

# THE SOUTHEASTERN SENTRY

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## Florida Police Chiefs Praise SIAC's Engagement on Alarm Management



By Stan Martin, SIAC

The Florida Police Chiefs Association (FPCA) President Stephan Dembinsky recently sent SIAC one

of the most meaningful appreciation letters we have ever received — a tribute to our SIAC team, Glen Mowrey,

profession. By forming the Alarm Management Committee, it afforded us the opportunity to exchange ideas and learn more about the challenges that both professions face.

These partnerships would never have occurred without you and Mr. Glen Mowrey. As you know, Glen has a unique talent of bringing people together to further a mission, so we appreciate his longstanding involvement in the FPCA and the service he provides our members.

The adoption of the Model Alarm Ordinance that is being used by our agencies throughout the state has improved operations and significantly reduced personnel time in responding to false alarms. Again, another positive outcome from this partnership.

We have worked together on several legislative issues affecting both Associations and we believe that the Enhanced Call Verification (ECV) was one of our greatest accomplishments. If I am not mistaken, Florida was the first state to implement ECV. Again, this shows that working together on areas of mutual concern can only enhance our ability to move our respective missions forward."

This formula has worked in many more states and is still working today, albeit through a gradual process that in most cases takes years of tenacious perseverance tempered with patience. The same applies to professional relationships within IACP, NSA and other national law enforcement associations

Times have changed, person to person meetings, conferences with these groups have greatly diminished, yet the personal relationships remain and continue to pay dividends. I thank each of you for the personal support and commitment day after day. Let us all be encouraged by what has been accomplished to date and may we each look forward to finding new ways to keep us in the forefront of the challenges ahead!"

St. Cloud Lauded for 67 Percent Reduction

As an example of SIAC's work with cities in Florida, St. Cloud achieved a 67 percent reduction in false alarms during its first year using the Florida Police Chiefs Association Model Alarm Ordinance

The City of St. Cloud Florida and its Police Department was presented SIAC's Award of Distinction and AAF Alarm Management Award for its outstanding work in reducing alarm dispatches.

SIAC worked with AAF and representatives with the St. Cloud Police Department staff, city staff and the city attorney's office using the FPCA Model Ordinance in obtaining the outstanding reduction of alarm dispatch requests.

St. Cloud Police Chief Gauntlett stated, "Our success in reducing alarm calls allows officers to be more proactive in community policing activities."

"Utilizing the FPCA Model Ordinance streamlines working with the agency in establishing an alarm management program," Glen Mowrey added.

Our thanks to FPCA for their recognition and support of SIAC's efforts. With mutual support, we see progress throughout the state of Florida and in specific examples like the city of St. Cloud.



Glen Mowrey



Bob Neely and AAF (Alarm Association of Florida) for the years of nurturing and professional investment/support of Florida Chiefs.

If we look back 18-20 years, many of us remember the nearly impossible task we faced with reaching out to the numerous Florida Chiefs, their fierce independence and the lack of willingness to work together with us in the alarm management arena. First, with Glen reaching out to individual chiefs,

opening a few doors, and then bringing Bob Neely (now retired Executive Director/AAF) into the fold, they established relationships that led to trust and ultimately to the formation of an Alarm Management Committee within the Florida Chiefs Association. That led to acceptance of the Model Ordinance followed by the passing of a state law requiring ECV (two-call) and joint cooperation with other legislation. A beautiful example of the ultimate public-private sector partnership!

Cited below is an excerpt from Chief Stephan Dembinsky to SIAC: "We felt it important to express our thanks and deep appreciation of the longstanding partnership with the Alarm Association of Florida (AAF) and the Security Industry Alarm Coalition (SIAC). The relationship between our organizations has proven to be extremely beneficial and more importantly for our members. When we first established our partnership and support of the Association and the Coalition back in 2005, we never imagined the positive impact it would have on our



Bob Neely

## INDUSTRY EVENTS 2021-2022

### 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

### ESX

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

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info@snnonline.com  
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## 2022 AFAA Annual Fire Expo

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](http://www.afaa.org).



## 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](mailto: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](mailto:admin@afaa.org) to learn more.*

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Phone (800) 899-2099 | (954) 748-7779



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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](http://www.ncfaa.net).



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# MISSION 500

## Mission 500 Bats for \$33,000

Mission 500 held its 7th annual Security Softball Game on October 9, 2021, at Overpeck County Park in Leonia, NJ and raised over \$33,000. The event enabled Mission 500 to meet its goal of filling 300 care packs with essential school supplies for donation to children living in severe poverty in the South Bronx who attend Title One schools in the area. Additionally, \$2,500 of the proceeds raised will be donated to the New York Firefighters Burn Center Foundation Children's Camp, a not-for-profit dedicated to the advancement of burn care, research, prevention, education and the proper treatment of burns. The organization also sends burn victims under the age of eighteen to have fun at summer camp.

"The security industry community never fails to show their support, whether it is with this annual softball game or the many other events that the Mission 500 organization works with each year," says Ken Gould, Mission 500 chairman and owner of KJG Consulting. "Thank you to everyone who participated, and special thanks to the event sponsors. We could not have done it without you."

Event sponsors included: **Alarms R Us; Altronix; American Security; Anixter; Axis Communications; Beacon Protection; Chartrand Associates; Credo Cyber Consulting; Complete Security Systems; Dahua USA; DMP; First Response Systems; Guardian; ISC East, Ken Gould Consulting; Keri Systems; Lensec; LRG Marketing Communications; NJELSA; Napco StarLink; NYFAA; PSA Security Network; Paige DataCom; Purr'n Pooch; SecurityInfoWatch; Security Business; Security Systems News; Security Today; VGM Group; Volt; and Zenitel.**

For more information on how you or your organization can help, contact Kat Mullins at [kat@mission500.org](mailto:kat@mission500.org).

## 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:  
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For more information and demos, visit [www.nationaltrainingprogram.com](http://www.nationaltrainingprogram.com).

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

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**SECURITYCEU.COM** has launched Alarm Science Course 1, a new online training course based on the authoritative peer-reviewed treatise *The Alarm Science Manual™*, by nationally known alarm and security industry expert Jeffrey D. Zwirn. The Alarm Science Course 1 offers an in-depth and fascinating forensic look at security systems that will help to scientifically and technically ensure that electronic security and life safety systems will



operate as intended, and most importantly when needed in an emergency. "SecurityCEU.com is about staying relevant and providing our clients the best training possible from which the security and alarm industry can truly benefit," said

Connie Moorhead, CEO at The CMOOR Group who owns and operates SecurityCEU.com. "We are so thrilled to be offering this course in partnership with Jeffrey Zwirn, who is known throughout the industry as THE expert on the forensic study of alarm systems." For information visit [www.securityceu.com](http://www.securityceu.com).

**ADVANCED SECURITY TECHNOLOGIES (AST)** announced the acquisition of Premier Security and Fire (Premier) of Modesto, CA. The purchase was financed by Alarm Financial Services (AFS). This acquisition will allow AST to continue its growth in the residential and commercial markets. For AST CEO, Bob Ricucci, the deal was especially accretive. "The Premier business model fits with what we do and how we approach client performance and satisfaction. The geographic density and size of the account base made this transaction ideal for all parties. Our effort now will build upon the already excellent performance of Premier, and provide our new members of the AST family the very best service and Total Solutions possible. Additionally, our partnership with Alarm Finan-

cial Services has been instrumental in successfully completing this transaction," said Ricucci. Learn more at [www.ast-security.com](http://www.ast-security.com).

The new **BOSCH** Training and Experience Center in Bentonville, AR highlights immersive displays of the company's latest offerings. Now open for private sessions, the center offers demonstrations of how Bosch systems for video security, access control, intrusion and fire detection, and communications integrate seamlessly together to provide solutions that increase security and safety, facilitate more efficient monitoring and control, automate audio announcements, and provide data for business intelligence. "AIoT, which is the next generation Internet of Things (IoT) combined with artificial intelligence (AI), is driving innovation in security technology," said Brian Wiser, President of Bosch Security and Safety Systems, North America. "Hands-on experience is vital to the adoption of these advanced technologies, and our new center offers customers a private setting to explore solutions that can help them respond to possible risks before situations occur and gather business data for informed decision-making that goes beyond security." For information visit [www.boschsecurity.com](http://www.boschsecurity.com).

**DMP** welcomed Adam Fisher to the West Sales team as Dealer Development Manager for Southern California. Dealers across that

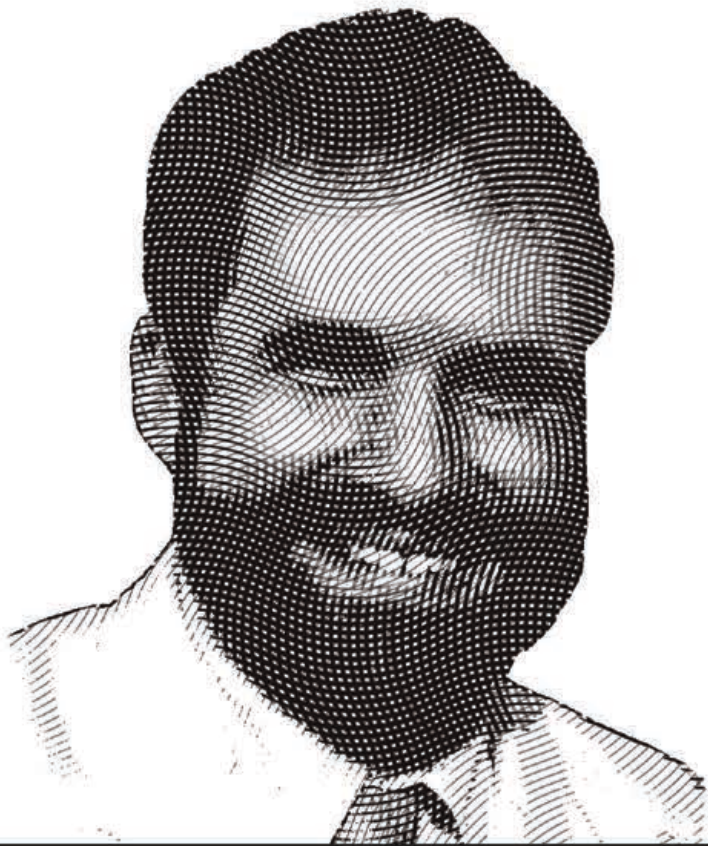


area can look to Adam for ongoing service and support. "DMP's values include honesty and integrity, and I'm excited to be involved in a company that holds the same values as I do," said Adam. For 10 years he worked with national companies, specializing in high-end residential and commercial customers, as well as local government and complex system designs. "Adam has a great deal of industry experience and knowledge," said Jeff Spatz, DMP Director of Sales for the West. "We're excited for him to represent DMP in Southern California." Fisher can be reached at 877-757-4367 Ext. 1408, 417-406-2172, or [AFisher@DMP.com](mailto:AFisher@DMP.com). For more information, contact Mark Hillenburg at [Mhillenburg@DMP.com](mailto:Mhillenburg@DMP.com) or visit [DMP.com](http://DMP.com).

**JOHNSON CONTROLS** announced the IQ Panel 4 is available now, replacing the award winning Qolsys IQ Panel 2 Plus. The All-In-One IQ Panel 4 delivers faster speed and better range on LTE, Wi-Fi, Z-Wave, Bluetooth, PowerG, and legacy security wireless along with key software and hardware improvements and several industry firsts. "We want to thank all the dealers who participated in our soft launch," says Mike Hackett, Johnson Controls VP of Sales & Marketing. "We are grateful for the feedback and pleased with the ease at which dealers are able to transition." IQ Panel 4 is available now at authorized distributors <https://qolsys.com/find-a-distributor/>. For more information, visit [www.johnsoncontrols.com](http://www.johnsoncontrols.com) or follow us @johnsoncontrols on Twitter.

**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. Its design, based on glass and alloy parts, is eye-catching as well as extremely durable. The 4" high-resolution capacitive touch display makes the device extremely easy to work with. 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](http://sdfire.com).





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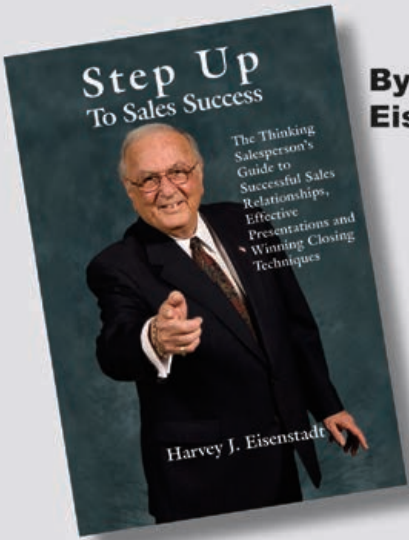
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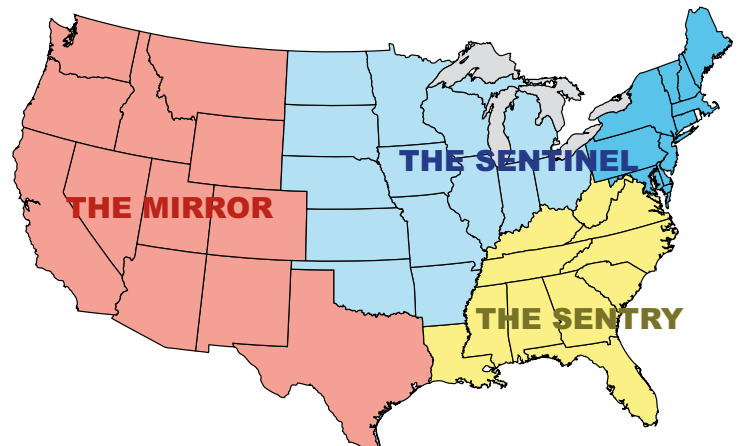
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