



**ESA** ELECTRONIC  
SECURITY  
ASSOCIATION™  
*of Washington*

# NEWS

**SPRING 2017**

## UPCOMING EVENTS

- 4/11 Westside Meeting 11:30-1  
Tri-Ed, Kent
- 5/9-5/10 ESA Day on Capitol Hill
- 5/16 Annual Meeting 11-1  
Maggiano's, Bellevue
- 6/13-6/16 ESX - Nashville, TN
- 7/13 Annual Golf Tournament 1:30  
Redmond Ridge, Redmond
- 7/14 Annual Fire Symposium 7-4:30  
Emerald Downs, Auburn
- Fall 2017 Security Symposium  
7-4:30, Emerald Downs  
Auburn
- 9/12 Westside Meeting 11:30-1
- 9/14 Eastside Meeting 11:30-1  
Graybar, Spokane
- 10/10 Westside Meeting 11:30-1
- 10/12 Eastside Meeting 11:30-1  
Phoenix Protective Corp  
Spokane Valley, WA
- 11/14 Westside Meeting 11:30-1
- 11/16 Eastside Meeting 11:30-1
- 12/14 Eastside Meeting 11:30-1

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

## President's Message

Another winter has come and gone! This old man Winter has seemed to have hung on much more than most but still as I sit watching a sunrise with a beautiful blue sky it reminds me of all the new life that Spring promises. At WAESA we are excited about the new life coming to your association. So what does new life look like from an association perspective? Follow along and find out.



Jamie Vos

First we are excited to combine two popular events on the calendar. The Annual Golf Tournament and the Fire Symposium will be held on a Thursday and Friday this year! Starting with the Golf and ending in the Fire Symposium. After the Symposium we are thrilled to have a race day!!!

Because of the great feedback from those in attendance last year we have decided to put On Tap a Security Symposium later in the year! Sometime in the fall we will be having a Security Symposium and hopefully we can Oktoberfest it up!

Something that will always be new every year is the political climate. If you are reading this and are not yet a member I would really encourage you to read what we have done and really consider membership as this should provide value enough to justify your participation. Membership is one of our main funding mechanisms to ensure we can continue to fight for our industry. So what have we done that has this value? We were able to work with the fire authorities to push back the NICET II requirement for one year. This will allow all to have time to get the experience and necessary certificates to continue to commission fire systems and inspect them. Please support the association.

Finally, we have an active board, a great executive director, and willing volunteers working hard to ensure every event and meeting go smoothly and deliver value. If you would like to help push the agenda of the association forward we would encourage you to get involved. We are currently looking for people to volunteer and also are always looking for board members.

Thanks for reading and supporting the association.

## BOARD MEMBERS

*President*  
Jamie Vos  
Security Solutions  
360-734-4940

*Director, Eastern Chapter  
Chairman, Past President*  
Mike Miller  
Moon Security  
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*Treasurer*  
Open Position

*Secretary, Western Chapter*  
Phill Moran  
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*Vice Chairman, Western Chapter*  
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*Board Member*  
Tim Nickols  
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*Secretary, Eastern Chapter*  
Chris Wood  
Graybar  
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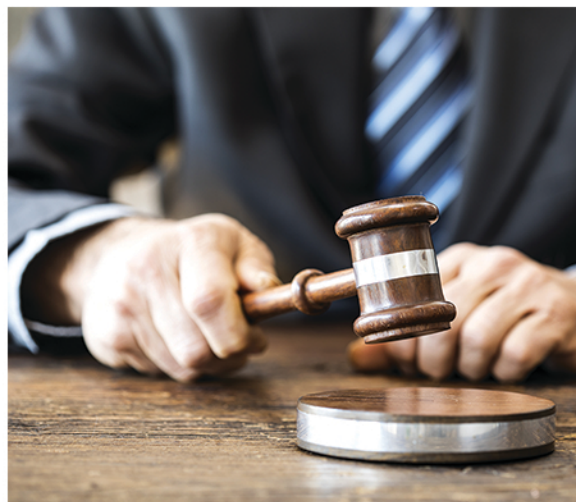
### Contact Us

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www.waeasa.org

## Legislative Update

As I mentioned in my President's message we were able to work with the Fire Authorities to get the NICET II requirement moved out 1 year.

This will be a big benefit to the customers and of course all of our companies. This gives all of us the opportunity to get our people the experience and testing they need to continue providing Fire Alarm services.



We are also working on getting an alternate to the NICET certification in place. The great news about this is the fact that as an association we would be able to meet the demand of education.

Another bill we are tracking that seems to have traction is the fact that the State would like every contractor to have their electrical license on both sides of every vehicle in their fleet. We feel as though there is enough legislation costing contractors money that we are against this. However, it was already passed by the House and is in the Senate. It is now in a committee and we hope it doesn't move forward.

## NICET II Extended

The NICET II requirement for Testing, Maintenance, and Acceptance Testing has been extended to July 1, 2018 along with the NICET III for design. Because of the work done by the Zone One Fire Group, WAESA and other alarm companies, we were successful in extending the NICET requirement date. Alarm companies need to take advantage of this extra time to get their employees NICET certified.



## PLEASE JOIN US FOR WAESA'S

### 3<sup>rd</sup> Annual **Fire** Alarm Symposium

July 14<sup>th</sup>, 2017

7:00-4:30

Continental Breakfast, Lunch & Reception Included

Stable Tour and Free Admission to Evening Racing after the Symposium

**Emerald Downs – Auburn WA**

#### Keynote Address

Dr. Shane Clary is back!!



His keynote will be on Voice Evacuation/ Emergency Communication Systems both within the Fire Alarm System and Stand Alone – Plan Review, Testing, and Maintenance. This presentation is designed to cover voice evacuation systems and their use for not only in the event of a fire but for other emergency conditions (earthquake and severe weather) and the required two way communication required at public schools for use in active shooter situations along with other emergency events. Dr. Clary will discuss these systems both stand alone and integrated within the fire alarm system and the required testing and maintenance. He will also cover the plan review process as it relates to both the Fire Marshal and the designer. Key Note Speaker - Shane Clary, Ph.D., is Security Sales & Integration's "Fire Side Chat" columnist. He has more than 37 years of security and fire alarm industry experience. He serves on a number of NFPA technical committees, and is Vice President of Codes and Standards Compliance for Pancheco, Calif.-based Bay Alarm Co.

#### Education Session

Continues discussion on the Emergency Communications with installing companies, Shane Clary, Fire Marshals, and equipment manufacturers.

#### AHJ & Experts Forum

##### Open Discussion & Questions from Floor

Including a discussion on the differences in plan review requirements for each jurisdiction and input from installing dealers on suggestions for aligning requirements.

Please submit your Top 3 Questions on the attached registration form or via the SquareUp registration

#### Trade Show

**Emerald Downs - 2300 Emerald Downs Dr., Auburn WA 98001**



## Special Thanks to Our Diamond Partners!



## Special Thanks to Our Ruby Partners!



## Seattle Fire Department

### New Systems Confidence Testing Reporting Program July 1, 2017

July 1, 2017, the *Seattle Fire Department (SFD)* will implement a systems testing oversight program or "confidence testing" reporting program.



In mid-2017, the *Seattle Fire Department (SFD)* will implement an online fire and life safety systems testing oversight program or "confidence testing" program. Fire protection systems including fire alarms, sprinklers and suppression are among the most important components in any building with regards to preserving lives, protecting property, and enhancing firefighter safety. SFD has selected a private company, *Brycer*, to significantly improve SFD's ability to track and drive code compliance through their online tool, *The Compliance Engine* [www.thecomplianceengine.com](http://www.thecomplianceengine.com).

Accurate and timely inspection reporting, combined with this new tracking capacity, will reduce false alarms and expedite the repairs of fire protection systems, helping ensure the SFD mission of saving lives and protecting property for all who live, work, visit, or do business in Seattle. In Washington State, Bellevue, Mercer Island, Shoreline, Redmond, West Pierce County and Clark County have already implemented the program with the *Compliance Engine*.

This change has no impact on a building owner's ability to select an approved fire protection. The Systems Testing and Reporting Overview page is available at:

<http://www.seattle.gov/fire/FMO/confidenceTesting/ct.htm>.

There are links to several documents with more information about the program that starts July 1st.





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## Cyber Liability Coverage



**Did You Know?**  
**896,000,000**  
personal records have been breached in the  
US since 2005.

### Security America Risk Retention Group Announces Cyber Liability Coverage Embedded in All New Policies

With a mission to best protect its policyholders, *Security America Risk Retention Group* (RRG) is addressing the growing concern for cyber security with new cyber liability coverage. As of March 1, 2017, *Security America RRG* policyholders, upon renewal, will have a \$50,000 limit of data breach coverage embedded in their general liability policy.

Data security breaches and compromises of customer and employee data continue to be reported at high frequencies. Since 2005, 896 million personal records have been breached in the United States. When a breach occurs, a small business needs to be ready to respond quickly and effectively to mitigate its exposure to brand damage and legal liability.

"There are so many different ways that customer data can be breached today. It can be as simple as the loss of a company laptop or cell phone or through a targeted hacking ploy," says Michael Keegan, president of *Security America RRG*. "Security America recognizes this growing problem and has taken the lead to protect our policyholders by providing coverage for liability and extra expenses affiliated with data breaches."



(continued on next page)

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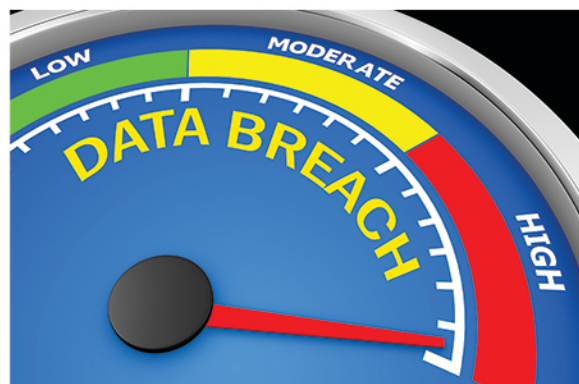
## Cyber Liability Coverage *(continued)*

The new coverage protects against damages and expenses resulting from a violation of a privacy law for:

- Theft, loss, or unauthorized disclosure of personally identifiable non-public information or third party corporate information
- Acts or incidents that directly result from a failure of computer security to prevent a security breach
- Failure to timely disclose an incident in violation of any breach notice law
- Failure to comply with that part of a business' privacy policy that specifically:
  - Prohibits or restricts the disclosure, sharing or selling of a person's personally identifiable non-public information;
  - Requires access to personally identifiable non-public information or to correct
  - Incomplete or inaccurate personally identifiable non-public information after a request is made by a person
  - Mandates procedures and requirements to prevent the loss of personally identifiable non-public information
- Failure to administer (a) an identity theft prevention program or (b) an information disposal program required by regulations and guidelines

In addition, policyholders also gain access to breach services including forensic and legal assistance from a panel of experts to help determine the extent of the breach and the steps needed to comply with applicable laws.

Keegan continues, "Data security breaches are real and need to be taken seriously. It is no longer a matter of if your business will suffer from a data breach, it is now a matter of when. Be sure to protect your business from the costs of managing a data breach by going with *Security America RRG*."



For more information on how to manage your risk and protect your business through *Security America RRG*, please contact us at 866-315-3838 or via email at [USRisk@SecurityAmericaRRG.com](mailto:USRisk@SecurityAmericaRRG.com).



# HEY NASHVILLE... WE'RE BACK!

We're excited to return to the place where it all began — Nashville, TN — for the 10th annual Electronic Security Expo, June 13-16, 2017 at the Music City Center!

I can say with certainty, that ESX is still the very best event for joining real conversations and for sparking real business relationships. Each year, I watch professionals who are truly passionate about what they do - hone their business skills, become more tech savvy and develop their networks.

It's an important time in the industry - integrators, alarm dealers and monitoring companies are being disrupted by an evolving market. Consumers and businesses expect to manage people, places and things from their pockets.

This year, ESX will again offer you and your team the opportunity to gain meaningful exposure to new technologies, perspectives, ideas and best practices from business and industry thought leaders. And for our 10-year anniversary, ESX is pleased to offer special registration pricing for you. **Those who register early can secure a Premium Pass for \$199.** This grants attendees access to everything that ESX has to offer:

## 4 MAIN STAGE EVENTS

## 32 PEER-DELIVERED EDUCATIONAL SESSIONS

**3 COUNTERPOINT FORUMS** - New this year -where industry professionals come together and explore a multitude of views that exist in the security industry, discussing opposing views freely and passionately.

## 8 EXHIBITOR-OFFERED TRAINING SESSIONS

## 2 DAYS WORTH OF QUALITY EXPO CONNECTIONS

This also includes the Opening Celebration at the Country Music Hall of Fame and the ESX Crawl, an incredible opportunity to network and enjoy the sights and sounds of Nashville, and it's downright fun!

Don't miss ESX in 2017. This is where decision makers and influencers gather to get business done.



**George De Marco**  
ESX Chairman



## Special Thanks to Our Diamond Partners!



*Alarm  
Center Inc.*

## Special Thanks to Our Ruby Partners!



## Membership in WAESA

WAESA needs your support!! We have been busy attending meetings on industry issues and helping the industry by fighting for issues such as the NICET extension. In order to continue our work, we need your membership and your participation in our events for funding.

Please go to: <https://squareup.com/market/waesa> to register for our events or to become a member.




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**FIVE DIAMOND  
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**EARLY BIRD SPONSOR  
PRICING – GOOD  
THROUGH April 30th  
WAESA 16<sup>th</sup> Annual Golf  
Tournament  
The Golf Club at  
Redmond Ridge  
1182 Trilogy Parkway  
NE, Redmond  
Thursday, July 13<sup>th</sup>,  
2017**



**About The Event**

WAESA invites you to tee it up with your “golfin’ buddies” at Redmond Ridge Golf Course on Thursday, July 13<sup>th</sup>, 2017. The Tournament includes:

- 18 holes of golf (*Shotgun start*)
- Putting contest
- Long drive contest
- Closest to the pin competition
- Hole in one contest
- Two raffles
- Awards dinner

*Funds raised from the golf tournament help WAESA’s scholarship fund for the children of law enforcement and fire service personnel and outreach programs of the ESA of Washington.*

**Entry Fee: \$150 per player**

**Tournament Schedule**

Golf Registration: Noon – 1 p.m. Tee - off time: 1:30 p.m.  
Awards Banquet: 6:30 p.m.

Register at <https://squareup.com/market/waesa>