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CIA Security CEO earns industry's highest honor

John Lombardi recognized for commitment to education and innovation

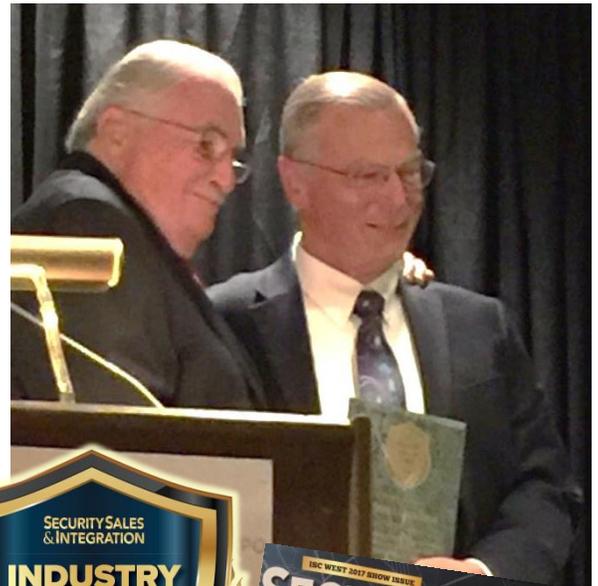
John Lombardi, founder and CEO of CIA Security, was recently inducted into the alarm Industry Hall of Fame.

The Hall of Fame represents the highest honor for extraordinary professionalism, conduct and achievement. Lombardi was chosen because of the impact he has had on the industry over his long career.

"I believe success is a direct result of passion, tenacity and ingenuity," he said.

Lombardi prides himself on always being on the cutting edge of technology, designing systems to meet the needs of the client in residential, commercial and government security. He states that in his career, technology has not always kept up with client's demands. "I had the ability to use the very limited technology of the era to solve clients' security issues and to do so in a very cost-effective, creative way," he said.

Lombardi founded CIA Security in 1979. He has dedicated nearly 45 years to protecting people – first as a volunteer



firefighter and EMT, then in law enforcement as a police officer, and now in electronic security.

He has served on the New York Burglar and Fire Alarm Association Board of Directors and has served as the association's president. He has also served on the National Fire Protection Association Technical Committee and is currently involved with the NYSESA as Labor Standards Committee Chair.

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CIA's monitoring gives security a personal touch

Once an alarm system is installed in your home or business, you have options as to which company will monitor the system. National providers have so much marketing online that it can be difficult to get a clear perspective on how good they really are. They try to lure customers with initial low cost deals, but the service received will vary greatly from CIA Security's monitoring.

Our Monitoring Response Center monitors burglar, fire and medical alarms. Our Security Operations Center also oversees our video management and hosted access management. We use special telephone lines, computers, software and trained staff to monitor security systems and call the appropriate authorities in the event an alarm signal is received.

Some larger companies are now becoming completely automated -- using robocalls when alarms sound and texting

for service and maintenance issues. Their customers no longer get to talk to a real person to discuss concerns.

CIA's monitoring provides a greater level of personalized service. When your system activates, our highly-trained dispatchers call you immediately. **You receive personal service as we work with you** to determine if a security alarm is an actual breach or a false alarm. Our team then follows up with you and the responding emergency crew to help you through an incident.

To save money, national providers consolidate their monitoring services into a few locations across the country. That means if your alarm sounds in Dutchess County, it could be reported in Florida where someone will be responsible to dispatch our local authorities. However, since CIA Security is located in the Hudson Valley and Capital District Region, we know the

community and what is currently going on in the area. We have a working relationship with the local police and fire departments.

The personalized services we provide as your local monitoring station help to keep you safe.

CIA's Monitoring Response Center is certified by independent agencies including Underwriters Laboratories (UL), a leader in inspection and certification of monitoring stations. CIA has also earned Five Diamond Certification from the Central Station Alarm Association, the highest certification that can be achieved in the alarm industry.

If you would like to tour our facility and see first-hand the operators who are servicing your account, please contact our Fishkill office at 845-896-9500.

CIA in Action

A carbon monoxide alarm alerted a family in Wappingers Falls of a problem with their air in early April. When emergency crews arrived on scene, they found a problem with the gas furnace that was leaking carbon monoxide into the home. No injuries were reported.

CIA dispatched the fire department after receiving an alarm from a Dutchess County high school in May. Crews arrived to find an electrical fire in the chemistry classroom. The fire was quickly extinguished and no injuries were reported.

Installation manager celebrates 25 years with CIA

May marked the 25th anniversary of Installation Manager Armin Braun joining CIA Security.

Armin began his career in the alarm industry installing alarm systems. Before joining CIA, he owned his own alarm company. He then sold his company to CIA and joined CIA's team where he worked his way up to become the Service and Installation Manager.

As CIA grew and the service and system options increased, Armin shifted to managing solely installations. He now manages a team of nine technicians and helpers.



Lombardi inducted into security industry Hall of Fame

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Lombardi was also recognized for his commitment to education and training in the field. As an adjunct professor at Western Connecticut State University, Lombardi directed a specialized security curriculum for the Criminal Justice Law program. He has since campaigned for industry-wide training.

"My Commitment to education and training has

always been paramount," Lombardi said. "I've always felt that if the boots on the ground have the tools, knowledge and know-how, our customers and our industry are all better off."

Nominated by past inductees and other luminaries, Lombardi was one of just five honorees from across the nation this year and joins 85 others in the industry's pantheon.

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