE THE BEST  
SUNSETTING SOLUTIONS IN THE INDUSTRY.**

**IS YOUR CENTRAL STATION FOCUSED ON YOU?**

**M2M MQ03-LTE-M-FIRE-AV**

**ONLY \$180**

*includes ONE YEAR OF MONITORING  
& CELL SERVICE!!*

*\*after initial year, billing will be base monitoring + \$8/mo*



**MQ03-LTE-M-FIRE-AV**

## **MAIN FEATURES**

**UNIVERSAL SOLE PATH COMMERCIAL FIRE COMMUNICATOR - 5G ready with LTE-M**

**FAST AND EASY INSTALLATION**

**DUAL-SIM ON AT&T/VERIZON LTE-M NETWORKS**

**WORKS WITH ANY PANEL USING CONTACT ID, SIA, AND PULSE 4+2**

**CONTACT: JOYCE ROSITO**

**sales@usacs.net (877) 301-5129**

CA: #ACO 7941



**SIMPLICITY.  
APPLIED.**





WWW.OPTEXAMERICA.COM

## Eliminate 100% of False Dispatches & Dramatically Increase Customer Satisfaction & Retention

The OPTEx Bridge Series provides you with a simple, low cost solution, connecting cameras and sensors to the CHEKT Visual Verification Service. With proper system design, installation, and maintenance, our solution effectively provides fast and efficient event information that can **eliminate false dispatches**.



**NEW!**



CKB-312

### OPTEx Bridge: 12 Channel Model

The new CKB-312 OPTEx Bridge is a 12 channel device that allows you to connect up to 12 cameras & sensors to create a visual verification option for your customers. It simplifies installations; no need to add multiple Bridges on medium size applications. For larger systems, multiple CKB-312 or CKB-304 can be used. The CKB-312 Bridge can elevate any standalone, self monitored security applications by utilizing a simple app on your smart phone.

### OPTEx Bridge: 4 Channel Model

Choose the CKB-304 OPTEx 4 Channel Bridge for easy and cost-effective visual verification. The 4 Channel OPTEx Bridge is a perfect choice for small to medium sized visual verification projects. You can use the 4 Channel Bridge for professional applications or as a standalone monitored security solution.

CKB-304



Visual Verification Bridge  
Powered by CHEKT.

Learn More About Our Visual Verification Solution: [www.optexamerica.com](http://www.optexamerica.com)  
Visit Our Dealer Launch Site: [www.chekt.com/launch](http://www.chekt.com/launch)  
Contact Us: [sales@optexamerica.com](mailto:sales@optexamerica.com) | 800.966.7839





**ALL AMERICAN  
MONITORING**

**\$2.50** Nationwide  
Monitoring

**Reliability Counts**

**Over 45 Years Monitoring Experience  
The Partner you have been looking for!**



**844 489 3030 • [www★AllAmericanMonitoring★com](http://www.AllAmericanMonitoring.com)**

**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](mailto: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](http://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](http://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 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](http://DMP.com/X1).




For more details about the X1 Series or to schedule a webinar, visit [DMP.com/X1](http://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](http://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



**DAN WALKER**  
Regional Sales Manager

---

📞 916.343.0903  
✉ [dan.walker@nortekcontrol.com](mailto:dan.walker@nortekcontrol.com)  
📍 5919 Sea Otter Place  
Carlsbad, CA 92010

[nortekcontrol.com](http://nortekcontrol.com)



Standard and Custom Magnetic Contacts  
Wired and Wireless Annunciators  
Perimeter Fence Sensors

Call today for free samples

---

800-532-3492  
[sales@flairsecurity.com](mailto:sales@flairsecurity.com)  
[www.flairsecurity.com](http://www.flairsecurity.com)

*At Flair  
We Care!*

Associates News, continued on page 18





AMS Puts the Services You Need  
in the Palm of Your Hand.

877.740.0283 | [www.monitor1.com](http://www.monitor1.com)

*Setting the standard for quality monitoring and dealer service since 1980.*



**StarLink Fire**  
LTE

Proven Cellular Fire Solutions  
for All Fire Accounts

connected by  
**verizon**  
or  
**AT&T**



from **\$49.95<sup>net</sup>**

Radios replace 2 POTs lines  
on any 12V or 24V FACP

No extra power supply, No extra conduit

NFPA 72 Editions 2019 &  
UL 864 10th Ed. Code Compliant




**Paul Hoey, RSM**  
MA, CT, VT, NH, ME, RI  
Cell: 631-495-9485  
phoey@napcosecurity.com

**Glenn Koczek, RSM**  
IL, MN, ND, SD, NE, KS, IA, WI, MO  
Cell: 631-495-4569  
gkoczek@napcosecurity.com

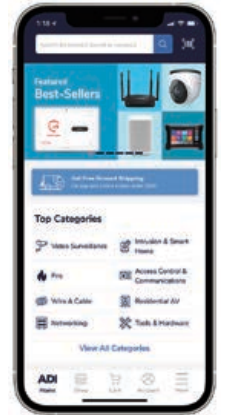
**David Donovan, RSM**  
NJ, E. PA, MD, DC, WV, DE,  
Central & E. NY  
Cell: 631-379-7464  
ddonovan@napcosecurity.com

**Dave Sheffey, Sr. Regional VP**  
1-800-645-9330 ext 383 (VM)  
Cell: 734-516-1587  
dsheffey@napcosecurity.com

333 Bayview Ave., Amityville, NY 11701  
1.800.645.9445

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](http://adiglobaldistribution.us/adi-app).

**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 mor information visit [www.altronix.com](http://www.altronix.com).

**SD MARKETING** appointed Dayna Corbet 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

Associates News, continued on page 20

Sure. Most accountants know...



But not...



**Reitman Consulting knows both.**

Does your tax professional really understand your business?  
Do you have information that helps you to run your company and compete?  
Has your tax pro even called you to do year end planning?

Our **only** clients are Security and Systems Integration firms just like yours. We know the ins and outs of the profession and what it takes to succeed, not just survive. We prepared hundreds of tax returns for firms just like yours last year -- large and small. We stay involved and communicate with you year round, not just at tax time. We are at your association meetings and conventions. We know who you are and what you do.

**This year, why not get real value from your tax professional. Call 817-698-9999. Let's get started!**

Our firm was originally founded as S.I.C. Consulting in 2001. We are a brick and mortar consulting group with associates who know your business and have the experience and resources to assist you.

**Reitman Consulting Group** began with a pencil and knowledge of the security and systems integration industry. Although founder



Mitch Reitman has much more than a pencil now, he still has the desire and ability to serve the industry.

**We're ready to go. Are you?**



**Reitman Consulting Group, Inc.**  
Tax Consulting - Brokerage - Valuation  
5408 Woodway Drive  
Fort Worth, TX 76133  
817-698-9999 [www.reitman.us](http://www.reitman.us)

**We're here to help with Federal, State and Local Tax Preparation. Call us today.**



INTRODUCING



## Real Access. Really Easy.

Cloud-based access control, using cellular, network or wifi. Installs in minutes. Total flexibility for single or multi-site management. Up to 1,000 doors per site, full edge system redundancy, full control and reporting from a single app or browser, video integration and much more.

If you're using Brivo, ProdataKey™, OpenPath, Feenics or any other access product, you owe it to your business to give us a look today.

Learn more at [DMP.com/X1](https://DMP.com/X1).

Not currently a DMP dealer? Let's talk.



All trademarks are the property of their respective owners.



**ag** | **avantguard**  
agmonitoring.com

**Monitoring Solutions for a Connected World**

**MATT BRANDON**  
National Accounts - East  
770.298.3074  
mbrandon@agmonitoring.com

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 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](http://sd.marketing) or call 888-572-4450.




**Dynamark**  
Security Centers  
"We Protect America"

**Michael Hutcher**  
Vice President, Eastern Region

9469 Route 422 Hwy E, PO Box 179, Shelocta, PA 15774  
Call/Text: (301) 992-5291  
mhutcher@dynamarkmonitoring.com www.dynamarkmonitoring.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](http://www.nationaltrainingcenter.com/product/diy)



**STANLEY**  
Security

**Custom Solutions in Wholesale Monitoring**

Offering customized solutions with a personalized approach. Utilizing best in class technology and value-added programs to suit all phases of the businesses life cycle.

800-932-3304  
[www.stanleymonitor.com](http://www.stanleymonitor.com)  
Licensing information at <https://www.stanleysecuritysolutions.com/licenses>

**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](mailto:HPardue@DMP.com). For more information, contact Mark Hillenburg, Vice President of Marketing, at [MHillenburg@DMP.com](mailto:MHillenburg@DMP.com) or visit [DMP.com](http://DMP.com).





# Fastest Cellular Sunset Solution, Every Panel & FACP, Everywhere The New Dealers' Choice:

- Installs in Minutes - For Every Application & Account
- Easiest Panel-Powered Technology; No Panel Reprogramming
- Lowest Cost - From FREE to \$100 Off All w/ Tradeup, New & Retrofits

## StarLink<sup>\*</sup> Cellular

Protect All Accounts Now.  
2 Antennas Work Better Than 1



## StarLink<sup>\*</sup> Connect

Upgrading Vista<sup>®</sup> & DSC<sup>®</sup>  
Doesn't Get Easier Than This



## StarLink<sup>\*</sup> Fire

Panel-Powered Radio  
or POTS Replacement

No FACP Reprogramming  
or Extra Power Required!



# StarLink<sup>\*</sup>

1.800.645.9445 [www.StarLinkLTE.com](http://www.StarLinkLTE.com)



Here's How To Get  
All StarLink LTE Radios FREE or \$100 Off

\*See full details online at  
[www.napcosecurity.com/starlink/starlink4upgrade/](http://www.napcosecurity.com/starlink/starlink4upgrade/)  
or scan QR Code.



Free Sales Intro Classes Online Every Thursday at 10am EST/PST

StarLink, Signal Boost™ are trademarks of Napco. Other marks trademarks of their respective cos. \*Sugg. Net equipment pricing quoted in USD with StarLink Tradeup Incentive Program™ - \$100 Incentive credit on your StarLink Account, applicable to all models. See full details [www.napcosecurity.com/starlink/starlink4upgrade](http://www.napcosecurity.com/starlink/starlink4upgrade). Promotions subject to change without prior notice.

INDUSTRY EVENTS 2021-2022

- TMA Annual Meeting**  
October 9-13, 2021, Maui, HI
- 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

- AUGUST**  
19 ..... CASIA Lobsterbake ..... Fairfield Beach, CT
- SEPTEMBER**  
16 ..... CASIA “Nine and Dine” ..... Lyman Orchards, CT
- OCTOBER**  
28 ..... CASIA Octoberfest ..... Derby, CT
- DECEMBER**  
15 ..... CASIA Holiday Party..... TBD



**National Headquarters**

3246 Noe Bixby Road, Suite 101, Columbus, Ohio 43232  
www.afa.org 844-438-2322 alex@afa.org

**AFAA Illinois**

**The Illinois Automatic Fire Alarm Association**

If Fire Safety is your career, become part of our active, professional community. We are Illinois’ Fire Alarm & Early Warning Detection Industry Association. We provide education and code advocacy for the advancement of fire and life safety in Illinois, and Nationwide.

www.il-afa.org Daniel.finnegan@siemens.com



**Scott Gould**  
Director of Sales-Southeast

525 Northern Ave. • PO Box 2070 • Hagerstown, MD 21742  
Mobile: (321) 615-1116  
sgould@dynamarkmonitoring.com www.dynamarkmonitoring.com

**BUY 1,  
GET 4 DECADES  
OF INNOVATION  
FREE.**

**TELGUARD**  
THE ALARM COMMUNICATION EXPERTS

telguard.com | 800.229.2326 (Option 5) | telguardsales.telular@ametek.com

© 2021 Telguard. Telguard and the Telguard Logo are registered trademarks of Telular Corporation | Telular is a business unit of AMETEK, Inc. All Rights Reserved. AMETEK

THE NORTHEAST MIDWEST SENTINEL

**THE SENTINEL 2021**  
Published by  
Syncomm Management Group, Inc.  
333 Washington Boulevard, #431  
Marina del Rey, CA 90292  
www.snnonline.com  
info@snnonline.com  
800-490-9680  
Jerry Lenander, Publisher

**Ad Rates:**  
Full Page .....\$500  
Half Page .....\$300  
Quarter Page .....\$ 1 5 0  
Business Card .....\$50  
All ads are full color.  
Mailed Circulation: 2,000  
Rates and Specs:  
www.snnonline.com

Contact Jerry Lenander  
info@snnonline.com  
800-490-9680

No articles herein may be reproduced without written permission from Syncomm. Syncomm is not responsible for any errors or omissions in advertising.



www.twitter.com/snnonline



www.facebook.com/snnonline



# THERE HAS NEVER BEEN A BETTER TIME TO SWITCH TO COPS MONITORING



## UPGRADE YOUR MONITORING & SAVE

If you've ever thought about upgrading your monitoring, now is the time because we're offering some of our best transfer incentives and monitoring rates – **ever**.

### Not just different. Better.

- ✓ Award-winning network of 6 UL listed, Five Diamond central stations
- ✓ The most comprehensive monitoring redundancy in North America
- ✓ Industry leading response times
- ✓ Highly trained operators & experienced leadership
- ✓ A dedicated team to support your business
- ✓ Exclusive full-featured proprietary monitoring platform & dealer access
- ✓ Extensive portfolio of value-added services to help you succeed such as access to financing, equipment discounts, dealer-branded services, & education... *just to name a few*

### Plus a whole lot more!

Call **800-367-2677 x 1256** or visit [copsmonitoring.com/UPGRADE](http://copsmonitoring.com/UPGRADE) to request your custom, confidential, no-obligation quote.

Providing nationwide professional alarm monitoring and dealer services from  
New Jersey | Florida | Arizona | Tennessee | Texas | Maryland  
800.367.2677 | Fax: 856.629.4043 | [info@copsmonitoring.com](mailto:info@copsmonitoring.com) | [copsmonitoring.com](http://copsmonitoring.com)

CA: ACO6132 • DE: 05-85 • FL: EF20000481 • IL: 127-001299 • MD: 107-840 • TN: 632/1626 • TX Burg: B11561/17961 • TX Fire: ACR2215 • VA: 11-1941



**Monitoring**  
Your Hometown Central Station



**ISC WEST**

PREMIER SPONSOR:



# COMPREHENSIVE SECURITY

FOR A SAFER, CONNECTED WORLD

**SAVE THE DATE FOR 2022!**

SIA EDUCATION@ISC: **MARCH 22-24**

EXHIBIT HALL: **MARCH 23-25**

SANDS EXPO, **LAS VEGAS, NV**

