



NEWS

FALL 2017

UPCOMING EVENTS

- 12/14 Eastside Meeting 11:30-1pm @ Honeywell
- 1/4 Board Meeting 10am-2pm
- 1/9 Westside Meeting 11:30-1pm @ ADI - Kent
- 1/11 Eastside Luncheon Mtg 11:30-1pm @ TBD
- 2/8 Eastside Luncheon Mtg 11:30-1pm @ Graybar
- 2/13 Westside Luncheon Mtg 11:30-1pm @ Tri-Ed
- 3/8 Eastside Luncheon Mtg 11:30-1pm @ ADI of Spokane
- 3/13 Westside Luncheon Mtg 11:30-1pm @ ADI - Kent
- 4/5 Board Meeting 10am-2pm
- 4/10 Westside Luncheon Mtg 11:30-1pm @ Tri-Ed
- 4/11-13 ISC West Sands Expo, Las Vegas
- May - Annual Meeting in Bellevue
- 7/19 Board Meeting 10am-2pm
- 9/27 Board Meeting 10am-2pm

You can register for many of these events on Square: <https://squareup.com/market/waesa>

WAESA announces new President

On September 21, 2017, the WAESA Board of Directors appointed Steve Autio from *My Alarm Center* to fill the remaining term of President vacated by Jamie Vos. Jamie has taken a position on the ESA Board. Steve brings many years of experience in the alarm industry to the position. Steve has already made strides in increasing the WAESA social media presence and chairing a very successful Security Symposium.



Steve Autio

President's Message

Greetings members,

In this month of gratitude, I wanted to relay to you some of the things for which I am grateful. As your new president, I first would like to introduce myself to you.

I was born and raised in Seattle, WA, and have always loved the Pacific Northwest. My wife, two daughters and I love the beaches, snow-skiing and varied cities and towns this great region has to offer. I am thankful that I have family and friends nearby with whom I can camp, boat, kayak and visit regularly. In 2015 I was fortunate to take the trip of a lifetime, riding my Honda CTX 700 motorcycle from Canada to Mexico and back, visiting friends, exploring small towns and seeing the Grand Canyon along the way.

I began in security over 27 years ago as a technician with HomeGuard Security, then a division of Washington Natural Gas. Currently I am employed by My Alarm Center and work with some of the greatest technicians ever. Many of us worked together at HomeGuard and all of us have at least 15 years in the industry. Over the years I became lead technician, dispatcher, sales representative and installation and service coordinator. I have learned many things in these varied positions, but the greatest of all is customer service. Without a solid and devoted customer base, our industry will fail. We must always remember to be thankful for our clients and serve them well.

There are a few qualities about myself you should know. I'm a doer. I'm detail-oriented, organized and follow through. I like to get a job

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Steve Autio
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Past President
Jamie Vos
Security Solutions NW
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Mike Miller
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509-545-1881 x 3808

Secretary, Eastern Chapter
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President's Message *(continued)*

done and do it well. I am someone who likes to analyze and streamline processes to make things more efficient and logical. To this end I am always thinking, trying new things and open to suggestions.



I have a lot of ideas about how to grow this organization and bring in new members. One of the first things I'd like to do is expand our presence on social media. Within the next few months we will be creating and/or updating our accounts on LinkedIn, Twitter, Facebook, and more. I'm excited to help this association continue to expand and thrive. I'd like to encourage members to be active by volunteering for events and joining planning committees. We need our membership to grow so I'd welcome your feedback in finding new ways to stay relevant and forward-thinking in this era of do-it-yourself security. We need to work together to be the necessary voice of reason in a growing climate of negativity and despair. We need to soothe the anxieties and band together to create the safe environment our clients are striving to achieve.

Together we have a stronger voice. This year we were able to push back legislation that will require technicians to be NICET II certified to work on fire systems. This reprieve of a year will give companies time to fully train and certify their employees. We are also working to provide an ESA training certification that would be accepted as an alternative to a NICET II certification. Stay tuned for updates on this process.

On October 17, 2017 we gathered for the Security Symposium at Emerald Downs in Auburn, WA. It was great being able to connect with old friends as well as meet some new faces. It was our good fortune to have our National Board President, Angela White, as our Keynote speaker. We had some very positive feedback as well as some good constructive criticism regarding this event from a few of the attendees that day. We will be incorporating these suggestions while discussing the future of repeating this type of event as well as our upcoming Fire Symposium and Golf Tournament. I welcome your thoughts and comments so that we can structure events that meet your needs and brings us together as an industry.



Special Thanks to Our Diamond Partners!



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Special Thanks to Our Emerald Partner!



Special Thanks to Our Ruby Partner!



President's Message *(continued)*

I'd like to thank our past president, Jamie Vos, for his service and wish him well in his new position as Vice President of National ESA. I know he will do great things.

I would like to express my deepest gratitude to the sponsors and vendors who have supported us over the years. Together we create a strong team that works to make our communities safe and secure. We appreciate all you have done for us as an association and we look forward to a long and powerful partnership in the years to come.

My gratitude is also extended to our board members and volunteers that have worked over the years to keep this association afloat. You are the backbone of this association and true leaders in the security industry. We wouldn't be where we are today without you.

I love knowing that what I do helps protect families, their homes and belongings, and helps keep our communities safe. It's important to me to work for a company with high integrity and to band together with other like-minded people. I'm grateful there are still so many good people doing the right thing and that we all get together in an association such as WAESA to share our knowledge with each other.

Please join me in continuing the good work that has been started this year. As we strive to ensure that everyone is safe and secure, I hope you have time to stop and count your blessings this holiday



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President's Message *(continued)*

season. It is my honor to serve you and I look forward to meeting new members and working together in the New Year. May you all have very Happy Holidays.

Securely yours,

Steven A. Autio
President
WAESA

Two Volunteers Honored at the WAESA Annual Luncheon

The Stella McDonald Volunteer of the Year Award was given to **Ron Haner**, Alarm Center, Inc., for his years of volunteer service to WAESA. Ron has been very active in WAESA for decades. He has served as President and has served on the WAESA Board of Directors for more years that he can remember. In the last 10+ years he has been involved with SIAC and helping to educate local jurisdictions on the Model Ordinance for false alarm prevention.



Ron Haner



Howard Richardson & Mike Miller

Howard says it best, he's gone fishing and will be enjoying retirement.

WAESA also honored **Howard Richardson**, Stanley Security, with a WAESA Lifetime Membership. Howard has served the organization as President for 10 years, was Executive Director for 2 years, and on the Board of Directors for many years before he became president. He was named Chapter President of the Year by ESA in 2006. As

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Security Symposium

WAESA hosted our 2nd Annual Security Symposium on October 17, 2017 at Emerald Downs, Auburn, WA. The following are summaries of the presentations. As is our practice, the presentations are complemented by audience participation where all are able to add their insight to the topics presented.



Highlights from the Cyber Security Presentation

- Cyber security threats are here to stay. Over 4,000 ransomware attacks have occurred daily since 1/1/16
- The effect on your business is not only from hackers, but from lost phones, tablets, iPads, and misplaced paperwork
- Education is essential along with a cyber security plan that is a living document that evolves with new threats
- Get cyber insurance
- Change passwords—Never use factory default passwords
- Firmware updates are important to install
- Be sure you have a good backup schedule
- Don't leave open ports

Angela White Spoke

Angela White, ESA President talked about the ESA programs. She emphasized that members should take advantage of the membership benefits. She mentioned insurance, training, buying discounts, the recruiting center, industry research, codes and standards, and discounted industry events.

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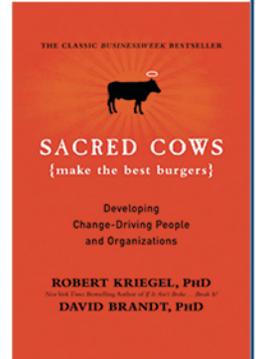


Angela White Spoke (continued)

Angela spoke on the book *Sacred Cows Make the Best Burgers*. The Management and the Board of Directors of ESA read this book and then discussed what they had learned and how to apply it to ESA.

The book addresses how companies need to question their processes and to be change ready.

The link for the review of the book is below:
<http://annbrampton.com/2008/09/a-review-of-sacred-cows>



RMR Panel Discussion at Annual Mtg

Ron Davis from *Graybeards* participated on a panel with Jamie Vos, WAESA Past President and Wayne Bro, from *Honeywell* talking about RMR.

Some interesting facts from the discussion:

- 8 million DIY systems were sold last year. These tend to be "Monitor yourself" systems with a phone app
- Trend is going to month to month service
- People are more transient—You are selling to a person not an address
- It has been suggested that in the future law enforcement may use drones to investigate alarms
- The MIY (Monitor It Yourself) accounts could change the industry's relationship with Law enforcement



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Membership



Security Companies

It's time to renew your membership in WAESA! It's time to join WAESA!

Thank you to our members who have supported us over the years. It's because of your membership and your meeting and event participation that we are able to provide industry education events, scholarships, act on legislative issues on behalf of the security industry, and continue to educate and work with jurisdictions on alarm ordinances. We appreciate your support. Your return on your membership investment is not only the state programs and events but also the national benefits that include insurance, training, buying discounts, the recruiting center, industry research, codes and standards, and discounted industry events. Renewals are sent by ESA and should be in in your email. New members can apply online at <https://squareup.com/market/waesa>

Associate Membership/Sponsorships

We can't thank our Associate members and event supporters enough for their membership and support. They love our industry and participate for you, their customers. A special thank you to our Gem sponsors:

Diamond: Tri-Ed, ADI and The Alarm Center

Emerald: DMP

Ruby: AES

We will be sending out membership and sponsorship forms in the next two weeks.

