THE SOUTHEASTERN SENTRY

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CONTENTS

Associates News.....8, 10, 12

Contact Information.....4

Event Calendars..... 1, 22

Events are also highlighted throughout The Sentry

2022 Education and Training Opportunities

The Mississippi Security Association offers certification courses required to be licensed in the State of Mississippi by the Mississippi State Fire Marshal Electronic Protection Division. Certification courses are offered in person, virtual and online. Visit www.mississippisecurityassociation.com for additional information.

Training School - 2022 Training Classes

• Level 1 - System Installer
(In Person, Zoom & Online)
Meets MS requirements for:
Class C System Installer
Class B System Technician (1 of 3)
24 CEUs - Cost $300
-Instructor Led Classes:
March 8-10, 2022 - Tupelo
June 21-23, 2022 - Gulfport
October 5-7, 2022 - Jackson
-Zoom Classes:
March 25-27, 2022
May 20-22, 2022
June 24-26, 2022
July 29-31, 2022
August 26-28, 2022
September 23-25, 2022
October 28-30, 2022
December 9-11, 2022
-Online/Self-Paced 24/7

• Advanced Systems Technician
Meets MS requirements for:
Class B System Technician (2 of 3)
16 CEUs - Cost $300
-Zoom Classes:
March 12-13, 2022
June 4-5, 2022
August 13-14, 2022
November 5-6, 2022
-Online/Self-Paced 24/7

• Life Safety Fire Technician
Meets MS requirements for:
Class B System Technician (3 of 3)
16 CEUs - Cost $300
-Zoom Classes:
March 19-20, 2022
May 14-15, 2022
June 11-12, 2022
July 23-24, 2022
August 20-21, 2022
September 17-18, 2022
October 22-23, 2022
December 3-4, 2022

• System Salesperson
Meets MS requirements for:
Class D System Salesperson
8 CEUs - Cost $215
-Zoom Classes:
April 9, 2022
July 16, 2022
August 6, 2022
October 8, 2022
November 12, 2022
-Online/Self-Paced 24/7

Continuing Education

State Meeting in the North (Tupelo) - March 10, 2022.
8 CEUs available.
Registration coming soon!

State Meeting on the Coast (Gulfport) - June 23, 2022.
8 CEUs available.
Registration coming soon!

Convention/Trade Show (Jackson) - September 21, 2022.
8 CEUs available.
Registration coming soon!

Contact MSA:
Phone (601) 668-0528
E-mail msalert@bellsouth.net
Mississippi Security Association | P.O. Box 720252, Jackson, MS 39272

ALABAMA
Level 1System Installer and Advanced System technician - Visit www.alabamaalarm.org for more information.

TENNESSEE TRAINING SCHEDULE
Visit https://thetnsi.org/documents/TNSI_Training_Schedule_2022.pdf

The LOUISIANA Life Safety & Security Association
Certification courses for Louisiana technicians. Visit http://training.llssa.org/.

NTP Programs offered through the CAA California Alarm Association -FST and Continuing Education- are available to technicians nationwide. Visit www.nationaltrainingprogram.com. Details on page 14.

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Register for the 2022 NCSLVA Golf Event
Monday, April 4th
Catawaba Country Club
1154 Country Club Rd
Newton, NC 28658-
Details on page 22 Calendar page.

Mississippi Security Association
P.O. Box 720252, Jackson, MS 39272
Phone: (601) 668-0528
Email: msalert@bellsouth.net
Website:
www.mississippisecurityassociation.com
Facebook:
https://www.facebook.com/MississippiSA
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www.fla-alarms.org
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sguthrie@fla-alarms.org

Alabama Alarm Association
7031 Halcyon Park Drive
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Email: director@alabamaalarm.org
www.AlabamaAlarm.org
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Visit www.alabamaalarm.org for more information.

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

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gelssainfo@gelssa.com - www.gelssa.com.

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

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TMA Contact: Julie Webber,
Vice President of Education & Training
Email: jwebber@tma.us
Direct Dial: (703) 660-4915

To register, contact Leigh A. McGuire, TMA Director of Marketing & Communications - Email: lmcguire@tma.us

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Orlando, FL	$11 Million

MOST RECENT CLOSINGS 2021:

Lafayette, LA	$8 Million
Huston, TX	$1.5 Million
Edison, NJ	$10 Million
Providence, RI	$2.5 Million
Memphis, TN	$4.2 Million
Tampa, FL	$6.8 Million
Los Angeles, CA	$10.4 Million
Philadelphia, PA	$12 Million
Fort Myers, FL	$21.5 Million

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CONSULT 2022 Technical Security Symposium to be held October 28-31, 2022 in Nashville, TN announced that General (RET.) Stan McChrystal will be the event keynote speaker. The Keynote address will focus on essential dimensions of control that we can adjust at any given time to identify and address risk. Every attendee at CONSULT will receive a copy of the book, with a book signing to follow the Keynote. Qualified security consultants and engineers may register for the event with a registration code supplied by SecuritySpecifiers. Email ray@securityspecifiers.com to obtain a code.

SECURITY-NET, INC., a network of leading security system integrators welcomed Strategic Security Solutions, a commercial security integrator focused on providing security solutions to commercial entities, universities, critical infrastructure and healthcare facilities, to its membership. Strategic Security Solutions joins as the 19th member company and marks a period of fast growth for the organization. Jay Slaughterbeck, chief executive officer of Strategic Security Solutions, will serve as the member representative for the company. "As true integrators, our goal is to solve problems, tighten security and streamline processes for our end-user customers," said Slaughterbeck. Founded in 2001, Strategic Security Solutions originated as a division of a structured wiring company called Strategic Connections. With 33 employees, Strategic Security Solutions primarily serves clients in commercial, university, healthcare, and critical infrastructure markets. "Strategic Security Solutions has worked with many of our Security-Net partners over the years and the company is known for its focused perspective on security integration," said John Krumme of Security-Net. "We look forward to furthering this work and their contribution to our shared best practices."

Avi Lupo, co-president of **DICE CORPORATION**, announced that the company has increased its global footprint by adding six data centers outside the United States and Canada that are actively used to serve its growing interactive video and alarm monitoring clients overseas plus allow DICE to process web page applications locally and closest to its growing alarm dealer base in North America. The six data centers are supporting markets in Latin America, Europe, Asia, and expanded footprints in North America. "Having the additional data centers allows us to provide not only cloud services for those who do not want receivers on their site, but also backup and disaster recovery services, all on a global basis. ." said DICE Corporation President and CEO Cliff Dice. For more information visit www.dicecorp.com or call 989-891-2800.

NAPCO SECURITY TECHNOLOGIES welcomed Mark Miller as the new Regional Sales Manager for New England, and Paul Hoey, former RSM, as new systems applications support provider for the country. Miller, well-known in New England, comes to Napco with a successful track record and long-tenure in the region at a well-known area distributor, and prior to that held roles at two large dealers in MA and CA, respectively. Paul Hoey, a Napco industry icon will provide system configuration support and virtual technical help assistance for the

Associates News, continued on page 10

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growing number of Napco Systems Dealer nationally. New England Dealers, feel free to reach out to New Napco NE RSM, Mark Miller, for product introductions, training and assistance directly at mmiller@napcosecurity.com or cell 631-495-9485; or nationwide dealers can contact Paul Hoey for systems design/configuration help at 631-793-3672 or phoey@napcosecurity.com. To visit Mark in person, and see Napco's latest and greatest systems, connected services or cellular solutions, see NAPCO at Booth 12031, ISC West Las Vegas March 23-25, 2022.

NAPCO SECURITY TECHNOLOGIES is pleased to introduce the FREE "NAPCO StarLink FACP-Saver Calculator App" for Dealers' smart devices. The FREE StarLink Fire® Savings Calculator App will help show prospective enduser/customers their actual annual savings with StarLink cellular vs. copper POTS lines on their Fire Alarm Control Panels. It's easy! Napco's Free StarLink App is a real eye-opener and a guaranteed Sales Closer Tool a Company's whole sales team can carry right on the phone in their pocket, to help "redistribute" the monthly revenue that the phone company used to receive from copper leased landlines, into any savvy fire dealer or alarm company's bottom line, using StarLink Cellular. The App is downloadable today from Apple® or Google Store®, just search on "StarLink FACP Saver by NAPCO". For more on the new NAPCO StarLink FACP-Saver Calculator or on StarLink Fire 12V/24 Universal Cellular Solutions, including the StarLink $100 Dealer Tradeup incentive on POTS or any brand radio accounts, visit www.napcosecurity.com or contact NAPCO at 800-645-9445.

CLARE CONTROLS has kicked off the new year with its Winter Update that empowers users with greater system control, enhances security features, provides dealers with powerful new system management options and adds 10 new drivers for native integration of more 3rd-party peripherals than ever before. "Our goal is to consistently increase the value of ClareOne for our partners and homeowners with new features and support for third-party device integrations," said Clint Choate, Snap One Security Market Director. "Clare accomplishes this by providing consistent over-the-air updates, improvements, and new integrations to the Clare App, the ClareOne system, and Fusion Pro software."

SDI headlines Trutest for False Alarm Reduction. Although functional testing of smoke detectors is a fairly common practice, detector sensitivity testing is something that is often overlooked. While it is essential and easy to test the functionality of a smoke detector, there is more to be accounted for. The sensitivity of a detector can drift over time and can become problematic. Smoke detector sensitivity testing is more than just a precaution – Chapter 14 of NFPA 72 requires it. For this reason, it is imperative that a code compliant sensitivity tester be used for this purpose. Trutest conforms to all code requirements and is the world's most accurate and easy to use smoke detector sensitivity tester. By gradually introducing smoke to the detector's chamber, Trutest serves as a means of testing the functionality and sensitivity of a detector simultaneously. It is also battery operated and compatible with Solo access poles, allowing for easy reach of detectors on raised ceilings.

Associates News, continued on page 12

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WORKHORSE, a full-scale back-office and communications solutions provider for the security industry, has announced the launch of its newest service, the Monitoring Center Server. The new software includes groundbreaking product enhancements and features specifically designed to give alarm companies the capability to interact with numerous third-party programs through a single API, saving companies months in development time and costs. "The team at WorkHorse was really great to work with, enabling us to quickly make available to our dealers some very powerful features that allow them and Monitoring Centers alike to streamline operations within the SecureCom Wireless Dealer Admin and Virtual Keypad software applications. ... We look forward to working more with Steve Hayes and the team at WorkHorse," says Mark Hillenburg, VP Marketing at DMP. To learn more about WorkHorse and all its solutions, including the Monitoring Center Server, visit workhorsescs.com.

HAKIMO announced the addition of Jason Wright as the new director of sales.The addition of Wright in this critical role will help Hakimo continue to build its sales team and expand the market reach for its AI software. Wright comes to Hakimo from Openpath Security, where he was part of the sales team during the company's startup phase until its recent sale to Motorola for more than $300 million. "I'm excited to be working with Hakimo and to help bring to market an AI software solution that helps to solve complex problems faced by GSOCs," said Wright. "Hakimo2 has the unique ability to solve problems in the security industry that many other solutions haven't been able to tackle."

AIPHONE has enhanced the IX Series PC Master Station Software and now offers two easy-to-use options to turn any personal computer into a feature-rich intercom. The IX-SOFT and IXW-MASOFT give customers the option to choose between a portable, plug-and-play USB dongle to activate individual personal computers or a multipurpose adaptor for a single PC, a group of five PCs, or a group of ten PCs. Since the adaptor uses inputs to send task commands to specific PC stations, it provides increased security by remaining in a secure location instead of physically at the station. This adaptor option is important for companies who do not allow the use of USB dongles on computers. "Whether the need is for simple management solutions or enterprise-level communication, the IX-SOFT series continues to be an easy-to-use and convenient option for all customers," said Brad Kamcheff, marketing manager, Aiphone.

POTTER ELECTRIC SIGNAL COMPANY announced the release of the PAD200-PCD Photo/CO combo device. By combining multiple elements of fire detection (smoke and CO) into a single device, the PAD200-PCD smoke/CO detector reduces cost and installation time. The PAD200-PCD detector is compliant with UL 268, UL 2075, and UL 521 7th Edition. The PAD200-PCD detector uses high quality photoelectric smoke detection, and features drift compensation with a built-in dirty detector warning. The carbon monoxide sensing portion uses a proven electrochemical sensor for accurate detection of CO gas. The PAD200-PCHD incorporates both above elements with a proven thermistor for accurate and reliable heat detection. Visit www.pottersignal.com for more information.

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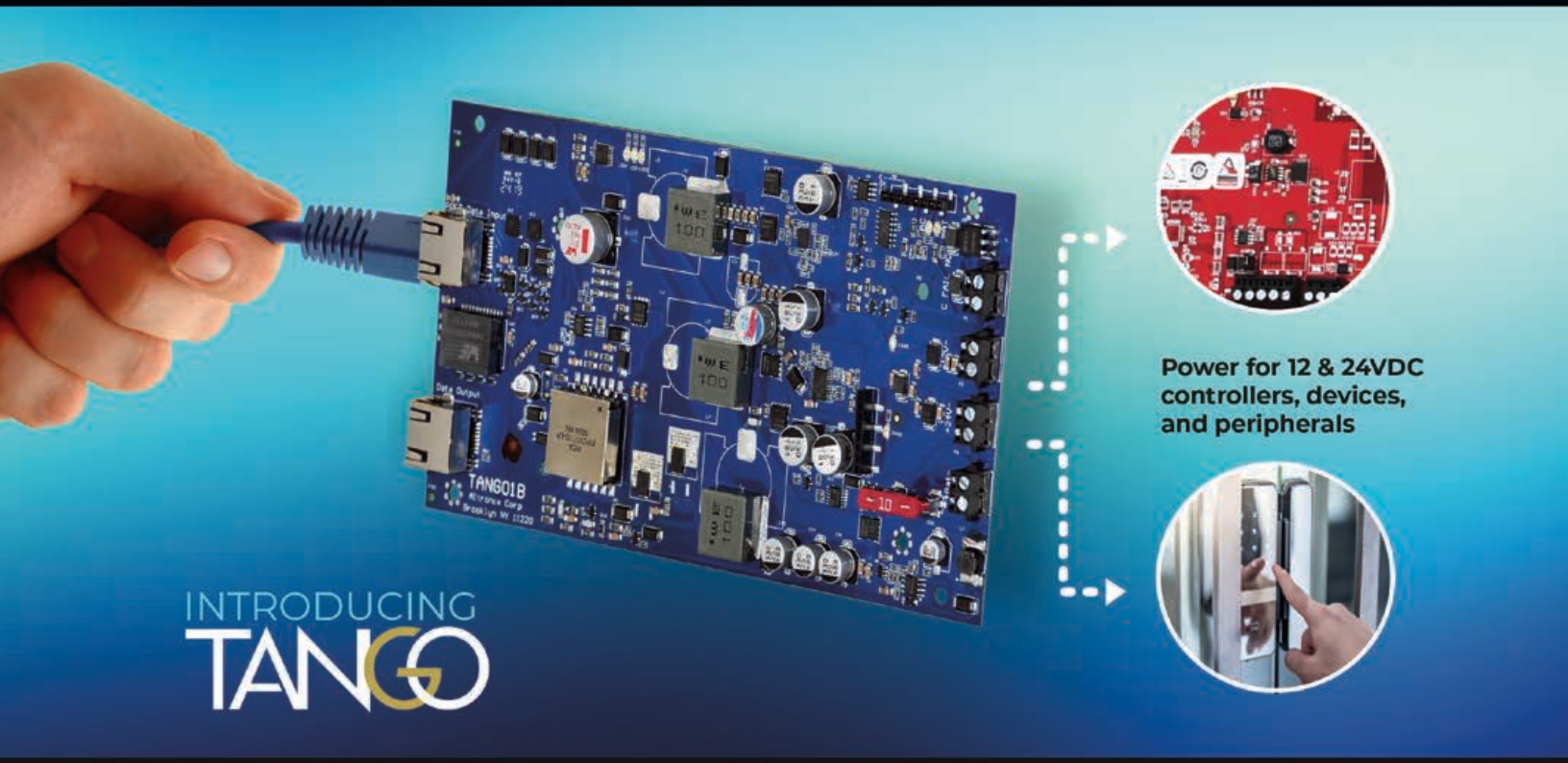

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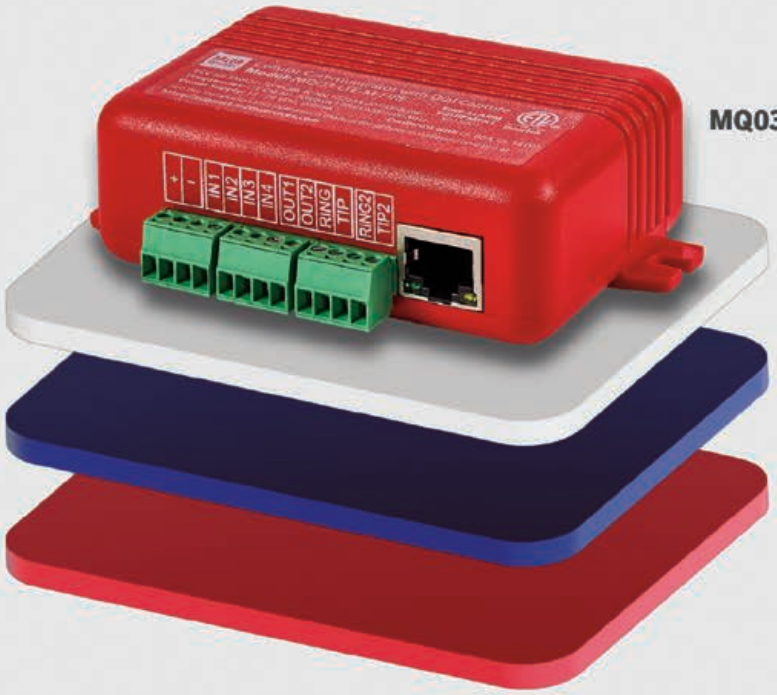

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MARCH
9-10 ..... Mississippi State Meeting.....Tupelo

JUNE
22-23 .... Mississippi State Meeting on the Coast .....Gulfport

SEPTEMBER
21-22 .... Mississippi Annual Convention/Trade Show .....Jackson

2022 AFAA Annual Fire Expo
May 5, 2022

The AFAA Fire Expo will be held **May 2 - May 5, 2022** in Palm Coast, FL at the Hammock Beach Golf Resort & Spa. Registration is now OPEN for our 2022 Annual Fire Expo and we have secured a room rate of $195 per night at the Hammock Beach Golf Resort & Spa. A link to book your room will be provided after you complete your registration. For information visit www.afaa.org.

North Carolina Security and Low Voltage Association
NCSLVA
Licensed intrusion, fire, video, access, & connectivity professionals
www.ncslva.org

Register for the 2022 NCSLVA Golf Event

Monday, April 4 - Catawaba Country Club
1154 Country Club Rd., Newton, NC 28658

$100 / Single Player or $380 / Foursome

- 7:00 AM Registration Check In
- 7:30 AM- 12:30 PM Trade Show & Training
- 11:30 AM Lunch – Sponsored by ELK Products
- 1 PM – Shotgun Tee Off

NCSLVA Board & Membership Meeting

April 3rd — 4 - 6 PM - Hilton Garden Inn, Hickory, NC

NCSLVA Reservation rates - (828) 327-1000

For full list of scheduled events, please visit www.ncslva.org.

INDUSTRY EVENTS 2022-2023

March 22, 2022
SIA/ISC Loves Security, THE ROCKHOUSE, Las Vegas, NV
March 23-25, 2022
ISC West, Sands Expo Center, Las Vegas, NV
April 26-28, 2022
TMA Virtual Mid-Year Meeting, www.tma.us
May 3-5, 2022
AFAA Annual Conference, Palm Coast, FL
June 14-17, 2022
ESX, Ft. Worth, TX
September 11-15, 2022
TMA OPSTech, Charlotte, NC.
October 29 – November 2, 2022
TMA Annual Meeting , Marco Island, FL
November 16-17, 2022
ISC East, New York, NY
2023 - November 4-8, 2023
TMA Annual Meeting, Kapalua, Maui, Hawaii

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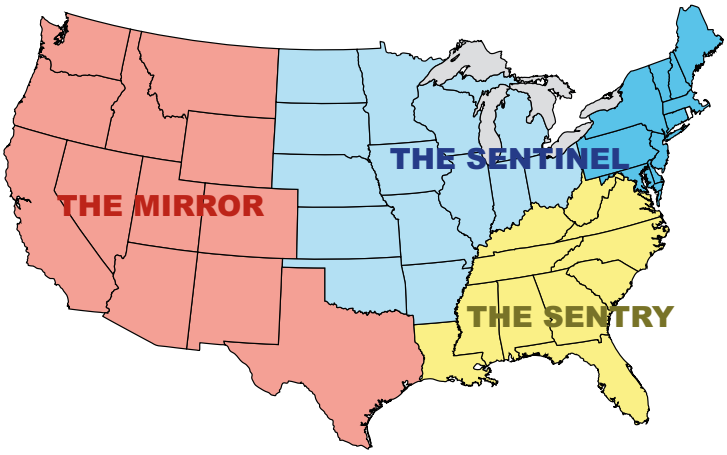

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