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TMA Elects President, Presents Awards

The Monitoring Association (TMA) announced that Morgan Hertel, Vice President of Technology and Innovation, Rapid Response Monitoring, Inc., is its new President beginning on October 14 at the



The new TMA President Morgan Hertel



Robert Bean, recipient of the Stanley C. Lott Memorial Award



Glenn Schroeder, TMA Standards Committee Chair, recipient of the Mel Mahler Award for outstanding contributions.

conclusion of TMA's 2021 Virtual Annual Meeting.

Hertel succeeds Don Young, ADT, who will serve an additional two-year term as Immediate Past President on the TMA Executive Committee. "I am extremely excited about taking on the next two years," expressed Hertel. "TMA is a very unique trade association in that it supports a culture of inclusiveness that both encourages and nurtures positive, productive collaboration. Most members have deep connections with other members and are able and open to working together for the betterment of the industry." As TMA's president, Hertel is focused on preparing TMA to meet the rapidly evolving needs of its members as technology increases at an exponential rate.

Young presented the Stanley C. Lott Memorial Award to TMA Past President Robert R. Bean, formerly of Alert Alarm of Hawaii. The Stanley C. Lott Memorial Award, established in 1991 to honor its namesake, a dedicated leader and past president, recognizes exceptional leadership and support. In presenting the award to Bean, Young commented, "Two words that epitomized Stan Lott's character are integrity and dedication. As chair of the Membership Committee, the award winner was a driving force to increase TMA membership, including international members.

Bean remarked, "I am humbled. This is the highest honor that TMA can bestow on any member. Putting me in the category along with the other previous honorees is definitely humbling. I thank TMA very much for this great award."

Past President Young also presented the Mel Mahler Award to TMA Standards Committee Chair Glenn Schroeder, NetOne. The Mel Mahler Award is presented at the discretion of the TMA president in recognition of outstanding contributions within his/her tenure.

"Glenn has collaborated jointly with monitoring professionals within the TMA community, as well as public safety and communications professionals, to introduce new technologies, standards, and processes aimed at reducing risk and heightening safety and security," stated Young. "I am enormously grateful to have had this professional on my leadership team over the last two years and his contributions will most certainly significantly impact the future of TMA, our industry, and the families and businesses we protect for decades to come."

"I am stunned, honored, and especially humbled to be recognized," stated Schroeder when presented with the award from Young. "It's been an absolute privilege to work alongside the many talented people focused on important industry projects that I believe in and have a passion for."

For more information on TMA, visit www.tma.us.



INDUSTRY EVENTS 2021-2022

TMA The Monitoring Association 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

CAA Summer Convention/Hilton Palm Springs
May 18 - 21, 2022

ESX
June 14-17, 2022, Ft. Worth, TX

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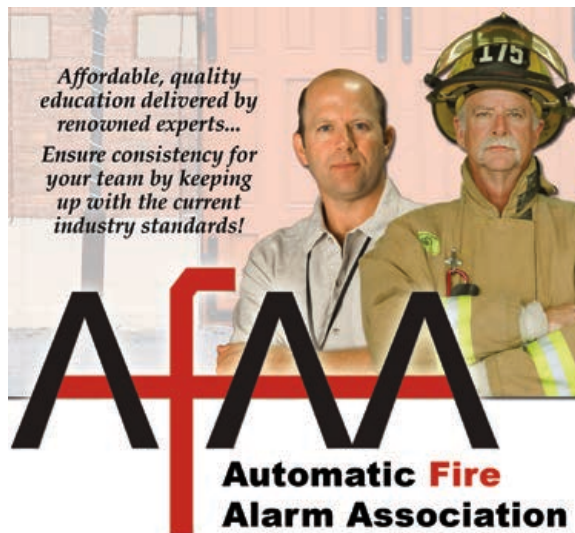
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AFAA Launches New Fire Techs of the Future Scholarship Program

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.*

3246 Noe Bixby Road, Suite 101
Columbus, Ohio 43232

www.afaa.org
844-438-2322 alex@afaa.org

Certification Courses November 18, 2021 CEU Day, State Meeting, TRADE SHOW! Golf Tournament Nov. 17



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 FST and Continuing Education Training Programs

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.

Details also on page 14 in this issue of THE SENTRY.



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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.ncfaa.net.



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For CEU CREDIT information - see <https://www.alabamaalarm.org/CEU-Course-Review>

Membership, Associate Membership and Sponsors

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.



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Georgia Electronic Life Safety & Security Association

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



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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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Board Meetings are generally the first Wednesday of each month at 5:00 p.m.



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INDUSTRY NEWS

EASTERN BANK announced that A-COM Integrated Solutions is a new commercial banking customer. "Eastern understands our model, has ensured a smooth process for managing our working capital and daily treasury needs, and offers the resources to support our future plans as new opportunities form from our customers' changing need," said Wayne Beck, CEO and Founder of A-COM. The Commercial Banking team

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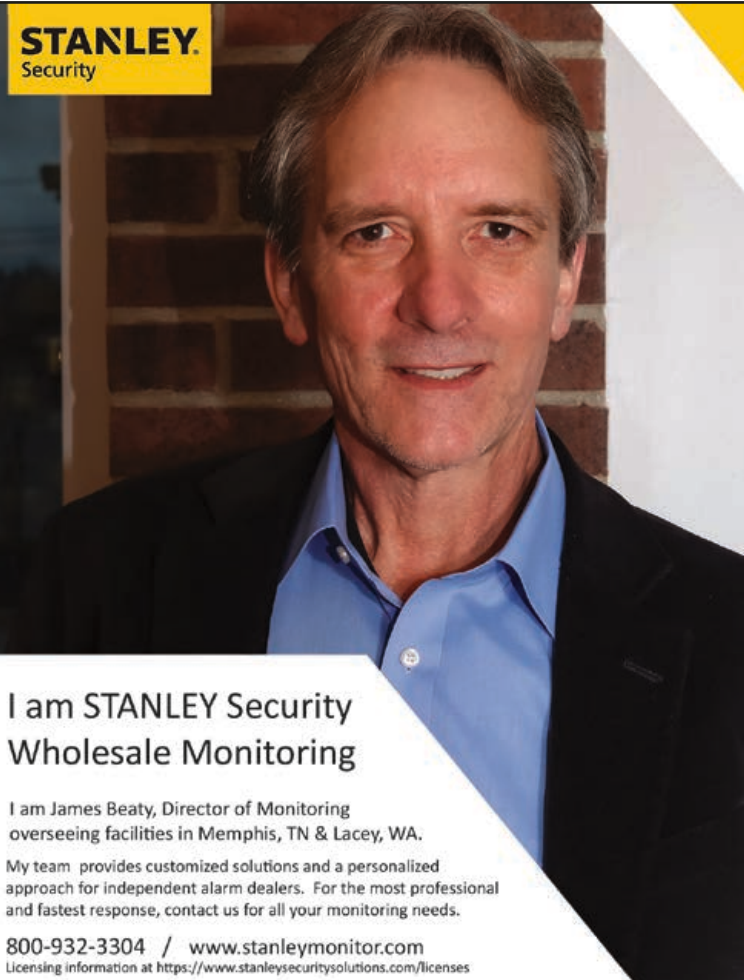
advising A-COM included Executive Vice President, Senior Commercial Banking Officer Greg Buscone, Senior Vice President and Commercial Team Leader Brendan O'Neill, and Senior Vice President and Commercial Relationship Manager Matthew Hunt.

Because of COVID, schools have made it permissible for students to bring and use a refillable water bottle to school. Christie Costello from the **KIMBERLY TAUER FOUNDATION, INC (KTF)** was approached by a local elementary school in Pensacola,

STANLEY
Security

FL. Peggy Page with **STANLEY SECURITY WHOLESALE MONITORING** answered the call and provided 600 refillable water bottles. This donation plus donations from the community provided 800 refillable water bottles for this school. Every child now has their very own bottle and the school has extras for when they are misplaced.

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

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DMP welcomed Jeff Garetano to the East Sales team as Dealer Development Manager for Florida. Before accepting this position, Jeff had previous experience at DMP. "Jeff has a great deal of industry experience and knowledge," said Mark NeSmith, DMP Vice President of Sales. "We're beyond excited to welcome our team member back." Jeff has worked in the security industry for the majority of his life. "My father owned a security company," he said. "I started in the mid '90s working at his company, helping out technicians." Throughout his career, Jeff has worked in all parts of the security industry including technical and sales roles, distribution, and manufacturing. "I'm looking forward to many years ahead with DMP and I'm excited to be back," Jeff said. "DMP is highly respected, especially for its quality products made in the U.S. This is rare in the industry. It's a representation of great products made by great people." For more information, contact Mark Hillenburg at MHillenburg@DMP.com or visit DMP.com.

DMP welcomed Mark Taylor to the East Sales team as Dealer Development Manager for the Southeast region. Dealers in South Carolina, Georgia, and the Florida Panhandle will be reporting to Mark for guidance and support. Mark worked for 15 years in the alarm industry and, since 2005, had been employed at both ADT and Protection One. "DMP has a professional, courteous atmosphere with a great product," said Mark. "It's easy for the customer to use and easy for technicians to install and program, not to mention the alarms are made in the USA. To work for a company that designs and manufactures in the USA is a great asset." Mark can be reached at 417-831-9362 Ext. 1403, CELL 417-849-8135 or MTaylor@DMP.com.



CONTINENTAL ACCESS, a division of **NAPCO SECURITY TECHNOLOGIES, INC.**, announced the next generation of its popular Access Control & Integration Appliance (model #CA-ASA). It offers super-quick and convenient installation, with no software to license or install on any client or server; a typical web browser is all that is needed. The next gen CA-ASA allows up to 128 readers or doors, has a total of 5 USB ports (3 USB Type A ports and 2 USB Type C), and an HDMI port (no converter necessary). It offers email



& SMS event notification, is mobile credential ready, comes with TeamViewer pre-installed for no-roll service calls and includes all of Continental's hardware and software manuals. For information any of the full line of NAPCO Access solutions, please call 800-645-9445 or salesinfo@cacaccess.com.

The Chetta Family announced that Richard Drew has been appointed President of **GMS**, a member of the GMS team for more than 21 years with experience in every aspect of the company.



With his appointment, GMS continues to uphold the highest levels of professionalism, integrity, and technology, striving to deliver exceptional customer service in safety and security. Richard, and the entire team of dedicated professionals at GMS look forward to continuing being the monitoring company of choice for our current customers.

With his appointment, GMS continues to uphold the highest levels of professionalism, integrity, and technology, striving to deliver exceptional customer service in

MARKS USA, a division of **NAPCO SECURITY TECHNOLOGIES**, announced the debut of its new labor-saving



Lectra Electrified Locks. Lectra is ideal for stairwell doors, mantraps, hospitals and receptionist buzz-in applications. It's available in both mortise and cylindrical solenoid-operated locks in 12 or 24 VDC. Lectra locks feature easy and clean installation, saving time and labor over electric strikes; concealed latches for greater security, fail-safe & fail-secure models, and Lectra mortise models offer various modes of operation and lock

information such as Request to Exit (REX) and key override switch &/or latch bolt sensor. Lectra locks are ADA-Compliant, meet ANSI/BHMA 156.2 and are UL listed for a 3-hour fire rating. For more information on Marks USA Lectra Locks call 800-645-9445, email info@marksusa.com, or visit Marks online at www.marksusa.com.

SDI announced the availability of the new Bedrock AM100 Class 1 Measuring Instrument which offers speech intelligibility testing and more. The AM100 continues the development of easy-to-use and versatile measuring tools, progressing several steps at once. Some



of the many new features that the AM100 includes are wireless connectivity (Bluetooth and Wifi), a second input channel, a headset jack and an internal signal generator. The specs have also been upgraded in every possible way, from dynamic range to internal storage space and battery life. For more information visit sdfire.com.

NATIONAL TRAINING CENTER (NTC) study books are commonly used by security technicians, locksmiths, and life-safety professionals for self-improvement, company education, and to prepare for examinations of all kinds. NTC provides access to a comprehensive library of valuable resources to help industry professionals maintain and upgrade their knowledge, skills, training, and certifications. To connect with an NTC professional, call (702) 648-8899, email cs@nationaltrainingcenter.net, or visit <https://nationaltrainingcenter.com/>

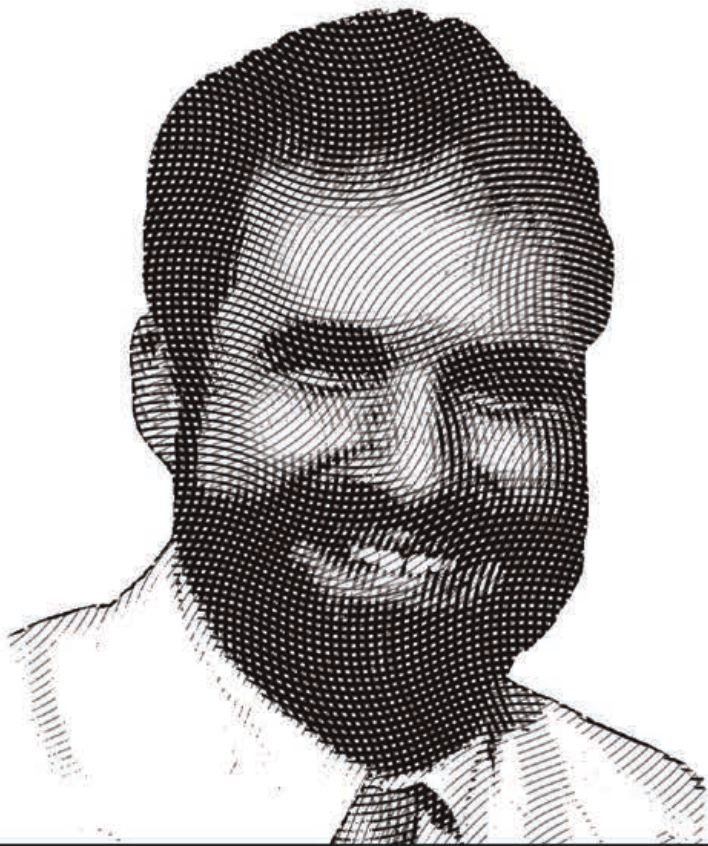
VICON INDUSTRIES announced the appointment of both Andronicus Turner and Jason Lloyd as Regional Sales Managers.



As Regional Sales Manager for California, Nevada, and Hawaii, Vicon appointed Turner, who has an extensive career within the industry and a demonstrated ability to nurture strong relationships



with system integrators, dealers, and end-users. They also announced Jason Lloyd as Regional Sales Manager for Chicago, Northern Illinois, and Wisconsin. Lloyd has more than 20 years of experience and expertise working at the dealer and integrator level. "We are excited to continue our expansion and welcome Andronicus Turner and Jason Lloyd to the Vicon family," said Bret McGowan, Senior Vice President, Sales and Marketing. To learn more about the availability of our technologies email sales@vicon-security.com.



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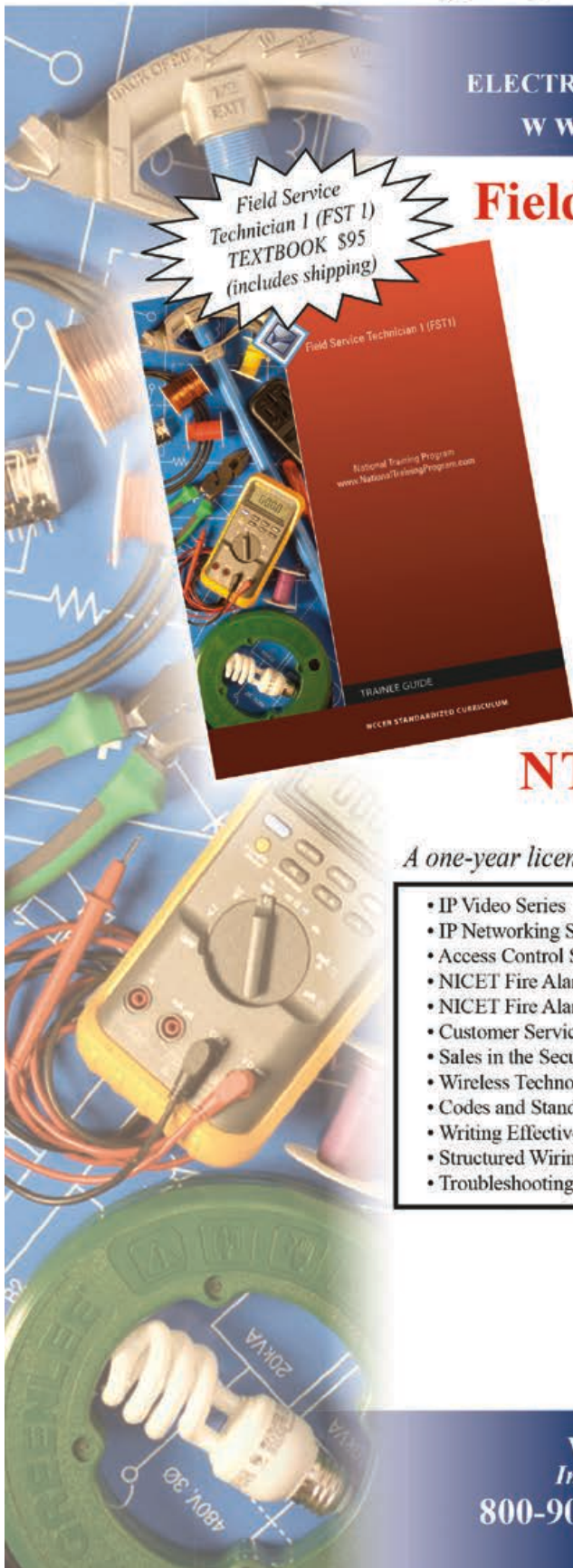
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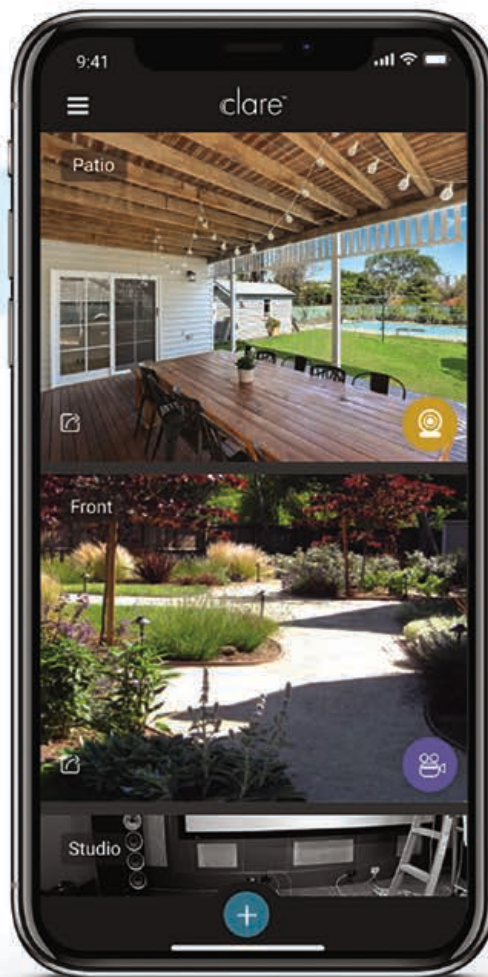


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INDUSTRY EVENTS

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

CAA Summer Convention

May 18 - 21, 2022

ESX

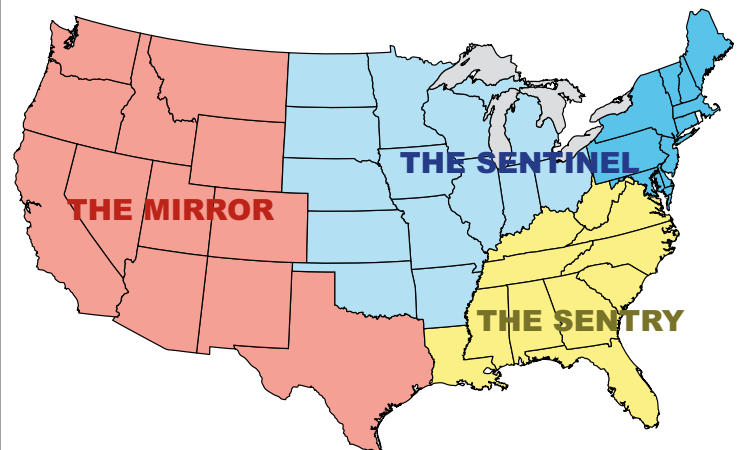
June 14-17, 2022, Ft. Worth, TX

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