



# NEWS

WINTER 2016

## UPCOMING EVENTS

- 1/10 Westside Meeting 11:30-1
- 1/19 Eastside Meeting 11:30-1  
Thai Bamboo Restaurant
- 2/12-2/15 ESA Leadership Summit  
Tampa, FL
- 2/14 Westside Meeting 11:30-1
- 2/16 Eastside Meeting 11:30-1  
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- May 2017
  - Annual Meeting
- 5/9-5/10 ESA Day on Capitol Hill
- 6/13-6/16 ESX - Nashville, TN
- July 2017
  - Golf Tournament
  - Fire & Security Alarm Symposium
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## Membership

Why become a WAESA Member?

It's time to renew your membership or become a New Member!



When you become a Regular Member, your dues support both our local Chapter and our National ESA. Regular and Associate Member dues help support the day to day operation of the Association. This allows us to provide you, our members, with educational events, legislative, industry, and ordinance information and supports our youth scholarship program for the children of Police and Fire personnel.

Your membership gives you access to our members only page on our website which has information on governmental affairs both at the state and national level, new ordinance information, and important industry announcements, as well as trade discounts with other members!

We are always looking for new members 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 support!

## 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.

## 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  
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*Vice Chairman, Western Chapter*  
 Shannon Woodman  
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*Alarm Response Manager*  
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## President's Message

### *Business in a fast paced changing world.*

Our workforce is changing! Our products are changing! Our customers are changing! How do we keep up or stay relevant? "Thriving Into The Future" was a topic I presented in front of nearly 2500 dealers. I hope you like my thoughts on these topics and what WAESA is working on to help us all navigate this successfully.



Jamie Vos

First is the Consumer. Our customers have more information at their fingertips than ever before, dare I say fact check, or is it too early?

Second they are becoming younger than ever before. Finally, they are demanding a higher level of service. In fact, in a recent article in *Forbes Magazine* they cited a report by *Research Company Access Development* that 79% of customers would take their business to a competitor within a week of experiencing poor customer service. Unfortunately, there is not much our association can do about this.

Third is the Workforce. Here we are seeing a ton of new trends and we as an industry often times blame the generations instead of looking at change ourselves. I'm here to say that the generations aren't going away! In my extensive research the best thing you can do when trying to motivate these new workers is align them with your values. They won't bend to them but you can hire the ones that do and they will work harder than any of your employees. Of course you need to know what you stand for and live it in your business.



*(continued on next page)*

## Special Thanks to Our Diamond Partners!



*Alarm  
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## Special Thanks to Our Ruby Partners!



*(President's Message continued)*

The other thing that gets a bit frustrating is the fact that we can't find new people that want to get into our work and are trained. This is something the association can work on. Although we aren't ready for an announcement I can tell you all that soon we will announce a MAJOR MEMBER BENEFIT!! Stay tuned.

Finally, is our Products. Of course we know technology is moving at the speed of light! Keeping up is nearly impossible! Think of intrusion panels becoming home automation controllers. Cameras continuing to drive down in pricing squeezing profits. Access control becoming more DIY. Fire code and panels are all changing at record pace as well.

All of this is putting pressure on our industry and tasking you with need to be more educated and nimble. Our Fire and Security Symposium is great way to stay in touch. We bring in great speakers and will be expanding next year by combining it with the golf tournament in July. Please put this amazing event on your calendar as a MUST!

JUNE 13-16, 2017  
NASHVILLE, TN | MUSIC CITY CENTER



## Public Information Requests

From time to time someone places a public information request with an agency for a list of all registered alarm systems in the agency's jurisdiction. These lists, collected by a jurisdiction for the purpose of registering/permitting security alarm systems, are protected from public scrutiny under Washington State Law. RCW > Title 42 > Chapter 42.56 > Section 42.56.240 > Item 9

"The following . . . information is exempt from public inspection and copying under this chapter. (9) Personally identifying information collected by law enforcement agencies pursuant to local security alarm system programs . . ." The full language of the RCW can be found here: <http://apps.leg.wa.gov/rcw/default.aspx?cite=42.56.240>



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## The Demise of 2G and POTS

The sunseting of 2G networks and POTS is in progress. All systems currently using 2G or POTS to transmit signals to the central station are, and will be, affected. 2G transmitters will have to be replaced and systems on POTS lines have been and will continue to be adversely affected as copper lines are replaced and routing patterns changed.

The 2G deadline is December 31, 2016 and all systems communicating on the 2G network will have to be upgraded before that date.

Will every system designed for use on POTS have to be upgraded? Time will tell. Will the receiver and transmitter manufacturers come up with a "patch" – either firmware or hardware - to adapt existing equipment to the receipt of signals over VOiP?



What we can be certain of is that POTS (copper lines) are being replaced by IP lines (fiber) and every new system we install today designed for use on POTS will be subject to the sporadic communications issues – issue we have been experiencing for the past few years - and may eventually have to be replaced with another technology.

There are alternatives – AES Radio, Cell, and IP options are available.



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## 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 web 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.

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## From the Past President

Greetings,

In this newsletter, you will see two Ads. One for SARRG – Security America Risk Reduction Group – this is one of the ESA's Premier companies that provides our members quotes for your EEO Liability Insurance.

The other is about ESX – ESX is owned by CSAA & ESA. It is a power packed training, networking and exhibitor show that this year is back in Nashville. I highly recommend that you send a team to attend.

Start looking to plan for 2017 to save money and grow your business.

Happy New Year!



Mike Miller

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## Changes—WA State NICET Requirements

Effective July 1st, 2017, Washington State will adopt new NICET requirements.

- **Plan design review** must be done and signed by a NICET III (requires testing and 3 years' experience). This requirement can be fulfilled by having the drawing review done by a qualified third party.
- **Fire Inspections** must be done by a NICET II (Requires 2 years' experience and testing). From the Washington State Building Code - Chapter 51-50 WAC: 907.10.3 Testing/maintenance. All inspection, testing, maintenance and programming not defined as "electrical construction trade" by chapter 19.28 RCW shall be completed by a NICET II in fire alarms. (Effective July 1, 2017).
- **WAESA Survey** - In the survey conducted by WAESA in October, 80% of respondents indicated the requirement for NICET II fire inspectors would put "a significant burden" on their companies. Because of the two year experience requirement, they will not have sufficient NICET II's available by that date to be able to perform their required annual fire inspections.

WAESA is investigating the possibility of having the July 1 effective date extended, but at this point we have no assurance that can be done.



### Justin Gates

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## New Dialing Plan for Western WA

All of western Washington will be affected by a new dialing plan. The 564 area code overlay will be introduced initially in the existing 360 area code region, and then expanded to the 206, 253 and 425 area codes when those area codes are nearing exhaustion.

How does this affect Alarm and Security Service/Equipment Providers?

As a result of the overlay, callers will be required to dial the Area Code + the 7-digit telephone number. All local calls in the 206, 253, 360 & 425 Area Codes that are currently dialed with 7-digits will need to be dialed using the Area Code + 7-digit telephone number. Long-distance/toll calls will continue to require 1+10-digit dialing.

Necessary reprogramming of alarm transmitters must be completed prior to July 28, 2017. Starting August 28, 2017 new telephone lines or services in the 360 Area Code may be assigned numbers with the new 564 Area Code. It will be necessary to dial the Area Code + 7-digit telephone number for all local calls from the 206, 253, 360, 425 and 564 Area Codes.

## 2016 Public Safety Survey

Seattle University is administering the citywide 2016 Seattle Public Safety Survey. The purpose of the survey is to solicit feedback on public safety and security concerns from those who live and/or work in Seattle. A report on the survey results will be provided to the Seattle Police Department to assist them with making your neighborhood safer and more secure. The survey is accessible at <http://publicsafetysurvey.org/index.html> from October 15th through November 30th and is available in Amharic, Chinese, English, Korean, Somali, Spanish and Vietnamese.

Please circulate this email to your friends, family, co-workers and community members and feel free to post the below blurb on your social media. Please make sure your voice is heard by completing the public safety survey today.



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## SimpliSafe DIY System - Investigation Yields Disturbing Results

Original article by Jeff Zwirn for *Security Sales & Integration* (November 1, 2016)  
 - original article here)

This SimpliSafe design and equipment does not at all compare to what the professional alarm industry uses, is not "advanced" as they claim, and does not meet nationally recognized industry standards and best practices.

In the author's investigation he determined that SimpliSafe has been concealing key information from the public with regard to its claims and assertions . . . and identified a profusion of irregularities.

The wireless smoke and carbon monoxide (CO) detectors are listed and labeled by Intertek, a Nationally Recognized Testing Laboratory (NRTL) . . . however, none of the other SimpliSafe devices, including the base station (control panel), are inspected or listed by a Nationally Recognized Testing Laboratory.

The system manual references UL 985 and NFPA 72, but the fact that the base station is not listed is "astonishingly absent from SimpliSafe's website and marketing material."

The representative stated that while its base station is not UL Listed, it is tested by the company. None of the system's wireless components - keypads, sirens, key fobs, door and window transmitters, motion detectors or glass-break detectors are tested or listed by any recognized testing agency.

A few other observations: The plug-in transformer that powers the base station controlling the entire system does not provide a means to secure it to the AC power source. ^The SimpliSafe representative claimed that their components are better because they are wireless. Yet, they do not employ encrypted wireless technology.

*(continued on next page)*



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*(SimpliSafe DIY System continued)*

Simplisafe uses an outside monitoring agency, just like the alarm companies it bashes. The base station, which has a blue light on it, is recommended to be mounted near a window (apparently with a lamp shade to disguise it). The SimpliSafe manual states the system should be tested by a “qualified” technician every three years and advised that a local fire marshal would perform this task.

While they tout having only month-to-month monitoring agreements and not locking customers into longer term contracts, when asked if the monitoring service could be transferred to another monitoring station, “I was given a flat-out no,” which means you are stuck with them or left with a local alarm system only. This is not disclosed to the consumer.

Coming full circle, in no way should SimpliSafe’s system be considered as providing advanced or comprehensive security.

(Original article by Jeff Zwirn for *Security Sales & Integration* (November 1, 2016) - [original article here](#))



Jamie Vos, President of ESA of Washington, speaking at Annual Luncheon at Maggiano's