



News...

Newsletter of the Electronic Security
Association of Washington

Summer 2015

UPCOMING EVENTS

September 8th – Westside Meeting –
Discontinuance of POTS Lines – Rick
Collins of AT&T – 11:30-1 - Tri-Ed

September 24th – 1st Annual Fire Alarm
Symposium – Emerald Downs

October 13th – Westside Meeting – 11:30-1

October 15th Eastside Meeting – Timber
Creek Grill Buffett – 11:30-1

November 10th – Westside Meeting – 11:30-
1

November 19th – Eastside Meeting –
Timber Creek Grill Buffett – 11:30-1

December 17th – Eastside Meeting – Timber
Creek Grill Buffett – 11:30-1

January 12th – Westside Meeting – 11:30-1

January 21st – Eastside Meeting – Timber
Creek Grill Buffett – 11:30-1

February 9th – Westside Meeting – 11:30-1

February 18th – Eastside Meeting – Timber
Creek Grill Buffett – 11:30-1

March 8th – Westside Meeting – 11:30-1

March 17th – Eastside Meeting – Timber
Creek Grill Buffett – 11:30-1

April 21st – Eastside Meeting – Timber
Creek Grill Buffett – 11:30-1

1st Annual Fire Symposium

The date has been set and we are finalizing the details on the first annual Fire Alarm Symposium. On September 24th at Emerald Downs we will be hosting the event. The day will be an educational and informational smorgasbord starting with a presentation by Dr. Shane Clary about the new NFPA 72 soon to be released and what that will mean for the future of our industry. Breakfast and Lunch will be provided so you have the energy to continue the day by discussing all the new products and services during the product showcase. Then comes what could prove to be most exciting and exhilarating time of the day. We will have an AHJ and Industry Experts panel that will be answering the most difficult questions facing our industry. This will be an unscripted time of questions and answers that should lead to some great discussion about why jurisdictions do things differently, code interpretation, and why the heck is it in the code in the first place. Finally to end the day we will have snacks and cash bar to drown the tension. There is a lot of buzz surrounding this event and we expect it to be a sold out event so register early. Registration is open, and spots are filling up quickly so register now at <http://www.brownpapertickets.com/event/1978689>

Membership

We are always looking for new members and encourage you to visit the 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.

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

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

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PRESIDENTS MESSAGE

INDUSTRY ON FIRE!!!!!!

With the wild fires raging and Whatcom County recently under a smoke veil from the wild fires across the border I can't help but think about fire. Our industry is on fire in so many ways and my hope is our association is leading the charge to tackle these wild fires head on! Read each synopsis below and let me know if we are addressing these to your satisfaction.

FIRE ALARMS: Fire alarm changes and inconsistencies between jurisdictions are surely wild fires. To help bring this fire under containment we are hosting a Fire Alarm Symposium on September 24th to help address both of these issues. More details will follow and an article is also available in this newsletter.

TECHNOLOGICAL CHANGES: Technology seems to be changing at an ever increasing rate and maybe some of us feel as though we are being left in the ashes! How can we keep up, compete, and grow sales? Following industry news imported cameras are growing in quality and where there were clear lines before between name brands and imports they are blurring. The age of IP is here and price is no longer a barrier. Alarm systems don't seem to be just alarm systems. Industry experts tell us if we don't sell some sort of other service such as a thermostat, camera, light, or lock then we will lose our customers!!! We are working to put on two education events focused on technology to help all of us fight these fires. The first will be a Camera and Access Control Educational Event and the second will be an Alarm and Automation Educational Event. Watch for details coming soon...

TECHNICIANS: I hear all the time "Finding good help is impossible and finding ANY help is nearly impossible!" This fire rages completely out of control with an economy repairing, sales increasing, more barriers for our apprentices, high education costs, competitors ready to offer more, and more companies competing how do we meet the demand for technicians? Good question... Seriously a good question... I honestly don't know why I wrote it... Well the good news is we are working tirelessly to increase our educational presence. Bad news is we aren't fully there yet. We have one new benefit I would encourage you explore in this newsletter. Soon we will announce other membership benefits to remove some of the barriers. However WE NEED YOUR IDEAS AND INVOLVEMENT. Please reach out to me if you are interested in helping to shape the future of our education programs. My cell is 360-815-2771.



GOVERNMENT AFFAIRS UPDATE: SALES TAX ON MONITORING

We have had several members go thru either audits or rulings in regards to the sales tax on monitoring issue with most of them not having to charge sales tax on monitoring. There is one exception and our hope is with the information following they are able to appeal the decision. To help our membership thru this process we have produced a white paper. In the member's only section of our website you will find a white paper and supporting documents from other member companies documenting their rulings from the Department of Revenue.

EDUCATION

Thru collaboration with SAFE Consulting and www.electricalceu.com we are now able to offer our membership a 30% discount! This education is L&I approved for CEU's for our journeyman technicians. We encourage you to save money utilizing the discount. In the members only section of the website we have the discount code.

MEMBERS ONLY WEBSITE LOGIN

To help enhance our members experience we have developed a member's only section on our website. This is designed to be an area where we can deliver member only benefits to continue to enhance and encourage membership in our association. We thank current members for their involvement and support and will work hard to drive more member only benefits. We will be communicating with you soon with a username and login so you can start to utilize this benefit.

APPRENTICESHIP PROGRAM

The ESA-WA apprenticeship 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.

Please contact Stella McDonald, Training Director. For additional information, log onto the Apprenticeship page on our website, www.waesasa.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.

2015 GOLF TOURNAMENT

Thank you to EVERYONE who helped make this year's golf tournament a huge success. We had 101 players show up – we had 16 sponsors and had 4 volunteers to help things go smoothly! Looking forward to making 2016 an even better year!

Sponsors: Security America Retention Group, Altronix, FireLite, WAESA Apprenticeship, Honeywell, Camtek, Allied Fire & Security, Alarm.com, HikVision, Vivint, ADI, Silent Knight, Galaxy Controls, Trend-Net, Group One and Nascom.




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