

# THE RAMPART

## The 2015 John Evans Memorial Golf Outing

Pass this  
on to all  
your  
personnel

Of Special  
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On a beautiful Fall day in Wisconsin, 64 premier golfers gathered at Chula Vista, Wisconsin Dells, to display their immense talents on the golf course and prove their mettle. One person said , "I'm glad the PGA gave us some time off."

Okay, fine. But it was a beautiful day and to be sure there was awesome golf happening. The new club house proved to be a great venue. And fun was had by all!

## And We're Not Done Yet!

Keep these dates in mind as 2015 winds down

Item	Date	Location
WIESA Board Meeting	October 15, 2015 3:30– 5:00 p.m.	Courtyard by Marriott 16865 W. Bluemound Rd. Brookfield, WI
General Assembly Meeting	October 15, 2015 5:00– 9:00 p.m.	Courtyard by Marriott 16865 W. Bluemound Rd. Brookfield, WI
Day of CEUs	October 29, 2015 8:00-5:00 p.m.	Courtyard by Marriott 16865 W. Bluemound Rd. Brookfield, WI
Certified Alarm Technician	November 2-4, 2015	ADI Training Room 13100 W. Lisbon Rd., Brookfield, WI
Fire Alarm Installation Methods	November 12-13	ADI Training Room 13100 W. Lisbon Rd., Brookfield, WI
WIESA Board Meeting	November 12, 2015	TBD
WIESA Board Meeting	December 10, 2015	TBD

### *A Message from the President:*



WIESA's annual membership golf outing was a tremendous success this year. The weather was cooperative, Chula Vista was very accommodating and the food was delicious. The John Evans family attended and participated in the event. But without your support, this event would not be the success it was. Therefore, I would like to personally thank all of the golfers, volunteers, Board Members and vendors for generously supporting this event.

SAARG-Our Title Sponsor

DSC-Hole Sponsor & Trivia Night

Interlogix-Hole Sponsor

ADI-Raffle Prices

Tri-Ed-Raffle Prizes

TECC Security Systems, Inc.-Raffle Prize, Golf Events

Katie Bally, Jeff Carlson & Sandy Fontecchio-Volunteers

Capital Lock-Two Beverage Carts

Cassidy-Hole Sponsor

Mircom-Hole Sponsor

Per Mar-Hole Sponsor

ADP-Raffle Prize

WIESA and I look forward to seeing you next year at our annual golf outing. Once again, thank you for making this an event worth repeating.

*Dave Fontecchio, WIESA President*



Mike Keegan, SAARG President  
Title Sponsor with Karen Bartel



Mike Witchie, Honeywell



Big Raffle Prize Winner,  
Steve Garritson



Sandy Fontecchio, TECC  
Security and Jim Welch, DSC

### **A Closing Statement from Golf Chair of the 2015 John Evans Memorial Golf Outing**



I would like to thank everyone for participating the WEISA 2015 John Evans Golf Outing at Chula Vista, Wisconsin Dells. A special thank you to all the sponsors and volunteers for the endless hours spent organizing this outstanding event. If anyone has feedback, please feel free to reach out to me at [jeff@cassidytechnologies.com](mailto:jeff@cassidytechnologies.com) or call me at 715-307-2022.

Thanks again for everyone's participation in this event.

Sincerely,

*Jeff Carlson*



## David Koenig Awarded the Robert W. Shirley Award



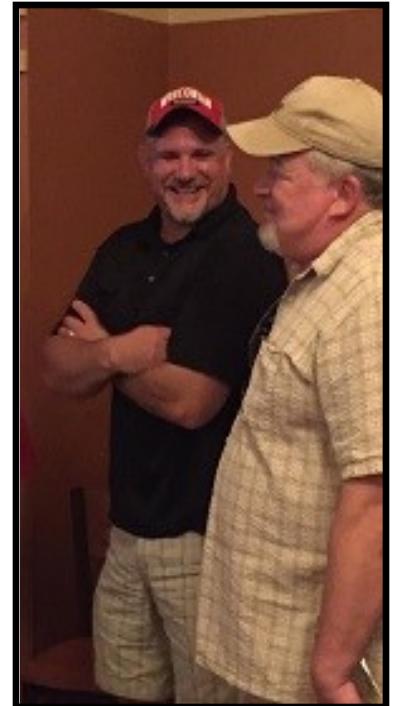
Mike Horgan, David Koenig & Chris Utter

The Robert W. Shirley Achievement Award for Industry Dedication and Excellence is given whenever the WIESA Past Presidents believe an individual's efforts go above and beyond the normal call of duty and who's results exemplify its namesake.

It has only been given out twice before - to Mike Horgan and Chris Utter. Those two were on hand and presented David Koenig with this coveted award after showing two videos made by National ESA top officials.

Upon receiving the award, David said, "Of all the awards and recognition that I've received, this is the one I really wanted because I knew Bob and this is a great honor."

And he had a few choice words for those who kept it a secret.



Chris Utter and David Koenig

### Angela White Awarded the President's Award



Angela White awarded the Presidents Award from David Fontecchio, President, WIESA

## Golf Outing Winners

**First Place Team:** Rick Stevens, Larry Madsen, Cale Bakke, and Patrick Schuh

**Second Place:** Mike Witchie, Bob Haedt, Mike Blaisdell, and Don Banke

## Congratulations!

Over \$1000 was raised through raffles and golf events.

Over \$400 of the 50/50 raffle is earmarked for the WIESA Scholarship Program!

Thank you!



**Experts in Electro Mechanical Specification & Installation**

Contact:  
David M. Koenig, CPP  
608-256-LOCK (5625)  
[david.koenig@capitallock.com](mailto:david.koenig@capitallock.com)

## WIESA 2015 TRAINING COURSES



ESA's National Training School (NTS) is the Most Recognized provider for standardized training in the electronic security and life safety industry. More than 45,000 students have completed NTS courses and thousands have been certified.

Here is why NTS is your company's Most Valuable training partner:

### Most Comprehensive

NTS training is for all skill levels from beginner to advanced students. Training helps employees gain skills, knowledge and credentials which maximize their productivity.

### Most Cost Effective

By enhancing the customer experience through outstanding craftsmanship and product expertise, employers increase their leads, referrals and repeat business which benefits the company's bottom line.

### Most Options Available

With a network of 140+ trainers across the United States, and classroom and online options, NTS has a solution for your training needs.



**Watch for a list of upcoming NTS classes being offered by the Wisconsin Electronic Security Association in 2016**

### For all NTS Training classes:

Attendance is required at all sessions in order to complete a course. Registration is open at this time for all classes. Class size is limited to 21 students on a first-registered, first-enrolled basis, therefore early registration is encouraged.

### Fire Alarm Installation Methods (FAIM)

#### Certification

*The Course for Mastering Practical Design, Installation, Service and Maintenance of Code-Compliant Fire Alarm Systems*

Thursday & Friday, November 12-13, 2015 • 8AM – 5PM  
ADI Training Room, 13100 W Lisbon Rd,  
Ste. 300, Brookfield, WI

**WIESA Members.... \$ 395    Non-Members.... \$ 495**  
**Fire/Municipal Inspectors...\$ 90**

**If registering after 11/2/2015 a \$35 late registration fee is required.**

This 14-hour course is ideal for individuals seeking to expand their knowledge of the installation, service and maintenance of fire alarm systems. It provides the necessary review material to prepare for NICET level 1 and 2 examinations. This course follows the structure of NFPA 72 and is based on the 2010 edition of NFPA 72 and the 2008 NFPA 70. This course concludes with a two-hour examination. (NTS 16 CEUs)

#### SUBJECT AREAS:

- Fundamentals of fire alarm systems
- Initiating devices
- Household fire warning equipment
- Notification
- Protected premises fire alarm systems
- Supervising stations
- Plans and specifications

### Certified Alarm Technician Level I

*The Core Technical Training and Certification Program for the Electronic Security Industry*

Monday-Tuesday, November 2-4, 2015 •  
8AM – 5PM

ADI Training Room, 13100 W Lisbon Rd,  
Ste. 300, Brookfield

**WIESA Members.... \$ 395    Non-Members.... \$ 495**  
**Fire/Municipal Inspectors...\$ 90**

**If registering after 10/26/15 a \$35 late registration fee is required.**

This 22 hour foundational course is so essential dozens of states and localities insist on it as a prerequisite for performing security integration work. The course is targeted to technicians, service personnel, installation personnel, sales staff and business owners to prepare to plan for and initiate a successful installation. The course concludes with a two-hour examination. (NTS 24 CEUs)

#### SUBJECT AREAS INCLUDE:

- |                         |                        |
|-------------------------|------------------------|
| • Industry Introduction | • Alarm Systems        |
| • Standards             | • Fire Systems         |
| • Alarm Management      | • Notification Devices |
| • Electricity           | • Communications       |
| • Power Supplies        | • Wiring Methods       |
| • Control Panels        | • Tools & Equipment    |
| • Perimeter Sensors     | • Troubleshooting      |



## **HOTEL MAZE AND GENERAL MEETING**

**Where:** Courtyard by Marriott, 16865 W. Bluemound Rd.,  
Brookfield, WI 53005

**When:** October 15, 2015

**Social Hour:** 5:00 p.m.

**Dinner:** 5:30 p.m.

**Speakers:** 5:30 p.m. to 7:00 p.m.

**Haunted Maze:** 7:00 p.m. to 9:00 p.m.

**Cost:** \$50 per person



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## **A Day of CEU Training**

**October 29, 2015**

**Courtyard by Marriott, 16865 W. Bluemound Rd., Brookfield, WI 53005**

**Cost:** \$49 for Morning Sessions or Afternoon Sessions, or \$79 all day

**Choose what you need to complete your CEU requirements for the year.**

Time	Credits	Instructor	Class Title
9:00 a.m.—11:00 a.m.	2	Gene La Valle	Emergency Communication Systems
9:00 a.m.—11:00 a.m.	2	Rick Steger	What's on the outside that counts
11:00 a.m.—11:30 a.m.		Lunch	
11:30 a.m.—1:30 p.m.	2	Gene La Valle	Don't Get Burned Selling Fire Alarm Systems
11:30 a.m.—1:30 p.m.	2	Rick Steger	Access Control Hardware Selection
1:30 p.m.—3:30 p.m.	2	Gene La Valle	Fire Alarm Inspection, Testing & Maintenance
1:30 p.m.—3:30 p.m.	2	Deane Myers	Wire & Cable Applications for Commercial Installers
3:30 p.m.—5:30 p.m.	2	Vinny Matassa	Mircom TX3 Basic Access 101
3:30 p.m.—5:30 p.m.	2	Deane Myers	National Electric Code 760: Fire Alarm Systems





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- ✓ **Custom messages to distinct groups can be written and sent when needed**
  - Teachers/administration, students, superintendent, school board and parents
- ✓ **Proprietary software “intelligently filters” responses from building occupants**
  - Most common terms, such as “injuries” or “cafeteria,” are identified
  - Responders use this information to plan, prioritize and adapt response efforts

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# 1st Annual WIESA Holiday Pool Tournament January 21, 2016

Ho! Ho! Ho! Indeed.

Grab your cues boys and girls; the Game is on!

## **Tourney Rules:** 1. You Have to Call Your Shot

Your opponent should know what you're trying to do every time it is your turn to shoot. If the ball bounces around for a while and then happens to knock one of your balls in, the shot counts, but it is your opponent's turn because you didn't call that shot.

## 2. The Table is Open after the Break

This is one of the rules that confuses people. Even if a ball goes in off of the break, the next shot has to go in for the shooter to own a color.

You can even hit solid-stripe combinations until the first ball is made. The only ball that can't be hit when hitting combinations is the 8-ball.

## 3. Your Color Must Be Touched First

No matter where you are in the game, you must always hit your color first for it to be a legal shot. This is where the real strategy of bar pool comes in and what makes most games exciting.

If you do hit your color first, then the ball can go off of any of your opponent's balls and the shot will be considered legal.

## 4. Never Hit The 8-Ball First

Any shot that hits the 8-ball first is considered to be illegal except for the final shot in 8-ball. It's the easiest ball to see on the table, so be sure to avoid hitting it before anything else.

## 5. Cue Ball is placed in the kitchen after a scratch. (No Ball-in-hand)

You might be used to being able to put the cue ball anywhere after a scratch, but most of the time you can't do that at a bar. That little white marker that some people use to line up their opening break is actually there for when people scratch.

**Payout: 50% of registration proceeds. Divided amongst first, second and third place.**

**Sponsorship opportunities - with lots of space for displays.**

**More Details to Follow**

## REGULAR MEMBERS OF WISCONSIN ELECTRONIC SECURITY ASSOCIATION

Tim Gray	AA Security	Franklin	(414) 303-3823
Gary Talma	ADT	Brookfield	(262) 649-7332
Jace Hierlmeier	Ahern Fire Protection	Fond du Lac	(920) 921-9020
Pat Suring	All Security Technologies LLC	Menomonee Falls	(414) 750-1150
William Coutant	Associated Technical Services Inc	Milwaukee	(414) 476-4200
Robert Bell	BelPro Fire Specialists Inc	Kaukauna	(920) 788-9175
Dorian Kruse	Capital Fire & Security	Madison	(608) 442-8777
Mark Strunsee	Centec Security Systems	Waukesha	(262) 549-6000
Chris Utter	Central 1 Security	Brookfield	(262) 783-7500
Dave Grebetz	ClearCom Inc	Racine	(262) 898-2020
Gene Genal	Cornerstone Security	Wauwatosa	(414) 607-6990
Josh Weigand	Dean's Satellite & Security	Sparta	(608) 269-2897
Larry Madsen	Door Guard Security	Sturgeon Bay	(920) 743-7573
David Wiggert	DPW Inc dba A-1 Fire Protection	La Crosse	(608) 785-7570
Brian Bautz	Engineered Security Solutions Inc	New Berlin	(262) 780-9770
Dan Salm	Faith Technologies	Appleton	(920) 738-1500
Douglas Fearing	Fearing's Audio Video Security	Madison	(608) 443-2595
Tim Fleming	Fleming's Fire 1 Inc	Oconomowoc	(262) 966-7633
Mike Horgan	H&S Protection Systems Inc	Stevens Point	(715) 344-0727
Matt Hunter	Hunter Security & Surveillance Systems	Greenville	(920) 202-3607
Robert Werner	Integrated Security Solutions Inc	Cottage Grove	(608) 839-3174
Jeff Beckmann	J&K Security Solutions	Madison	(608) 255-5799
Josh Sohn	JSM Secure Inc	Sheboygan Falls	(920) 467-7550
Joe Kiewit	Kiewit's Lock & Security Inc	Rice Lake	(715) 234-1990
Scott Lacko	Kozar Technologies LLC	Eagle River	(715) 479-1110
Michael Martin	Martin Systems	Green Bay	(920) 432-2169
Kirk Olson	Merrimac Communications Ltd	Merrimac	(608) 493-9470
Mark Mangold	Northern Telephone & Data	Oshkosh	(920) 426-9192
Jesse O'Kane	Per Mar Security Services	Fitchburg	(608) 238-9295
Thomas Barnet	ProTech, LLC	Marathon	(715) 573-3583
Randy Jack	Sentinel Security LLC	Little Chute	(920) 687-8838
Dennis Wilsey	Signal Systems Inc	La Crosse	(608) 784-1557
Mike Dickmann	Stanley Convergent Security Solutions	Waukesha	(262) 521-3900
Richard Turbin	Statewide Security Systems Inc.	Elm Grove	(262) 786-2355
David Fontecchio	TECC Security Systems Inc	Appleton	(920) 969-9901
	Time Warner	New York	(800) 892-4357
Harry Gordee	Tru-Lock & Security Inc	Eau Claire	(715) 835-1540
Leroy Lasky	Tyco Integrated Security	Brookfield	(262) 792-1222
Jamie Ehmer	USA Fire Protection Inc	New Berlin	(262) 782-3311



## **LOOK TO WIESA ASSOCIATE MEMBER FOR QUALITY PRODUCTS AND SERVICES**

Darren Mueller	ADI	262.781.1660
Brandon Dobratz	Alarm Products Distributors	651.647.0234
Jessy Castro	Altronix	718.567.8181
Jay Thiesen	Anixter	262.951-7777
Mary Wegner	Axis Communications	978.614.2119
Tom Binish	B&L Tec	920.687.4308
David Geon	Belden CDT Electronics	866.433.5722
Cindy Bracey	Bosch Security Systems, Inc.	800.289.0096
Gary Franzen	Brainard-Nielsen Marketing	847.734.8400
David Koenig	Capital Lock, Inc.	608.256.5625
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Mark Hinck	Clinton Electronics	815.633.1444
Alison Bonn	Criticom International	877.705.7705
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Tom Binish	Enterprise Systems Group	920.707.7032
Brian Randall	Freibert, Finerty & St. John	414.271.0130
David Jackowiak	Gentex Corporation	616.352.7195
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Greg Kemper	Integral Technologies	
Rich Kinda	JC Gury Company	714.738.6650
	Magnasphere Corporation	262.347.0711
Shawn Smith	Midwest Patrol & Investigative	608.243.7946
Bob O'Shell	NAPCO Security Systems	800.645.9445
David Owen	OCOM Sales	913.735.4840
Randy Lapp	Salient Systems	512.617.4800
Pamela Dobrugowski	Security Associates International, Inc.	703.257.0292
	Security Equipment Supply	262.717.0296
Chuck Skrober	Security Insurance Services, Inc.	920.749.1077
Keith Pope	Security Marketing Consultants	630.360.5420
Karyn Mueller	Securitas Security Services USA	414.329.2365
Peggy Rossmoine	SentryNet	800.932.2304
	Storage Power Battery, Inc.	262.703.5800
Richard Tare	Tri-Ed Distribution	847.450.8752
Tom Loeser	Werner Electric Supply, Inc.	414.750.8457
Ed Arseneau	Cooper Wheelock	303.642.6017

## Wisconsin Electronic Security Association Officers & Committee Chairs

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Josh Manring 608.729.5810

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#### Executive Director:

Karen Bartel 414.459.3260

### WIESA Lifetime Members

Andy Paul Islo

Jean Novy

John Papador

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Terri Kerman

John Ruminski

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## Second Year Apprenticeship Program Rolls Out

Our 2014 apprentices have begun their first semester of their second year. You still have time enroll students into the 2015 - 2016 program.

Please contact David Koenig at 608-256-5625 with any questions.



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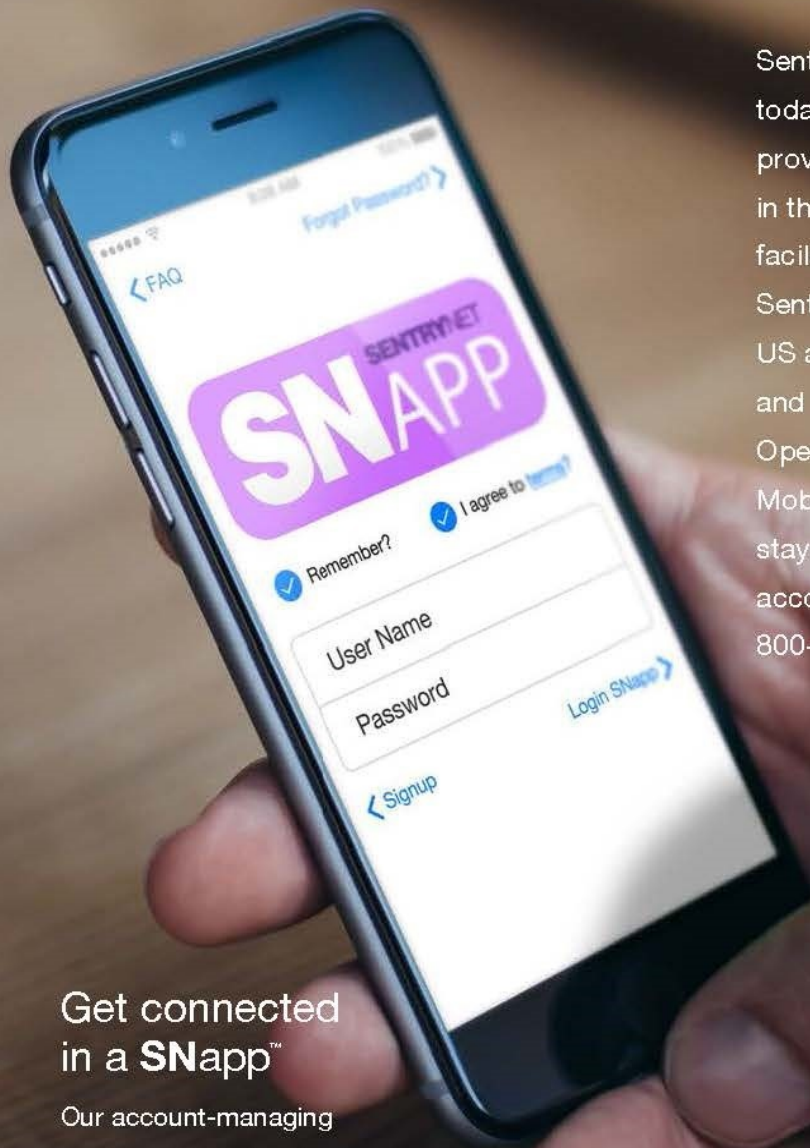
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P.O.BOX 180702  
Delafield, WI 53018

## 1st Annual WIESA Holiday Party/Pool Tournament—January 21, 2016



To Contact Karen Bartel, Executive Director  
WIESA, P.O. Box 180702, Delafield, WI 53018

Phone 414.459.3260 · [information@wiesa.org](mailto:information@wiesa.org)

The purpose of the Wisconsin Electronic Security Association is to promote the interest of the electronic protection and alarm system industry. The WIESA informs the public of services performed by the industry.

It facilitates communication among those engaged in the sale and installation of alarm detection and supervisory systems by providing a forum for the discussion of ideas and problems.

The Wisconsin Electronic Security Association encourages the enactment of legislation beneficial to the electronic alarm system industry and the public interest. Of utmost importance to the Association is the promotion of professionalism.

### **SAVE THE DATES:**

**Member Meeting 10/15/15**  
**CEU Training Day 10/29/15**  
**Holiday Party 1/21/2016**

For Membership Information or to Advertise in  
this publication, contact WIESA at:

[information@wiesa.org](mailto:information@wiesa.org)

Visit WIESA at [www.wiesa.org](http://www.wiesa.org)