

THE SOUTHEASTERN SENTRY

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Georgia Leadership Role Leads John Loud to Receive Moody Award

The William N. Moody Award will be presented to John Loud at the 2022 ESX – Electronic Security EXPO SIAC Breakfast at the Fort Worth, TX Convention Center on Friday June 17. The Security Industry Alarm Coalition (SIAC) Moody Award is given annually to an individual who demonstrates a passion for advancing alarm management initiatives and persevering in the face of adversity.

John took a leadership role as Vice President of the Electronic Security Association (ESA) and President of LOUD Security to encourage Georgia Governor Bri-P. Kemp to sign and the Georgia legislature to pass a bill that bans counties and municipalities

safety organization. The successful passage of the Georgia legislation demonstrates his commitment and effectiveness in these endeavors.

Loud was delighted with the recognition, and said when notified, "...It is important to note that this was a group effort by dozens of committed individuals in our industry and the state legislature who helped make sure that common sense prevailed in Georgia. Our industry needs to continue to support our state and local alarm associations as well as SIAC so that we are ready to work with any community that wishes to reduce unnecessary dispatches with a proven model and experts ready to assist."



The William N. Moody Award was established in 2004 by the SIAC Board of Directors to recognize those who embody Bill's dedication to alarm management issues. The award honors individuals who reflect attributes that include integrity, fairness and perseverance in the face of adversity.



from passing customer alarm fines to the alarm dealer for payment. This groundbreaking legislation came in response to the decision by the city of Sandy Springs to bill alarm companies for their customers fines.

John's leadership roles in ESA and the Georgia Electronic Life Safety & Systems Association (GELSSA) demonstrate a career-long commitment to helping our industry protect life and property through cooperation with public officials and public

It's Convention Time in TENNESSEE!! September 14-16, 2022

Mark your calendars and plan now to attend TNSI's 42nd Annual Trade Show and Convention in beautiful downtown Chattanooga on September 14-16, 2022! We promise to keep you thoroughly entertained for three days!



This year TNSI is hosting our first Axe Throwing Competition as well as our annual golf tournament and a

three-course dinner aboard the Tennessee Valley Railroad Dinner Train while traveling through the beautiful mountains of Chattanooga to Summerville, Georgia and returning to Grand Junction Depot in Chattanooga. For more details on CEUs, Exhibits, Golf, etc., please see below.

Integrator and Exhibitor Registration Forms are available on our website at: www.theTNSI.org.

CEU'S: TNSI We will be offering 8 CEU credit hours that are approved by the TN Alarm Systems Contractors office.

EXHIBITS: TNSI Exhibitors are the best of the best in our industry. Dress comfortably and prepare to walk around and meet face to face with the actual manufacturers, distributors, and monitoring companies that you do business with daily. Exhibits are FREE to attend, so bring your employees! EVERYONE MUST HAVE A NAME BADGE to enter.

ANNUAL MEETING/ LUNCHEON: Important updates on TNSI and the Security Industry are presented at our Annual Meeting. New Board Members are also elected at our Annual Meeting.



Convention, continued on pg. 3

The logo features the letters 'RMS' in a bold, blue, sans-serif font. The '30' is significantly larger, with the '3' in blue and the '0' in white with a blue outline. Below '30', the word 'YEARS' is written in a smaller, blue, sans-serif font. The background is a blurred image of a calendar with dates visible, including 'March', 'November', and '11'.

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Jerry Lenander
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Send your special events including conferences (Title, Location, City, State, Telephone and Website) to info@snnonline.com.



Convention, continued from page 1



AXE THROWING: TNSI is hosting its first Axe Throwing Competition! Axe throwing is easy to learn, and every aspect is designed with your fun and safety in mind. Professional instructors will assist and facilitate our axe throwing experience. Join us for a little FUN competition!! Cost is \$45.

GOLF TOURNAMENT:

TNSI's Golf Tournament will be held at The Bear Trace at Harrison Bay. The course was designed by Jack Nicklaus and is surrounded by the beautiful Chickamauga Lake. The course features Champion Bermuda greens and Bermuda fairways lined with soaring pines and hardwood trees. Most greens are open in front and water touches 12 fairways. Cost is \$85.

OUTING: TNSI is excited to host a private three-course dinner aboard the Tennessee Valley Railroad Dinner Train on Thursday night with a 2-hour train ride! Buses will



pick us up at the Doubletree and take us to the Tennessee Valley Railroad Museum. The Dinner cost \$75 per person but we are only charging \$50 so hopefully everyone can attend. The entrée selections are chicken, beef, salmon, and vegetarian. Water, tea, lemonade, and coffee are included with the dinner. You are welcome to bring your own wine or beer. Can't wait for this exciting outing on the Tennessee Valley Railroad Dinner Train!! Cost is \$50.

HOTEL

RESERVATIONS:

TNSI has blocked rooms at the Doubletree by Hilton Downtown Chattanooga. Please make your reservations TODAY by calling 423-756-5150 or use the link on our website. Room rates are \$129 per night, please mention you are with the Tennessee Network of Security Integrators (TNSI). This rate is good through August 20, 2022. After that date, reservations will be accepted on a room and rate availability basis.

QUESTIONS? Contact: TNSI Executive Director Penny Brooks

615-791-9590 ExecutiveDirector@theTNSI.org

Looking forward to WELCOMING YOU with a BIG Tennessee HUG in Chattanooga in September!!

Advertise in the Sentry

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Georgia Electronic Life Safety & Systems 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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5000 W Esplanade Ave, #286
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Darwin Smith
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2022 Education and Training Opportunities



The Mississippi Security Association offers are 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

(In Person, Zoom & Online)

Meets MS requirements for:

- Class C System Installer
- Class B System Technician (1 of 3)

24 CEUs - Cost \$300

Level 1 - System Installer

Instructor Led Classes:

- June 21-23, 2022 - Gulfport
- October 5-7, 2022 - Jackson

Zoom Classes:

- 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

Zoom Classes:

- June 4-5, 2022
- August 13-14, 2022
- November 5-6, 2022

Online/Self-Paced 24/7

Meets MS requirements for:

- Class B System Technician (2 of 3)

16 CEUs - Cost \$300

Life Safety Fire Technician

Zoom Classes:

- 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

Meets MS requirements for:

- Class B System Technician (3 of 3)

16 CEUs - Cost \$300

System Salesperson

Zoom Classes:

- July 16, 2022
- August 6, 2022
- October 8, 2022
- November 12, 2022

Online/Self-Paced 24/7

Meets MS requirements for:

- Class D System Salesperson

8 CEUs - Cost \$215

Continuing Education

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

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TENNESSEE TRAINING SCHEDULE

Questions: Please call or Email the TNSI office at 615-791-9590 or executive-director@theTNSI.org.



The LOUISIANA Life Safety & Security Association

The Louisiana Life Safety & Security Association will offer certification courses for Louisiana technicians and sales reps in the cities of Baton Rouge, Jefferson, Lafayette and Monroe. Students can attend class in person or participate via Zoom webinar. Registration is available at <http://training.llssa.org/>.

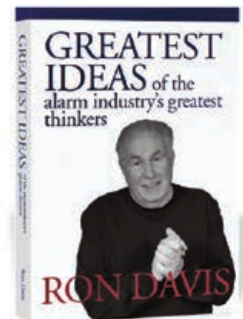


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SNAP ONE today extended its Partner support with the announcement that it has formed partnerships with Azione, HTSA, HTSN and Prosource as a key part of its long term strategy to help dealers succeed. According to Greg Simmons, Snap One Vice President of Industry Partnerships, all four partnerships help the company to support more Partners, and ensure products are available through whatever procurement channels they prefer. "Buying groups provide unique benefits to Partners, and we are excited to now be a part of all four major CEDIA U.S. organizations," Simmons said. The buying groups represent nearly 1,300 top-performing integrators, making them important partners and an integral part of the company's marketing strategy.

SAF-COM SUPPLY welcomes Ivy Kiyomura as our Northern California Business Development Manager. With more than 17 years of fire life safety industry experience, Ivy began her career as the Marketing Coordinator for Hochiki America, then moved to the Western and Southwest Regional Manager positions for SDi test and inspection equipment. She recently held a seat as a board director for the California Automatic Fire Alarm Association (CAFAA) and currently chairs the Membership & Conference committees as an active CAFAA member. She will support our existing Northern California customer base and will also grow our national business respectively. Customers now have a local contact in the Northern California and across the nation for their fire life safety equipment needs as well as support with submittals, design and drafting of fire alarm and BDA systems.



VICON was recognized by the Security Industry Association (SIA) as an award winner at the 2022 SIA New Products and Solutions (NPS) Awards, a flagship program presented in partnership with ISC West. Vicon was selected as the 2022 Honorable Mention in the Video Surveillance Cameras category for the company's innovative Roughneck Pro 32MP Multi-Sensor Camera and was honored on March 23 during an award ceremony on the ISC West show floor. "We are pleased to be honored by SIA for our Roughneck Pro 32MP Multi-Sensor Camera. Our solution helps address many pain points within the industry. This recognition solidifies the value of our technology and position as an innovator," said Bret McGowan, Senior Vice President, Sales and Marketing. To learn more about Vicon or the availability of our technologies, email sales@vicon-security.com.

OPENEYE has introduced a family of analytics-enabled cameras capable of detecting person, vehicle and line-crossing video events. The cameras are available in multiple form factors and resolutions and combine the analytics capabilities with OpenEye Web Services (OWS) to receive real-time alerts and streamline video event search. "We are excited to offer our own line of analytics cameras and give our customers the opportunity to add analytics to more of their deployments and use that new data to create more actionable intelligence and reduce false positives," says Ian Siemer, OpenEye's vice president of product management. "The benefits of video analytics are clear. We want to provide users an end-to-end camera analytics solution from OpenEye, that they know will work seamlessly with the platform."

SNAP ONE launched a new, consolidated Partner Rewards program that awards points for every purchase online and in official Snap One Partner stores. The program features five levels, providing incredible benefits like progressively larger discounts, free shipping, expedited gear replacement, premium tech support and even access to exclusive partner events. The new Partner Rewards program awards Snap One Partners with one point per dollar on third party Snap One distributed products, two points per dollar for one tier of Snap One manufactured products, and three points per dollar for the second tier of Snap One manufactured products. A complete breakdown of the rewards earned by brand and product type is available at www.snapav.com.

AVANTGUARD was recently named a finalist for the TMA/SDM Monitoring Center of the Year Award of Excellence. President Justin Bailey has served on the TMA board multiple years and currently serves as the Secretary of the Executive Committee. The

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 Regional Sales & Channel Manager
 Florida
 1-800-645-9330 ext 144 (VM)
 Cell: 407-484-5167
 kmccaffrey@napcosecurity.com

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AvantGuard subscriber base grew from 850,000 to 1.1 million subscribers and they launched the new My.AG platform to help dealers manage their business better and easier.

ADI GLOBAL DISTRIBUTION announced it will unify its Pro AV products distribution offering under the ADI Global Distribution brand. Following the integration of its newly acquired Shoreview Distribution business, ADI will integrate its Herman Pro AV business this spring. Herman Integration Services (HIS), the AV labor subcontracting services, will retain its brand and continue to serve as a value-added service available through ADI. "We identified Pro AV as a growing category for ADI and our customers, and we continue to make significant investments to broaden our reach and strengthen our market position," said Cynthia Menna, vice president and general manager, Pro AV at ADI. "Unifying under one solid brand and providing a central source for our Pro AV products portfolio will make it easier for customers to leverage ADI's scale and resources to fuel new growth." For more information visit www.adiglobal.com.



SD MARKETING appointed Daniel DeBlasio as Director of Business Development. The appointment fortifies and supports the company's expanding services amid the development of the exclusive 50-50-30 Program. "I am excited to be a part of the



SD Marketing team as the Director of Business Development. I was drawn to the group for its fervent commitment to the security industry," DeBlasio commented. "I'm looking forward to working with the entire team to build onto the current momentum and create a successful future." DeBlasio brings over 20 years of experience successfully collaborating and delivering innovative technology products and solutions to the market. "We are excited to welcome Dan to this key role at SD Marketing

as we continue to expand," said David Morgan, Co-Founder, SD Marketing. "Dan's personal philosophy of providing superior client care and his ability to relate to people make him a perfect cultural fit for our team."

TELGUARD announced the promotion to Regional Sales Manager for Priscilla Weber, David Cruz and Marshall Lorden. As Regional Sales Managers they are responsible for representing Telguard with all customer categories including central stations, distribution partners, strategic accounts, security dealers and integrators. Weber will cover Canada and Rocky Mountain, Cruz will cover South Central, and Lorden will serve Southeastern.



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TMA Expands Educational Offerings

The Monitoring Association (TMA) has greatly expanded its online library of education and training courses offered on its Learning Management System (LMS) at TMATraining.org. More than 75 hours of course work have been added because of a formal collaboration with SecurityCEU.com. Topics vary widely and include customer service; sales;

access control; IP video; IP networking; perimeter security detection; troubleshooting; writing effective incident reports; wireless technologies; cyber and cloud security; effective communication; alarm science; project management; and more. Additionally, TMA will now offer the National Training Program (NTP)'s Field Service Technician (FST) program in cooperation with the California Alarm Association (CAA) and Syncomm Management Group, Inc.



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“Education has long been a hallmark of TMA,” stated TMA President Morgan Hertel. “As the trade association for the professional monitoring industry, our members look to TMA for professional development courses that deliver high-quality content that focus on their distinct business needs and licensing requirements. We are successful when our members achieve success. With the addition of these valuable courses, TMA is in a much stronger position to equip its members with the knowledge and abilities to grow and excel in today’s competitive marketplace. It’s an exciting time.”

These new additions join TMA’s existing thirteen (13) online operator training modules on topics ranging from leadership, customer service, and call handling to

cybersecurity, false alarm management, and standards that make up the Monitoring Center Operator Online Level 1 and Level 2 courses.

“We are delighted to bring our rich content, approved at the national and state level for license compliance to TMA. CMOOR has worked with TMA for almost 18 years in one capacity or another. This was a natural progression of our already strong relationship, where the members and TMA as an organization will benefit,” remarked Connie Moorhead, president, The CMOOR Group, the owner and operator of SecurityCEU.com.

“We are proud to partner with The Monitoring Association to present foundational training to their members in advancement of their core mission,” said Jerry Lenander of the National Training Program. “The Field Service Technician curriculum is a comprehensive offering that reflects the changing technology in the industry.”

View TMA’s complete library of educational offerings at TMATraining.org.

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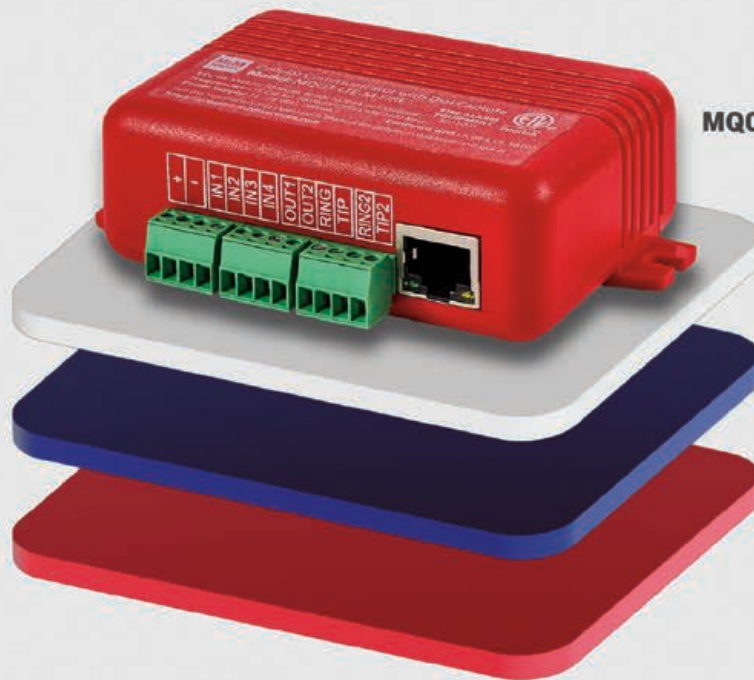
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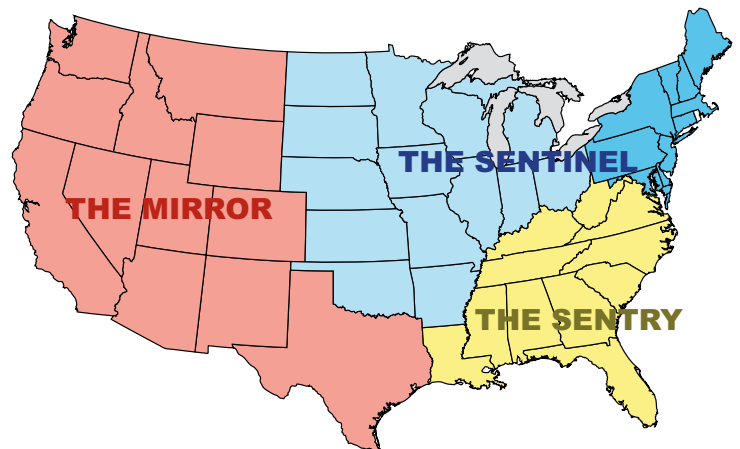
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