



# News...

Newsletter of the Electronic Security  
Association of Washington

## UPCOMING EVENTS

December 11, 2014 – Fire Alarm Advisory Board Meeting – Redmond City Hall

January 13, 2015 – Westside Lunch Meeting – Speaker, David Myers w/System Sensor RE NFPA 72 Changes - at Tri-Ed, 22627 68<sup>th</sup> Ave S, Bldg D, Seattle WA 98032

January 15, 2015 – Eastside Lunch Meeting at Timber Creek Grill Buffet, 9211 E Montgomery, Spokane WA 99206

February 8-11, 2015 ESA Leadership Summit at Pointe Hilton Tapatío Cliffs Resort, Phoenix AZ

February 10, 2015 – Westside Lunch Meeting

March 10, 2015 – Westside Lunch Meeting

April 14, 2015 – Westside Lunch Meeting

May 2015 - Annual Luncheon



Winter 2014

## WAESA CHANGE

The WAESA Board of Directors met on Tuesday, October 21, 2014. The Board voted to change our Executive Director. The Board also voted to accept the resignation of Margaret Spitznas as President effective 10/22/2014 and voted in Jamie Vos to serve the remainder of her term which is thru 8/31/2016. The Board then passed a motion to approve the selection of Margaret Spitznas and Heidi Kezele as Co Executive Directors

New President, Jamie Vos: I am excited about the future. Those who know me know I have always been interested in the future. It started with my love of Star Wars and Star Trek, for you geeks like me I know Star Wars was a long, long, time ago... but still futuristic, and the idea that anything is possible. It was just fate or my destiny that brought me into the security industry as a second generation security business owner I suppose. I am excited to launch myself into the unknown and look forward to step in and serve as president of the Washington Electronic Security Association. There are always lessons learned from history and with Margaret and Heidi's intimate knowledge of the security industry and our association I believe they can keep a rookie like me from making any historical errors but right now is a time to look forward. The future is bright for our industry and our association is tasked with educating, growing, promoting, and protecting it. So as we look to the future I hope to continue to grow the association and its relevance to each our businesses.

New Co-Executive Director, Margaret Spitznas: "I am looking forward to growing the association with the Board's direction. After serving 8 years as president, I think my value to the association is serving as the Co-Executive Director along with Heidi Kezele."

With Jamie Vos filling the position of President, the position of Treasurer is now open. Also we need additional Board members. Please contact Jamie Vos [jamiev@ssnw.co](mailto:jamiev@ssnw.co) if you are interested in joining the Board.

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***WAESA Mission Statement*** – *To deliver the resources needed to promote professionalism, ethics, and technical expertise within the electronic life safety and security industry.*

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***WAESA Vision Statement*** – *Inspire our members to be Industry Leaders.*

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## Board Members

### President

Jamie Vos  
Security Solutions  
360-734-4940

### Director, Eastern Chapter Chairman, Past President

Mike Miller  
Moon Security  
509-545-1881 x 3808

### Treasurer

Open Position

### Secretary, Western Chapter

Phill Moran  
Limited Energy Services  
866-309-2911

### Vice Chairman, Western Chapter

Shannon Woodman  
Washington Alarm  
206-328-3288

### Alarm Response Manager

Ron Haner  
Alarm Center Inc.  
360-456-1441

### Board Member

Leonard Hanna  
AES

### Board Member

David Ewton  
Bosch  
206-375-0363

### Secretary, Eastern Chapter

Chris Wood  
Graybar  
509-532-7060

## Contact Us

### WAESA

PO Box 73087  
Puyallup WA 98373  
360-739-7772  
info@waesa.org  
www.waesa.org

## MEMBERSHIP

As the notices go out for regular and associate members, we ask that you join and support WAESA in 2015. We are looking forward to a great year and encourage you to visit the [ESAweb.org](http://ESAweb.org) website and view the advantages and benefits for our members. One of our greatest benefits is the liability insurance available through SAARG. We encourage you to get a quote a few months before your insurance renewal. Thank you for your past support and your 2015 membership.

## LOBBYIST

“One of ESA's most valuable member benefits is a high profile, pro-active government relations program. Led by ESA Director of Government Relations John Chwat, as well as an active and vital [Government Relations committee](#), ESA represents the interests of its membership before the U.S Congress, national coalitions, and U.S. government agencies. We also reach out to Chartered Chapters regarding legislation and regulations during a time of increased competition that presents new challenges to our members.”  
(ESA National)

As your state board of directors we have carried this invaluable benefit to the state level. It is one major way the investment made in the association provides amazing value. Our Lobbyist Timothy Johnson is a non-partisan state registered lobbyist who specializes in representing businesses and business associations. He has a BA in Political Science from WSU, and a professional background in construction, banking/finance, and medical technology. He lives in Olympia, when the legislature is in session, and spends the rest of the year living in Bellingham with his wife Lori.

The Washington State legislature introduced 4,118-bills during the recent (2013-2014) legislative biennium, and state agencies make changes to the Washington Administrative Code (WAC), throughout the year. Having our own lobbyist in Olympia, who is specifically looking after our interests, can insure that our voice and our unique concerns are included in the public policy debate.

Continued pressure from non-licensed companies, IT specialists who don't always play by the same low voltage rules, and increased permitting issues are just a few of the reasons early notification of bills and WAC changes could really lead to improved opportunities for improved outcomes in legislation affecting our industry.

Timothy will be watching out for what is coming in the form of legislation but we have the opportunity to be proactive on issues that are facing us as well. If there is anything we should consider taking up as an issue with the legislature please let one of us know so we can consider this. We all want what is best for the industry as a whole growing our influence and abilities will be of increased importance as we continue to grow the association. Thank you for your support and as I learn what it means to lead this organization I look forward to each of your input to make this association the best it can be.

	<b>DIMITRI BEGEOR</b> Director of Dealer Development
503.630.8961 503.630.8944 Fax 800.722.0364 ext 8961 begeord@cuaccess.net	www.csmul.com PO Box 1005 Estacada, OR 97023
24-Hour  Listed UUFY Central Station	

## FROM THE PRESIDENT – JAMIE VOS

### WAESA Tradeshow

Annually we have a tradeshow in Spokane and it is always a good time with some great learning. This year was no exception. Following a great day of golf we had a hosted reception for our golfers and vendors. We heard from our President Margaret Spitznas and our Past President Mike Miller. The day of the tradeshow we opened with a presentation from Ron Davis on how to position and grow our businesses to still be relevant in the coming changing market. The vendors always do a great job showing off their new products and services. Finally we were all able to enjoy a hosted social hour and an Italian dinner while listening to a couple great speakers. We had Steve Keefer with SIAC help us understand from a law enforcement perspective how we can work with SIAC and the local Police departments to help prevent non-response ordinances from being adopted. Steve also spoke to the unknowns surrounding video verification. The keynote speaker of the night was Dr. Shane Clary who is an international speaker and expert in NFPA 72. He was able to talk briefly about the start of NFPA 72 and then move on to what he believes the future for the code is. Believe it or not with humor and wit he made code interesting and engaging. I would encourage everyone if they have the opportunity to listen to Dr. Clary when you get the chance. In a nutshell the future is change, change, change. Telephone lines are going away and NOW is the time to start the migration for your customers. Also it is the right time to start working with your fire departments to ensure they are adopting the new technology so your customers aren't left in the lurch. Thanks to the vendors, attendees, and speakers for making this a great event!

GEM ELECTRONICS  
920A River Street  
Kennedy Industrial Park  
Windsor, CT 06095  
1-888-GEM-4195  
860-683-0396  
[contact@gemelec.com](mailto:contact@gemelec.com)

## WAESA 2014 – GIVING THANKS!

To you and your family, please have a safe healthy Holiday Season as you celebrate together.

- I am thankful for being cancer free after surgery, No Chemo and No Radiation!!
- I am thankful for family who continue to support me.
- I am thankful to Stella McDonald; she continues to support WAESA and manages the Apprenticeship Program.
- I am thankful to Don Johnson of Camtek; he provides support in our association and as a fellow Silent Knight/Honeywell Dealer.
- I am thankful to the fellow WAESA State Board Members who continue to serve our Industry Dealers.
- I am thankful that we can share Best Practices to help grow our businesses even though we might be in competition with each other.
- I am thankful for those not mentioned who will help in 2015 just like they did in 2014.

What and who are you thankful for?

Have a great 2015,

Michael A. Miller



**I AM SN.** Kurt Erdman  
National Sales Manager  
SentryNet

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## APPRENTICESHIP PROGRAM UPDATE

The ESA-WA apprenticeship program was represented at the Security Show. This program provides a great opportunity to enhance the on-the-job education of your apprentices, and if you are doing prevailing wage jobs, you should certainly consider it.

So if we missed you at the show please contact Stella McDonald, Training Director. For additional information, log onto the Apprenticeship page on our website, [www.waesa.org](http://www.waesa.org).

This program is dedicated to training apprentices in the electronic life safety, security and systems industry and qualifies persons to install, maintain, repair and inspect equipment. The recruitment, selection, employment and training of apprentices during their apprenticeship shall be without discrimination because of race, sex, color, religion, national origin, age, disability, or as otherwise specified by law. We encourage the application of female and minority apprentices.