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*Events are also highlighted throughout The Sentry*

### Chiefs of Police Endorse Model Alarm Ordinance

The International Association of Chiefs of Police (IACP) recently passed a resolution that endorses the Model Alarm Ordinance as a tool for promoting “bests practices” to achieve a reduction in alarm dispatches and recommends the ordinance to its 31,000 members in 165 countries.

The ordinance, already in use in approximately 1,000 jurisdictions, was developed and tested in a cooperative effort between the Security Industry Alarm Coalition (SIAC), the IACP, and the National Sheriffs’ Association.

The IACP resolution notes that the organization “recognizes the need for and value of enforcement tools and alarm management processes recommended in this Model Ordinance to achieve the

*Model Ordinance, continued on page 14*

### Tennessee Hosted an Extraordinary 41st Annual Convention

Tennessee continues to defy the odds in the second year of a world-wide pandemic by embracing the challenges and safely, successfully hosting their 41st Annual Convention on September 8-10, 2021 in historic Franklin, TN with more than 200 attendees. Check out the good times TNSI members had in photos throughout this newsletter.

Tennessee members attended an outdoor opening reception on the beautiful patio of the Marriott Cool Springs on Wednesday night. Thursday was packed with activities including 4 hours of socially distanced CEU credits, the Annual Meeting & Luncheon followed by four hours of exhibits with THE BEST manufacturers, distributors, and monitoring companies in the country.

Speed meetings were a hit with integrators and exhibitors as everyone had a personal, yet socially distanced, introduction to every attendee at the convention. The night ended with a gorgeous outside setting for cocktail hour, dinner and an exciting, fun filled, hilarious TNSI Team Challenge Game Night! Teams were decided by random draw which provided another opportunity for

*Tennessee, continued on page 12*



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# THE SOUTHEASTERN SENTRY

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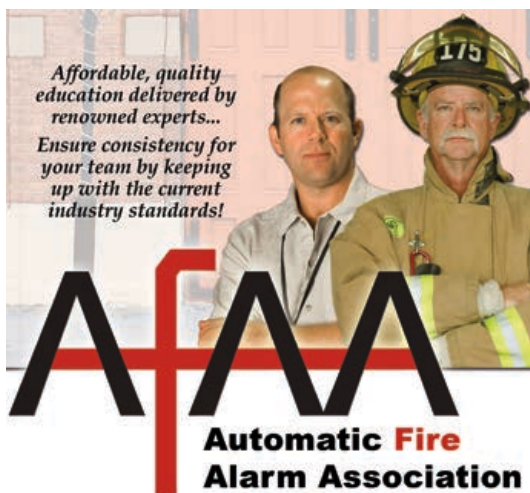
## AFAA Launches New Fire Techs of the Future Scholarship Program

The AFAA Board of Director's approved a new scholarship program to support the next generation of fire alarm technicians. A \$1,000 scholarship will be offered annually to one or more students currently studying fire alarm technology at a post-secondary institution.

The scholarship is open to all students registered in a post-secondary associates degree or program equivalent with a concentration on fire alarm technology related courses. To apply, the student must submit a transcript of their academic grades and a letter application summarizing their current studies, extracurricular activities and involvement with and career plans in the fire alarm industry. The deadline for submittal is January 1st. Submit your application electronically to admin@afaa.org.

You can help grow the program! Let us know of a contact at a local college in your network and spread the word.

Interested in supporting the next generation? Contributions to grow the program from individuals or corporations are welcome. Please contact admin@afaa.org to learn more.



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News releases, personnel promotions, informational articles

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Course title, location, city, state, telephone and website

### Special Events:

Conferences, meetings, conventions (title, location, city, state, telephone and website)



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NCESA is a chartered state association of the Electronic Security Association. Each organization represents business professionals dedicated to the betterment of the electronic security industry throughout the state of North Carolina and the U.S. Member companies install, integrate, and monitor alarm, fire detection, video, and access control systems for homes, businesses, and government agencies. For more information, visit [www.ncbfaa.net](http://www.ncbfaa.net).



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### Louisiana 2021 Convention & Trade Show

November 17, 2021 – Golf Tournament  
November 18, 2021 – CEU Day, State Meeting, TRADE SHOW!

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**Michael F. Tino**

**January 18, 1970 -  
September 13, 2021**

Michael F. Tino, 51, of Saint Petersburg Florida, was a graduate of Meadville Area High School in 1988. Michael continued his education at Cabrini University in Radnor Pa. and graduated in 1992.

Michael started his career with G.E., working his way to national accounts manager where he achieved President's club award nine times out of thirteen years.

Mike then joined Qolsys, (now k/a Johnson Controls) where he was Director of sales for eastern U.S. & Canada.

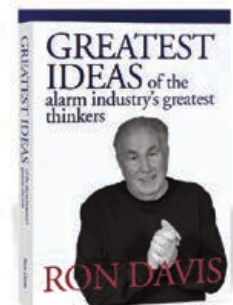
Mike was a true motorcycle enthusiast, who also loved and excelled in skeet shooting, boating and downhill skiing. His wishes were to have his ashes spread in the ocean and over the Rocky Mountains.

Michael is survived by his son Giovanni Michael and his companion and friend Kelly Hargrove was beside his side when he passed. Michael's wishes were for any contributions be made to Saint Jude's children hospital and the A.S.P.C.A.

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**CAMECT** has appointed industry veteran Ron Grubbs to head global sales and business development. Camect's global footprint has expanded to over 30 countries and Ron Grubbs brings decades of experience in sales and executive leadership. Grubbs will head global sales and business development. His background includes over 30 years of partnering with integrators to implement secure solutions for residential and commercial customers. This direct experience with security integrations will enable the continued growth of Camect's professional dealer program. "Our worldwide growth is a testament to our engineering team's innovation and the strong partnerships we have developed with the security industry", stated Camect's co-founder, Arup Mukherjee. "We are excited to have Ron join the team to continue to help support our partners and fuel our global growth." For more information, please visit [Camect.com](http://Camect.com)

**OPTEX** announced its award-winning REDSCAN PRO LiDAR Sensors are now fully integrated with Genetec™

Security Center to provide enhanced perimeter protection for the highest security sites. Genetec is the only company to leverage the live X&Y coordinates provided by the REDSCAN LiDAR to create critical area mapping and video tracking, including advanced intelligent features such as automatic target path fusion. This feature automatically merges single targets detected by multiple sensors together as one to help reduce the number of events presented via the Security Center Platform to the security staff and make them more relevant. David Lenot, Critical Infrastructure Practice Lead at Genetec, says: "The integration of the OPTEX REDSCAN PRO series into our Security Center is a game changer for perimeter security. With detection, tracking and video verification all in one device, it's not only more efficient and cost effective, but customers can expect higher levels of security and surveillance than ever before." Tomohiro Tsuji, General Manager at OPTEX, says the shared beliefs and principles between OPTEX and Genetec have helped to build a strong

working partnership: "At OPTEX, we like to work in close collaboration with our partners to deliver the very best solutions. "We have worked closely together with Genetec for a number of years, with a clear focus on innovation and integration of technologies to provide enhanced security solutions for our customers.

**RSPNDR** has created a service connecting monitoring stations with active alarms to on-demand mobile guard units. RSPNDR software removes archaic systems and automates key end-to-end processes to connect guards to alarms faster, in fewer steps. Monitoring stations have full transparency into the progression of guard response with real-time tracking, digital reports on status and photo documentation for full accountability. RSPNDR partners with local licensed guard companies to deliver alarm response demand. The app tracks, monitors and holds guards accountable while providing reporting and analytics. The platform algorithmically pings the guard that'll be able to respond first. "The value that we provide helps Monitoring Stations, Alarm Companies and Guard Companies generate more recurring revenue by adding Guards as a Service, while connecting active alarms with otherwise unoccupied guard units and giving end-users a higher level of safety, security and peace-of-mind," says Frank Pietrobono, SVP of Sales and Business Development for RSPNDR. RSPNDR is currently operating in Las Vegas, California, Washington, Phoenix and

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

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Tucson. The next select areas planned for expansion include Colorado, Georgia, New Mexico, Ohio, Texas, Illinois and Wisconsin. Visit [www.rspndr.io](http://www.rspndr.io) for more information.

**HONEYWELL**, in a limited time offer, is excited to announce you can now upgrade your AlarmNet 3G/4G fire alarm communicator to a new LTE model and receive a \$50 rebate. By upgrading your AlarmNet communicator soon, you can avoid service disruptions, minimize hassle – all while earning a special rebate. Upgrade today. Device rebate is only available to customers with existing AlarmNet 3G/4G device accounts. To claim your rebate, you must complete BOTH of the following steps. STEP 1: Conduct the device swap either through your dealer account with Alarmnet 360 or your central station account. STEP 2: Click here to claim your rebate. Upon validation of your upgrade, your \$50 rebate will be sent to you by AlarmNet based on the contact information you provided and in accordance with the program rules

## INDUSTRY NEWS

**BOYD & ASSOCIATES** announced the purchase of Security Network, Inc. founded in 1992 by Mitch Salehi. SNI offers commercial and residential burglar and fire alarm systems in Los Angeles and Orange Counties. The deal brings Boyd & Associates, based in Southern California, nearly 900 commercial and residential customers. “We are grateful that while the pandemic has been hard on everyone, we have been able to continue to

provide the same level of customer service while expanding our reach,” said Boyd. Boyd has been a long-time friend of Salehi since his top performer days at Westec. Boyd & Associates has made a string of smaller acquisitions in the last decade, ramping up the speed of purchases in the past two to three years. With locations in both Ventura and Orange Counties, Boyd & Associates can service customers throughout Southern California.

### TMA Executive Director Honored

The Monitoring Association (TMA) announced its Executive Director, Celia T. Besore, has been selected to join with nine other association executives in The American Society Association Executives’ (ASAE) 2021 Class of Fellows. The Fellows program bestows an honorary recognition upon exceptional association



leaders making noteworthy and sustained contributions of leadership to their organizations, ASAE and the association management profession. Besore joins 273 association industry professionals who have received this designation since the program’s inception in 1986. ASAE is a membership organization of more than 48,000 association



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## Tennessee Convention, continued from page 1

attendees to get to know members they may not have met yet. TNSI Trivia and 40 years of memories were the highlight of the night. Fabulous prizes were awarded to Winning Team #8: Suzie Murrell, Bobby Walters, Cherri Roper, Cheryl Wegman, LJ Lynes, and Michael Roark.

The 2021 TNSI Convention ended on Friday at noon after integrators completed another 4 hours of CEU credit. We appreciate our TNSI Convention Sponsors for getting their CEU courses approved with the State of Tennessee and offering them at our convention. Many thanks to our 2021 TNSI Convention Sponsors:

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Sadly, Tennessee lost six loyal members in 2020 and 2021. We are still heartbroken over the loss of Milton Murrell, Terry Thurman, Cecil Hogan, William "Bubba" Suttles, Dudley Williamson and Ed Hale. Please continue to pray for their families as they were not only leaders in the security industry, but leaders of the families they left behind.

SPECIAL THANKS to our 2021 TNSI Board of Directors for volunteering and giving of their time to meet and research new ways to generate revenue during two years of a pandemic...Larry Brooks, Mike Holt, Doug Fraker, Chip Wolf, Scott Brockamp, Jim Zink, Corey Cochran, Brian McGuire, Jules Richard, John Sorrell, LJ Lynes, Jay Estes, Chase Shults and Randy Hendricks.

The Tennessee Network of Security Integrators - TNSI (formerly the Tennessee Electronic Security Association-TNESA and the Tennessee Burglar & Fire Alarm Association-TBFAA) is a security industry family. We love and care about our members, individually and professionally. Membership and training are our primary sources of income. It is imperative that we maintain our current membership while continually inviting and welcoming new industry professionals to join our non-profit association. If you are looking for a security industry family, a place to call home to network and learn from experienced, security professionals, call or email Penny Brooks, TNSI Executive Director at 615-791-9590 or ExecutiveDirector@theTNSI.org. Please visit our website at [www.theTNSI.org](http://www.theTNSI.org) for more information about our association.

Looking forward to TNSI's 2022 Convention in Chattanooga TN on September 14-16 and CELEBRATING TNSI's 42nd year as an association.

Penny Brooks, TNSI Executive Director  
 615-791-9590 ExecutiveDirector@theTNSI.org



*Patrick Egan wins the rifle in a drawing which benefits the Butch Work Benevolence Fund and gives it to "tech in training" Boone Cavanaugh (with mom - Christina Cavanaugh) who convinced Mr. Egan to purchase the tickets.*



### Model Ordinance, continued from page 1

desired reduction in alarm dispatches experienced by police agencies.”



“When fully implemented and enforced, the Model Ordinance results in an approximate 60% reduction or more in alarm dispatches,” said **Stan Martin, SIAC Executive Director**.

“The ordinance focuses on the very small percentage of systems that cause problems for law enforcement and takes into account that 85% of alarm systems generate no dispatches in any given year.”

### The Model Ordinance incorporates best practices that have proven to reduce calls for services, including:

- **ECC – Enhanced Call Confirmation** (previously called Enhanced Call Verification or ECV) – Two calls to different numbers to determine the cause of the alarm and whether a dispatch is required. Video, audio, and other means of confirmation are also included in the referenced ANSI CS-V01 standard in the Model Ordinance.
- **Requiring Alarm Permits w/fees** – Registration for security systems is critical for the effective management of alarm programs.
- **Limiting Free Responses/fines** – Setting reasonable fines for alarm dispatches can be a significant deterrent to the occasional offender. Allowing a maximum of two free responses before incurring fines is advisable. Utilizing one free response will yield even higher dispatch reductions.
- **Ceasing Response to Chronic Abusers** – The industry supports stopping response to the chronic abusers while including a reasonable appeal and restoration process.
- **Accepting Cancellations** – Allowing calls to be canceled if originating party verifies response is not needed.

“SIAC recognizes and supports the importance of a strong relationship between law enforcement and the private sector,” said Martin. “As the industry’s voice on electronic security issues, SIAC is committed to continuing its decades-long collaboration with leading law enforcement organizations such as the IACP to support our shared mission to protect lives and property.”

For more information, go to [www.SIACinc.org](http://www.SIACinc.org), [www.siacinc.wordpress.com](http://www.siacinc.wordpress.com), or follow us on [www.twitter.com/siacinc](https://twitter.com/siacinc).

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## IRS Notices, Liens and Levies

By Mitch Reitman



The IRS collection division is recovering from pre-pandemic lockdowns and began sending out letters from the Automated Collection System function in June. They also restarted the income tax levy program in July. In addition, responsible officers continue to work on non-filer cases and are sending out notices and billing notices; however, their focus is primarily on egregious cases, such as high-income non-filers.

According to an IRS spokesperson “There’s still a backlog of paper, and until that’s cleared there will be people that efiled and mailed in their check, the check cleared, but they get notices saying they never paid. That’s the downside of restarting the program. They have to do it because otherwise people will get complacent when they think there’ll be no repercussion for not paying.”

“The phone lines are still backlogged due to taxpayers not getting their refunds,” he explained. “They have to go through manual processing, mostly for returns that had additional stimulus funds. Because of time constraints, the IRS didn’t have time to fully reconfigure their computers to recalculate the additional credits due for the additional stimulus money.

This year continues to be unique and filled with issues. The IRS has hired over 3,200 employees to cover attrition and to increase staffing. As the IRS is attempting to reduce the backlog, the Austin and Fresno Service Centers have been tapped to help process Forms 941. As of mid-July, approximately 1.8 million forms have not yet been processed. For returns prior to 2021, 11,000 are still in inventory. These figures are for Form 941 returns — they don’t include Form 940, or Form 941X amended returns. This problem is a large issue because many companies qualified for the Employee Retention Credit and are waiting for these returns to be processed so that they can receive their tax credit refunds.

If you receive a notice from the IRS that you believe is incorrect, don’t have a heart attack, but don’t disregard it either. Contact your tax professional or call us so that you can respond properly and timely. You should also call (or have your professional call) and request collections hold on your account. This will keep you from a surprise lien or levy and the accompanying headaches that come with them.

*Mitch Reitman is the Managing Principal of Reitman Consulting Group. He can be reached at MReitman@Reitman.US.*



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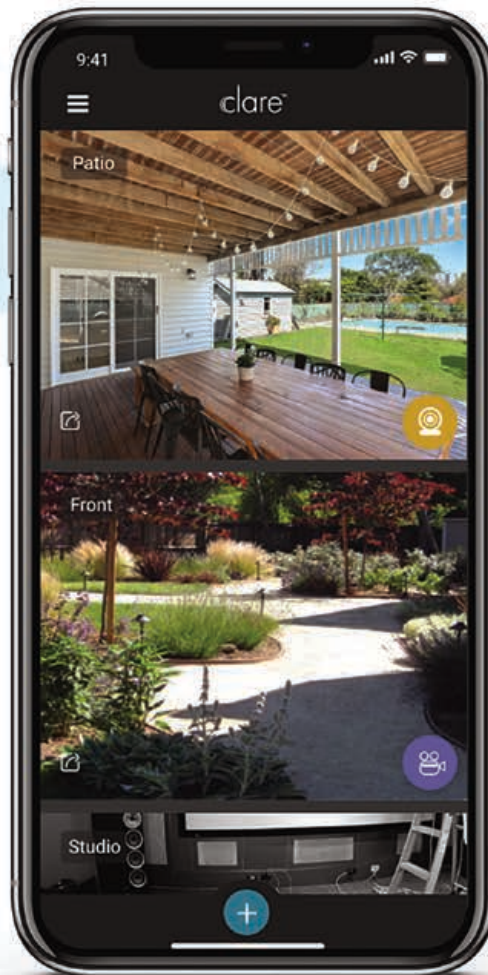


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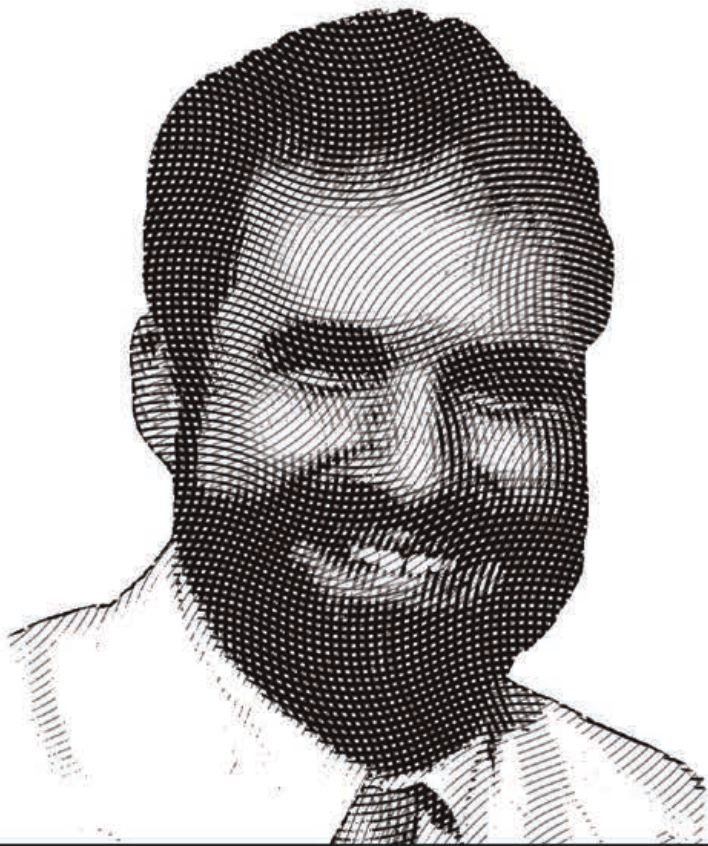
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See also page 26 for certification courses and additional training.

**NATIONAL TRAINING CENTER (NTC)** has launched a 90-day online training bundle where experienced professionals and beginning students can learn more about security, NICET and life-safety while studying for one of several NICET examinations if so desired. "We've gotten a lot of great feedback from our field technicians who have used the online training in the past year and they've all successfully taken their NICET exams." says Stephanie Wlosinski with Davis-Ulmer of Amherst, NY. Included in NTC's 90-Day Bundle are the following study regiments: Level 1-4 NICET Fire Alarm Certification Online Training, All Security Systems Online Trainings, Fire Alarm Systems Online Training, NICET Water-Based Systems. To connect with an NTC professional, call 702-648-8899, email [cs@nationaltrainingcenter.net](mailto:cs@nationaltrainingcenter.net), or visit [www.nationaltrainingcenter.com](http://www.nationaltrainingcenter.com).

The California Alarm Association (CAA) training program is 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 more information and demos, visit [www.nationaltrainingprogram.com](http://www.nationaltrainingprogram.com). Details can also be found on page 22.



### New Training Program

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**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:  
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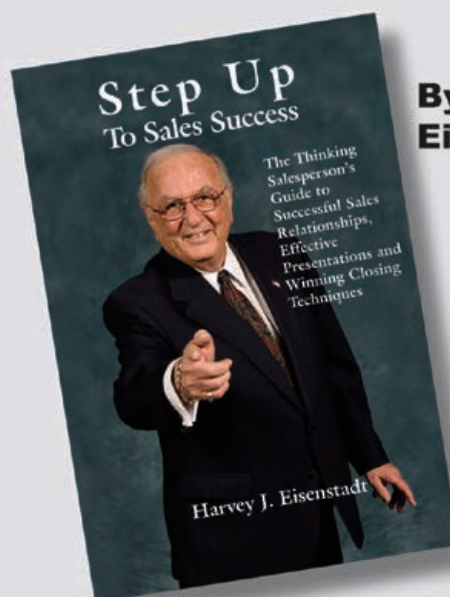
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December 4-5 .... TN FIRE Certification (16 hours) ..... Nashville

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- TMA Ops-Tech**  
November 7-11, 2021, Charlotte, NC
- ISC East**  
November 17-18, 2021, Javits Center, NYC, NY
- CAA Winter Convention**  
December 1 - 4, 2021, The Fairmont, San Francisco, CA
- Imperial Capital Security Investor Conference**  
December 12 - 14, 2021, New York, NY
- SIA/ISC Loves Security**  
March 22, 2022, THE ROCKHOUSE, Las Vegas, NV
- ISC West**  
March 23-25, 2022, Sands Expo Center, Las Vegas, NV
- AFAA Annual Conference**  
May 3 - 5, 2022, Palm Coast, FL
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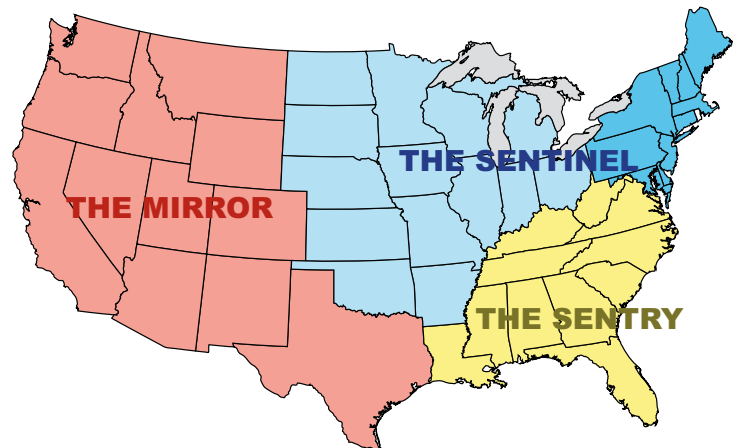
The Louisiana Life Safety & Security Association will offer certification courses for Louisiana technicians and sales reps in the cities of Jefferson, Lafayette and Monroe. Students can attend class in person or participate via Zoom webinar. Registration is available at <http://training.llssa.org/>.

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