



12700 - 31 Mile Road  
Washington, Michigan 48095  
(586) 752-3200 / Fax: (586) 752-5270  
[www.eoisi.com](http://www.eoisi.com)

November 23, 2009

Mr. Michael Pung, Director  
Mt. Pleasant Area Technical Center  
1155 S. Elizabeth St.  
Mt. Pleasant, Michigan 48858

Mr. Pung,

My name is Larry Kokx. I am a Class of 1990 graduate of MPATC. I would like to consider myself a "success story", and I tribute that success to my education at MPATC. If I may, I would like to share that story with you.

In this ever increasing competitive job market, I feel it is important for all young adults to determine their career goals as early in life as possible, and then start on the path that will help them reach those goals. I decided as a freshman in High School, I wanted to pursue a career in Electronics. Electronics is a very diverse field, that once you have established a foundation in electronics principles, you can branch out into many different specialties.

I took Electricity my sophomore year, Electronics I (analog) my junior year, along with an Independent Study of Electronics II (digital). In my senior year, I then completed Electronics III (advanced). I also took two years of Data Processing. I became very impressed with the level of education I received, and have not forgotten any of it. From basic principles, to hexadecimal programming of microprocessors, to LASER's and robotics. I also learned computer programming in four languages (BASIC, PASCAL, COBOL, & RPG2). I remember a recruiter from the National Institute of Technology came in, and told me there was no point in me taking their course, because I had covered more in High School than they even could! They did offer me to take the final exam, and pay the tuition, and they would just give me their certificate without spending anytime in class. It seemed like a waste of money to receive a piece of paper to me at the time.

I learned a lot under the tutelage of Dale Hinton & Harry Plouff. I considered them both mentor's. Mr. Plouff gave me a job after school, as a Computer Technician. I installed over 50 new IBM PS2's in the school, and served as System Administrator of the IBM System 36 mainframe. So I am not only an alumni of MPATC, but a former employee! I worked an hour a day after school, and received minimum wage. But it was cool to put on my resume at the time!

During my senior year, I also participated in BPA (Business Professionals of America). I took first place in the Computer Specialist competition both at Regional's, as well as first place in the State. I then went on to compete in the National competition held in Minneapolis that year.

After High School, Mr. Hinton asked me to join the Electronics Department Advisory Committee, a position I held for 3 years. I got accepted at Central Michigan University, and due to my experience as a Computer Technician for the High School, managed to get a job in the Computer Services Department at CMU, and that is where I met Gary Anderson, who was Director of Computer Services at the time.

Ineligible for any forms of financial aid, I found myself in a position of dropping out of college after one year. In 1993, after a period of unemployment and odd-jobs, I saw a job posting for a Surveillance Technician position, at the new Saginaw Chippewa Casino. It was solely on my electronics background at MPATC, that enabled me to land that position, which turned out to be the start of my career in electronic security.

I had no problem understanding the complexity of the pan-tilt-zoom cameras, (the “bubbles” you see hanging from the ceilings of casinos), and found myself making component level repairs. These little “robots” had three microprocessors, and five little electric motors to control pan, tilt, zoom, iris, & focus. I also quickly learned about large video matrix switchers, multiplexers and quads. I learned a lot about fiber-optics, as it was fiber-optic trunk lines that connected to the satellite switches at the Bingo Hall & Card Room.

In 1996, I was promoted to Sr. Surveillance Technician, and I oversaw the installation of one of the largest CCTV systems (at that time), into the third largest casino in North America...and at the ripe old age of 23! Soon after, I took a position with the manufacturer of the CCTV systems that were installed at Soaring Eagle; Sensormatic Electronics Corporation, headquartered in Florida, and the “Official Electronic Security Supplier for the 1996 & 2000 Olympic Games”. I moved down to Detroit and worked out of the Detroit office.

Since then, I have been promoted and changed companies several times, still living in the Detroit area, but I have worked on projects all over the country. I love my career. Every day presents a new challenge. I eventually learned how to integrate several systems into one large system; CCTV, access control, intercom, PLC’s and GUI touchscreens just to name a few. I have designed security systems for casinos, banks, airports, and correctional facilities. Some of my designs have been internationally recognized, and reviewed and approved by the US Department of Homeland Security.

I recently was recognized by NICET (National Institute for Certification in Engineering Technologies (sponsored by the National Society of Professional Engineers)), with their highest level of certification, Designer Level II. I am also Certified in Homeland Security (CHS) and I am working on my Physical Security Professional (PSP) Certification through ASIS International.

My mother used to work as a Supervisor for the State of Michigan (for 20 years), at the Mt. Pleasant Regional Center for Developmental Disabilities. I used to look up to her, and considered her to be “middle class”, and my goal was to someday be “middle class”. By the time I reached the age of 27, I had surpassed her in salary! So I set a new goal, that next, I wanted to double it. I am still “middle class”, but I am well on my way of reaching that next goal. I am always setting newer, and higher goals, and never plan to stop climbing.

The point of this letter is several reasons: #1, to show that the education received at MPATC is sufficient for someone like me to achieve their career goals. I do not recommend anyone to drop out of college, but for this college dropout, I am still pleased with my accomplishments. And #2, to show my appreciation to MPATC, for giving me the foundation I needed to build my career on. I am forever indebted to teachers like Mr. Hinton, Mr. Plouff...and Mr. Anderson!

Please feel free to share my story, and contact me with any questions.

Regards,



*NICET Certified Video Security Systems Designer, Level II*  
Business Development Manager  
**EO Integrated Systems, Inc.**

**Lawrence F. Kokx**  
**1070 Woodworth Dr.**  
**Grand Blanc, Michigan 48439**  
**Message: 810.354.2753**  
**Mobile: 810.429.8234**  
**eMail: kokx97@comcast.net**

## **SUMMARY**

NICET Certified Video Security Systems Designer (Level II) with 16 years experience in the electronic security industry; from end-user, to manufacturer, to contractor and design/build systems integrator. I am currently working on my Physical Security Professional (PSP) Certification through ASIS.

## **WORK EXPERIENCE**

### **Security Design, Inc.**

**dba EO Integrated Systems, Inc.** (formerly Easter-Owens Integrated Systems, Inc.) **02/04 – Present**  
**Business Development Manager:** Primary responsibility is serving as the Account Manager for a \$21M client (ITC Holdings), while expanding the company into other vertical markets such as Gaming, Transportation, Utilities, Homeland Security, and Corporate. Responsibilities also include the design, cost estimation, implementation, integration, and supervision of large scale electronic security systems for all of the vertical markets listed above, as well as the Correctional Industry. Also performed contract negotiations, purchasing, project management, technical support, CAD, sales and marketing.

### **LVC Technologies, Inc.** (formerly a division of Ferguson Electric, Inc.) **09/99 – 01/04**

**Sr. Systems Engineer** (07/02 – 01/04): Responsible for the design, cost estimation, implementation, integration and supervision of large scale electronic security systems. Also performed IT Support, CAD, hiring, training, purchasing, project management, sub-contract negotiations, sales support, and technical support. Was promoted from **Systems Engineer** (09/99 – 07/02).

### **Clover Technologies, Inc. / Ameritech Corporation** **06/98 – 09/99**

**Systems Engineer** (03/99 – 09/99): Responsible for the design, cost estimation, implementation, integration, and supervision of large scale electronic integrated systems. Also performed CAD, project supervision, and technical support. Was promoted from **Systems Technician** (06/98 – 03/99). (Note: Clover Technologies was acquired by Ameritech in October, 1998 which later merged with SBC Communications in October, 1999. SBC (now AT&T) sold Clover to GlobalView Technologies in November, 2000, and Clover ceased operations in January, 2003.)

### **Sensormatic Electronics Corp. / Security Technologies Group, Inc.** **09/96 – 06/98**

**Customer Engineer:** Responsible for the installation, repair, and maintenance of electronic security systems. Also performed purchasing, project supervision, and technical support. (Note: Security Technologies Group acquired the Enterprise Accounts Division of Sensormatic Electronics Corporation in September, 1997. Siemens Building Technologies then acquired STG in June, 2001. Tyco Fire & Security acquired the remaining divisions of Sensormatic in November, 2001.)

**WORK EXPERIENCE (Cont.)**

**Soaring Eagle Gaming**

**An Enterprise of the Saginaw Chippewa Indian Tribe** **08/93 – 09/96**

**Sr. Surveillance Technician** (06/96 – 09/96): Supervised the design, installation, repair, and maintenance of a large scale CCTV system, into the third largest casino in North America. Also supervised and trained other technicians and sub-contractors, involved with hiring, planning budgets, and purchasing. Was promoted from **Surveillance Technician** (08/93 – 06/96).

**OTHER WORK EXPERIENCE**

ERDT/SHARE! – Exchange Program Coordinator 2009 – Present  
American Cancer Society, Relay for Life of Fenton – Logistics Chairman 2007 – Present  
Mt. Pleasant Area Technical Center Electronics Dept. Advisory Committee 1991 – 1993

**EDUCATION**

**Central Michigan University – Mt. Pleasant, Michigan** **1990 - 1991**

Major: Computer Technology (Computer Science / Electrical Engineering)

**Mt. Pleasant Area Technical Center – Mt. Pleasant, Michigan** **Graduated 06/90**

Major: Electronics Minor: Computer Programming

**CERTIFICATIONS**

**Video Security Systems Designer – Level II (VSSD-II)**

National Institute for Certification in Engineering Technologies (NICET) 01/09  
**Physical Security Professional (PSP) – ASIS International** In Process  
**Certified in Homeland Security (CHS) - American College of Forensic Examiners** 08/08  
**Certified CCTV Designer (CCD) - L.T.C. Training Center** 08/96  
**Certified CCTV Installer/Service (CCIS) - L.T.C. Training Center** 08/95  
**Honeywell – ProWatch/MaxPro VMS Installation & Configuration** 02/09  
**Honeywell – NexWatch/ProWatch Installation & Configuration** 12/05  
**Honeywell – DVM Installation & Configuration** 06/05  
**Verint – SmartSight/nDVR Installation & Configuration** 01/05  
**Bosch - VIDOS & BVIP Installation & Configuration** 11/06  
**Clover – CATV Communications** 07/98

**REFERENCES**

**Donald M. Rochon, SET, CPP, CDT**

**EO Integrated Systems, Inc., President**

12700 – 31 Mile Rd., Washington, Michigan 48095 Phone: 586.752.3200

**Neal W. Krantz, Sr., SFPE, SET**

**Krantz Systems & Associates, LLC, President**

30126 Bretton, Livonia, Michigan 48152 Phone: 734.812.2670

**Peter Almquist**

**ERDT/SHARE!, Regional Director**

27713 Ruehle, St. Clair Shores, Michigan 48081 Phone: 586.772.3738

## **SAMPLE PROJECT PORTFOLIO**

|  |                            |
|--|----------------------------|
| Austin-Bergstrom International Airport               | Austin, Texas              |
| Bay County Jail                                      | Bay City, Michigan         |
| Blue Water Bridge                                    | Port Huron, Michigan       |
| Capital City Regional Airport                        | Lansing, Michigan          |
| Celani Family Vineyards                              | Napa Valley, California    |
| Central North Carolina Prison                        | Raleigh, North Carolina    |
| Central Valley Juvenile Detention Center             | San Bernardino, California |
| Compuware World Headquarters                         | Detroit, Michigan          |
| Detroit Edison                                       | Various Sites              |
| Detroit Metro Airport – McNamara Terminal            | Detroit, Michigan          |
| Detroit Symphony Orchestra                           | Detroit, Michigan          |
| Eastern Michigan University – Bruce T. Halle Library | Ypsilanti, Michigan        |
| Federal Reserve Bank of Cleveland                    | Cleveland, Ohio            |
| General Motors                                       | Various Sites              |
| International Transmission Company (ITC)             | Various Sites              |
| ITC Holdings   | Novi, Michigan             |
| ITC Midwest (ITC)                                    | Various Sites              |
| Kendall County Public Safety Center                  | Yorkville, Illinois        |
| Kiowa Red River Casino                               | Devol, Oklahoma            |
| MGM Grand Casino                                     | Detroit, Michigan          |
| Michigan Electric Transmission Company (ITC/METC)    | Various Sites              |
| Monroe County Community College                      | Monroe, Michigan           |
| Motor City Casino                                    | Detroit, Michigan          |
| Oakland County Regional Airport – Pentastar Aviation | Pontiac, Michigan          |
| Sandia National Laboratories                         | Albuquerque, New Mexico    |
| Soaring Eagle Casino & Resort                        | Mt. Pleasant, Michigan     |
| St. Clair County Jail                                | Port Huron, Michigan       |
| Tallahassee Regional Airport                         | Tallahassee, Florida       |
| UAW/GM Center for Human Resources                    | Detroit, Michigan          |
| University of Michigan Medical Center                | Ann Arbor, Michigan        |
| Upper Lake Casino                                    | Upper Lake, California     |
| US Manufacturing                                     | Warren, Michigan           |
| Wyandotte Police Department                          | Wyandotte, Michigan        |

NOTE: ITC's design/build security project was internationally recognized by the North American Electric Reliability Corporation (NERC) as an "**Example of Excellence**", in 2009. It was also nominated for a "Sammy Award" in 2006 by *Security Sales & Integration* magazine, at the International Security Conference (ISC-West).