



# Fall 2022 Newsletter

P.O. Box A  
290 West Street  
West Rockport, ME 04865

(207) 236-4876  
800-654-8800  
Fax: (207) 236-8517

[www.seacoastsecurity.com](http://www.seacoastsecurity.com)

Visit us on Facebook,  
LinkedIn and Instagram!

## BRANCH OFFICES

### **Bangor, ME:**

32 Lexington Drive  
Hermon, ME 04401

### **Caribou, ME:**

159 Bennett RD, Suite 3  
Caribou, ME 04736

### **Freeport, ME:**

4 Summer Street  
Freeport, ME 04032

### **NEW LOCATION!**

#### **Greenville, ME:**

35 Pritham Ave.  
Center Suite  
Greenville, ME 04441

### **Waterville, ME:**

270 KMD, 3 KMD Plaza  
Waterville, ME 04901

### **Portsmouth, NH:**

280 Heritage Ave., Unit C  
Portsmouth, NH 03801

### **Montpelier, VT:**

81 River St., Suite 205  
Montpelier, VT 05602

\*\*If you refer a friend to  
Seacoast Security and  
they sign a contract with  
us, you'll receive 3 free  
months of monitoring!  
(up to \$100)

Valued Customer,

We have had a blast this summer supporting our communities with the many fundraising efforts they've had. New Englanders are the best! We've had the opportunity to compete in golf tournaments, support softball leagues and even sponsored a trolley! It's been exciting to say the least!



We were also excited to again award \$1,000 scholarships to two students attending a Maine technical school during the '22-'23 school year! We received over 50 applications for these scholarships, all requiring students to provide details about their programs and outline their plans for the future. Investing in trade educated people only makes sense since it's a retiring skill. A skill that gives Seacoast Security our edge and ensures that we can support our growing business and customers.

In fact, if you know someone who's experienced in the security or electrical fields and might be looking for a new job, we'd love to speak with them. We are growing!

We congratulate both Lucas Castles from Gorham, attending Northern Maine Community College and Dominic Athearn from Warren, attending the Maine Electrical Institute for being our 2022 scholarship winners! We wish them both luck as they work toward their Electricians Technology program certificates!

Keep yourselves warm and safe this fall. Watch for our tips for keeping your business, home and family safe on our Facebook and Instagram pages and share them with those you care about.

Stephen and Scott Haynes - Owners

## **How Do We Do it?**

Our team at Seacoast Security is ready to help our customers with any security issue, any time of the day. How do we do it? With **over 900 years of experience** behind our business, we have the team of experts ready to back our services and products AND, we do it locally! That means you won't be on long holds waiting to speak with someone who you might have trouble understanding. You also won't have to wait months to have your security service or components repaired. We are your neighbors and love having you as our customer!

### **Celebrating some big anniversaries during the second half of 2022:**

**Matt Haynes, Salesman in our Rockport office - 22 years!**

**Mike Kremin, Manager of Commercial Fire Account Services - 27 years!**

**Brad Randall, Installation Technician in our Waterville office - 28 years!**

**Kim Stambaugh, Senior Project Manager in our Rockport office - 36 years!**



# Fall 2022 Newsletter

## Ongoing SeaNet Network Improvements



Our team at Seacoast Security is constantly evaluating our Mesh Network, looking for areas to improve the reliability, redundancy, and expediency of the overall radio network. We recently zeroed in on Bar Harbor, Maine as one area that could use one of our new AES Hybrid radios. These radios can send alarms via IP, directly to our locally owned and operated Central Station in West Rockport, Maine. In case of internet failure, they can also “failover” to traditional radio frequency to transmit alarms to one of our other 37 collection points scattered over Maine, New Hampshire and Vermont.

In Bar Harbor we recognized, even though we had collection points in Southwest Harbor and Ellsworth, Cadillac Mountain was causing signals to take “the long way around”. Subsequently, we approached a commercial customer to enhance their service with a Hybrid radio. This will improve both their location and the greater Bar Harbor area, with Direct IP reporting, resulting in fewer hops and reducing the latency of alarm and trouble reporting. To further increase the resiliency of the network, we added a cellular back-up in case of local internet failure.

I am grateful to have the talented team at Seacoast Security to troubleshoot the needs of our customers, and to ensure our service to you is the fastest possible - no matter the mountains between us.

Tony Monfiletto, IT Manager

*A roof with a view. A stealthy rooftop antenna is installed to provide service to the surrounding area.*

## What Our Customer’s are Saying...

“Wow, am I glad your man Matt came by this month to help me out (after I told him I had homeless people sleeping in my yard, yikes!), and was he ever a great help! So far, so good, and I pray to God for continued peace and safety. Thanks, and be well.

p.s. You people rock for helping me out!!” – Audrey, Maine customer

“We have been with you for many years at multiple locations and have had great service throughout. We even had a fire at our business in 2015 and if it was not for their service we would of lost the whole building versus the small damage that was contained.” – Tom, Maine customer

