

RAMPART

RECAP OF PREVIOUS QUARTER

A Certified Alarm Technician 1 class took place on October 2-4, 2019.

On October 24th, WISA's 1st Annual Trade Show took place in Appleton, WI and included "A Day of CEU's" and a General Member meeting.

On December 5-6, 2019 A Fire Alarm Installation Methods class was held at ADI.



UPCOMING EVENTS

The Annual Holiday Party will be held at the Holiday Inn in Pewaukee on January 16th. The first "Day of CEU's" of the year is being held on March 5th.

WELCOME NEW MEMBERS

- Boss Lock & Security LLC

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SAVE THE DATES

WISA HOLIDAY PARTY

We are bringing back a group favorite this year....Casino night!!! Join us for a night of fun and games at our Annual Holiday party on January 16th @ 5:00 pm at Holiday in Pewaukee. The Annual Awards meeting will be held on May 21st..

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2020 SCHEDULE OF EVENTS

| | |
|------------------|--|
| Jan 16 | Annual Holiday Party Holiday Inn Pewaukee, N14 W 24140 Tower Place, Pewaukee, WI 53072 |
| Feb 20 | Board Meeting To Be Announced |
| Mar 5 | Day of CEU's Courtyard by Marriott, 16865 W Bluemound Rd, Brookfield, WI 53005 |
| Mar 19 | Board Meeting/General Member Meeting DoubleTree by Hilton, 18155 W Bluemound Rd, Brookfield, WI 53045 |
| Apr 15-17 | Certified Alarm Technician 1 Class ADI, 13100 W Lisbon Road, Brookfield, WI 53005 |
| Apr 16 | Board Meeting To Be Announced |
| May 21 | Board Meeting/Annual Award Ceremony/Election of Board Members ThunderBay Grille, N14W24130 Tower Place, Pewaukee, WI 53072 |
| June 18 | Board Meeting To Be Announced |
| July 8-9 | Fire Alarm Installation Methods Class ADI, 13100 W Lisbon Road, Brookfield, WI 53005 |
| July 30 | Day of CEU's Courtyard by Marriott, 16865 W Bluemound Rd, Brookfield, WI 53005 |
| Aug 20 | Board Meeting To Be Announced |
| Aug 27-28 | Alarm Installation Systems Class ADI, 13100 W Lisbon Road, Brookfield, WI 53005 |
| Sept 10 | Board Meeting To Be Announced |
| Sept 17 | Annual Golf Outing To Be Announced |
| Oct 14-16 | Certified Alarm Technician 1 Class ADI, 13100 W Lisbon Road, Brookfield, WI 53005 |
| Oct 15 | Board Meeting To Be Announced |
| Oct 22 | Trade Show and Day of CEU's To Be Announced |
| Nov 12 | Board Meeting/General Member Meeting DoubleTree by Hilton, 18155 W Bluemound Rd, Brookfield, WI 53045 |
| Dec 3-4 | Fire Alarm Installation Methods Class ADI, 13100 W Lisbon Road, Brookfield, WI 53005 |
| Dec 17 | Board Meeting To Be Announced |

Q4 RECAP

1ST ANNUAL WISA TRADE SHOW

By VP Bill Flesch

On October 24th, 2019 the Wisconsin Security Association kicked off our first annual Trade Show at the Timber Rattler Stadium in Appleton, WI. The event was a huge success attended by 40 vendors and roughly 150 guests. The venue did a great job of accommodating everyone and it was a hit with all of the sports fans. Many of the attendees and vendors were very pleased with the outcome and are already asking about our 2020 event. We had a sign up card, that if you were able to visit all vendors, and have them sign your card, you would then be entered in to our grand prize drawing of a 65" 4K television set. This year's drawing winner was Andrew Jones from Barrier Security! Another big hit this year was the CEU training being offered by some of our vendors. The seats all filled up early and we could have offered more training and seats if we would have had the capacity. We are currently in negotiations with several different venues and expect to be releasing information on this year's event soon. We learned a lot about conducting the event last year and we look forward to putting the lessons learned from last year's event to produce something even bigger this year. If you have any suggestions of what you would like to see at this year's event please funnel any requests or inquiries through our Executive Director so that we have one point of contact for the inquiries. We look forward to putting on another great event this year so please make sure to put it on your calendar as soon as it comes out.



2019 WISA Trade Show



Trade Show TV Winner
Andrew Jones from
Barrier Security

FIRE ALARM INSTALLATION METHODS CLASS

In the beginning of December, a FAIM class was held at ADI and was attended by members, non-members and fire inspectors. We had a 89% pass rate!



December 2019 FAIM Class at ADI

MEMBER SPOTLIGHT



Emergency24 Is Fast, Reliable and Responsive Alarm Monitoring

Emergency24 alarm dealers can compete for any institutional, commercial or residential job.

Whether your customer requires video monitoring, access control, smart-home innovations, mass notification or traditional services like fire, burglar and environmental monitoring, Emergency24 can meet your needs.

Emergency24's Technical Department is constantly developing services that increase your customers' safety, as well as your company's recurring revenue.

Almost as important as earning the job is retaining the customer. With Emergency24, you can count on our quick phone pick-ups, reliable monitoring staff and a responsive support team to give you an advantage over your competition.

Continuous Development of Technologies

Invention is born out of necessity, so if you have a unique application, let us know and we can customize a solution to meet a market demand.

As an example, Emergency24's mass notification and GPS check-in functionalities are value-add solutions our dealers' customers enjoy. Emergency24 is finalizing other integrated video solutions that will be compatible with many platforms.

The goal will be a seamless experience from installation to verified dispatch

The same is true of our proprietary Gateway service, which is a secure conduit between hardware systems within a protected premise, to Emergency24's monitoring and web portal services.

Our Gateway software allows building operators to connect, view and control physical premise equipment to follow predefined security protocols, such as a lockdown. This is all customizable to the facility's needs and we have multiple built-in APIs for client customization.

We are always developing something new at Emergency24.

Decades of Outstanding Service

Every authority dispatch, subscriber call and party notification is handled with great care, urgency and consistency so that our interactions with subscribers are always a positive experience.

If you demand this high-level customer service for your subscribers, call Emergency24 today at 1-800-800-3624.



WISA News

ORGANIZATION NAME CHANGE

By VP Bill Flesch

To keep up with the times and the termination of the Charter Chapter Agreement between the Electronic Security Association and the Wisconsin Electronic Security Association, our organization has taken on the new name of Wisconsin Security Association Inc.

This name change became necessary in order to define clearly that we are no longer tied to the Electronic Security Association and to make sure that there would be no trademark infringements between the two organizations. Our new name has been registered with the State of Wisconsin and we are now going through the process of registering our new trademark.

One of the challenges that we were very concerned about was the URL of wiesa.org. This URL was established years ago and with the continued development of our website we were very concerned that if we could not maintain the URL we would lose a lot of the traction that we had built up in search engines. In addition to that challenge, we found that the cost to purchase a user friendly URL vs purchasing a URL that was long and spelled out was very cost prohibitive. We are glad to announce that we have reached an agreement with the Electronic Security Association that grants us full never ending rights to the URL of wiesa.org. This gives us the ability to leverage all of the hard work that has been put in to establish our presence and to move forward with providing great content moving forward.

If you haven't taken the opportunity lately, please be sure to check out the updated website. Take note of the new Members Only section. This section is only available to members that are current on their membership. If you forgot your password just type in your email address and hit "forgot your password", you will then receive an email to reset your password.

WHY DID WE RECEIVE 2 DIFFERENT ASSOCIATION INVOICES?

By VP Bill Flesch

You may have noticed that you have recently received 2 different association invoices and are wondering what this is about.

In June of 2019, at a board meeting held in Indianapolis Indiana, the Electronic Security Association decided to vote to terminate the Charter Chapter agreement. This agreement was between the Electronic Security Association and all of the remaining state chapters. The vote was held, and was passed, to terminate the Charter Chapter Agreements. In the past, you would receive one invoice that had the dues for both the Electronic Security Association and the Wisconsin Electronic Security Association. Now with the separation of the two entities, both organizations will be sending out separate invoices and each will need to be returned to the respective organization.

This was an easy transition for Wisconsin Security Association Inc. as we already had a program that would run this for us and you should have already seen the invoices in the mail. If you have not seen them please reach out to our executive director and she will be happy to send you a new copy.

HOW TO RECOGNIZE YOUR EMPLOYEES

Would you like to recognize an outstanding administrative, technician, or sales person? Have you worked with an associate member that went way above and beyond for your company? Now is the time to show your appreciation and recognize those individuals that you feel are outstanding in the industry.

Categories include:

- Member of the Year
- Administrative Person of the Year
- Technician of the Year
- Associate Member of the Year
- Salesperson of the Year
- Public Safety Person of the Year



Show your appreciation and nominate someone today! Nominations are due no later than April 15, 2020. It's quick, it's easy, best of all, if your nominee is chosen, you can give them the recognition they deserve in front of the entire association in May! The form can be found @ <https://wiesa.org/nomination-form/>

WISA YOUTH SCHOLARSHIP

WISA gives back because of members like you! The Wisconsin Security Association is pleased to announce the availability of two college scholarships for graduating seniors whose parents are full-time, active members of a Wisconsin police or fire department. One \$1,500 Youth Scholarship will be awarded to a son/daughter of an active-duty police department member and one to a son/daughter of an active-duty fire department member. Since 2010 WISA has awarded \$28,000 in scholarships.

Applications are now being accepted for the 2020 Youth Scholarship Program. All high schools, fire departments, and police departments in Wisconsin have been sent the Youth Scholarship application. Schools along with fire and police departments are encouraged to post the scholarship application form on their websites. The application form includes submission information and the rules and eligibility requirements. WISA's application deadline is Friday **March 6, 2020**. Applications must be sent on or before this deadline to be accepted.

For more information visit <https://wiesa.org/about/youth-scholarship-information/>

EXCLUSIVE SAVINGS FOR MEMBERS

WISA can now offer you great cost cutting services and exclusive discounts on everyday operating expenses. Available programs include Fuel, Credit Card Processing, Payroll HR & Insurance, Uniforms & Facility Services, Wireless Services, Shipping, Office Supplies and much more! As a WISA member you already have access to these valuable programs online or by phone. Simply log into wiesa.org, and click Member benefits to access your unique dashboard and browse all the available opportunities! Please note that you must be a current WISA member in good standing to access these great savings.

Not a member yet? Visit us at wiesa.org and fill out an application! It's easy, applications can now be submitted online. Memberships as low as \$270/year. If you have any questions, please contact Nicole @ executive.director@wiesa.org or (414) 459-3260 to set up a call with one of our Membership experts.

CERTIFIED ALARM TECH LEVEL 1 (CAT1)



Apr 15-17 ADI

13100 W Lisbon Rd., Brookfield, WI 53005

8a-5p Wed-Fri

\$395 WIESA Members

\$545 Non-Members

Up to 24 CEUs

Sign up online at <https://wiesa.org/event/certified-alarm-technician-level-1-april-15-17-2020/>

Please note: Another CAT1 class will be held Oct 14-16. Sign up @ <https://wiesa.org/event/certified-alarm-technician-level-i-october-14-october-16-2020/>

DESCRIPTION

This 22-hour foundational course, followed by an exam, provides students with an understanding of the industry and their role within it and provides the essential knowledge and skills for all forms of electronic security: intrusion detection, fire detection, video surveillance and access control.

Students will receive hands on practice building simple electrical circuits and designing system layouts, so they can see how their acquired knowledge is realistically applied to their field.

CERTIFIED ALARM TECHNICIAN LEVEL 1 WILL PROVIDE INDIVIDUALS WITH THE FOLLOWING KNOWLEDGE AND SKILLS TO:

- Plan for and initiate a successful installation, while being able to tailor it to commercial or residential applications
- Act responsibly and safely while on the job
- Communicate effectively with customers and others in the industry
- Understand the importance of codes and standards and how to locate and apply them
- Define basic installation procedures and compare the underlying technology behind the various security system tools and equipment
- A building block for more advanced and specialized training that can lead to enhanced profits and increased compensation for the student/credential holder

WHO SHOULD ATTEND

Technicians, service personnel, installation personnel, sales staff and business owners.

SUBJECT AREAS

- | | | | | |
|-------------------------|--------------------------------|------------------------|------------------------------|--------------------|
| • Industry introduction | • Alarm systems | • Notification devices | • Troubleshooting | • Client relations |
| • Standards | • Perimeter sensors | • Communications | • Related systems | • Alarm Management |
| • Electricity | • Interior sensors | • Wiring methods | • Access Control | • Job safety |
| • Power | • Fire and Life Safety Systems | • Tools & Equipment | • Video Surveillance Systems | |

FIRE ALARM INSTALLATION METHODS(FAIM)



July 8-9 ADI

13100 W Lisbon Rd., Brookfield, WI 53005

8a-5p Wed-Thurs

\$395 WIESA Members

\$545 Non-Members

Up to 16 CEUs

Sign up online at <https://wiesa.org/event/fire-alarm-installation-methods-certification-july-8-9-2020/>

Please note: Another FAIM class is scheduled for December 3-4. Sign up @ <https://wiesa.org/event/fire-alarm-installation-methods-certification-dec-3-4-2020/>

DESCRIPTION

This 14-hour course, followed by an exam, provides broad training in proper installation and service requirements for commercial and household fire alarm systems based on NFPA and ICC codes. NFPA requires fire inspection and testing personnel to be knowledgeable and trained, and service personnel be qualified and experienced. Students will learn the information needed for professionals to become familiar with fire alarm system requirements necessary to gain certification and prove competence.

FIRE ALARM INSTALLATION METHODS WILL PROVIDE INDIVIDUALS WITH THE KNOWLEDGE AND SKILLS TO:

Install and maintain fire alarm systems that comply with NFPA 72, ICC, and NFPA 70

Properly service and maintain fire alarm systems

WHO SHOULD ATTEND

Individuals seeking fire certification, technical staff, sales personnel, business owners, fire service and code officials

SUBJECT AREAS

- Fire alarm system induction
- Codes and standards
- Fire system fundamentals
- Initiating device operation
- Initiating device spacing and location
- Emergency control functions
- Communication and reporting
- Testing and inspecting
- Notification appliances and circuits
- Household systems
- Documentation
- Wiring
- CO detection
- Emerging technologies

ADVANCED INTRUSION SYSTEMS CLASS



Aug 27-28 ADI

13100 W Lisbon Rd., Brookfield, WI 53005

8a-5p Thurs-Fri

\$395 WIESA Members

\$545 Non-Members

Up to 16 CEUs

Sign up online at <https://wiesa.org/event/advanced-intrusion-systems-august-27-28-2020/>

DESCRIPTION

This 14-hour course, followed by an exam, is an advanced look at the design and installation of intrusion systems. Students learn how to select and install proper equipment in a variety of intrusion system applications.

The course provides basic electronics instruction and how it pertains to system design, component selection and troubleshooting, as well as information on system testing, commissioning and project management.

ADVANCED INTRUSION SYSTEMS WILL PROVIDE INDIVIDUALS WITH THE KNOWLEDGE AND SKILLS TO:

Select and apply sensors, control panels and communication devices to provide effective intrusion detection.

Take technical knowledge and skills in intrusion detection to the next level, qualifying students for valuable advanced credentials.

WHO SHOULD ATTEND

Technical staff (installation, service, and maintenance), sales personnel, business owners, law enforcement, fire service, code officials, anyone seeking an advanced understanding of intrusion systems.

SUBJECT AREAS

- | | | | |
|--|--------------------------------|---------------------------------|---|
| • Practical application of electronics | • Input and output | • Practical Sensor Applications | • Overview of project management concepts |
| • Practical application of controls | • Networking | • Communications | • Residential and commercial sensor application |
| • System power | • Advanced systems and devices | • Testing and commissioning | |

WISA REGULAR MEMBERS

| | | | |
|------------------|--|-----------------|----------------|
| David Wiggert | A-1 Fire Protection | La Crosse | (608) 785-7012 |
| Tim Gray | AA Security | Franklin | (414) 303-3823 |
| Andrew Berklund | Able Security | Milwaukee | (414) 453-4340 |
| Gary Talma | ADT | Brookfield | (262) 649-7339 |
| Bob Bonifas | Alarm Detection Systems | Aurora, IL | (630) 844-5398 |
| William Young | ASI Security, Inc | Verona | (608) 239-7590 |
| William Coutant | Associated Technical Services Inc | Milwaukee | (414) 476-4200 |
| Jason Brown | Barrier Security Systems LLC | Neenah | (920) 886-1430 |
| Michael Egan | Bonfide Safe & Lock | Brookfield | (262) 790-9400 |
| Jim Majeski | Boss Lock & Security LLC | New Franken | (920) 619-2540 |
| Dorian Kruse | Capital Fire & Security | Madison | (608) 442-8777 |
| Mark Strunsee | Centec Security Systems | Waukesha | (262) 549-6000 |
| Chris Utter | Central 1 Security | New Berlin | (262) 783-7500 |
| Dave Grebetz | Clear Com Inc. | Caledonia | (262) 898-2020 |
| Douglas Bassett | Comcast Broadband Security | Philadelphia | (215) 203-4580 |
| Gene Genal | Cornerstone Security | Wauwatosa | (414) 607-6990 |
| Josh Weigand | Dean's Security Service | Sparta | (608) 633-7968 |
| Phil Hill | Diversified Security Solutions, LLC | Racine | (262) 893-8873 |
| Larry Madsen | Door Guard Security | Sturgeon Bay | (920) 743-7573 |
| Brian Bautz | Engineered Security Solutions Inc. | New Berlin | (262) 780-9770 |
| 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 |
| Leroy Lasky | Johnson Controls Security Solutions | Brookfield | (262) 792-1222 |
| Josh Sohn | JSM Secure Inc | Sheboygan Falls | (920) 467-7550 |
| Scott Lacko | Kozar Technologies LLC | Eagle River | (715) 479-1110 |
| Rob Russell | La Force | Green Bay | (920) 497-7100 |
| Scott Wildenberg | Lappen Security Products, Inc. | Little Chute | (920) 734-3027 |
| Cory Peters | Martin Systems | Green Bay | (920) 432-2169 |
| Mark Mangold | Northern Telephone & Data | Oshkosh | (920) 426-9192 |
| | Per Mar Security Services | Fitchburg | (608) 238-9295 |
| Kelli Monahan | Rapid Response Monitoring | Syracuse | (855) 326-3090 |
| Scott Suchomel | Securitel, LLC | Combined Locks | (920) 419-3646 |
| 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 |
| Liza Meetz | Suburban Electrical Engineers | Appleton | (920) 739-5156 |
| David Fontecchio | TECC Security Systems Inc. | Appleton | (920) 969-9901 |
| | Time Warner Cable | Charlotte, NC | |
| Harry Gordee | Tru-Lock & Security Inc. | Eau Claire | (715) 835-1540 |
| Jamie Ehmer | USA Fire Protection Inc. | New Berlin | (262) 782-3311 |
| Rick Stevens | WH International Response Center | Rockford, MN | (763) 477-3000 |

WISA ASSOCIATE MEMBERS

| | | |
|-----------------|---------------------------------|-----------------|
| Jason Guerrero | Accutech Security | (414) 423-1088 |
| Darren Mueller | ADI | (262) 781-1660 |
| Ed Arseneau | AES Corporation | (612) 799-9924 |
| Jeff Herdman | Alarm Central, LLC | (877) 532-1555 |
| Brandon Dobratz | Alarm Products Distributors | (651) 647-0234 |
| J.R. Andrews | Altronix | (718) 567-8181 |
| Richard Tare | Anixter | (847) 450-8752 |
| Matt Kjin | Axis Communications | (608) 444-5968 |
| Cindy Bracey | Bosch Security Systems, Inc. | (800) 289-0096 |
| David Koenig | Capital Lock, Inc. | (608) 256-5625 |
| Chris Johnson | Cassidy Technologies | (612) 333-0646 |
| Brian C Randall | Davis & Kuelthau, S.C. | (414) 276-0200 |
| Derek Ottman | Digital Monitoring Products | (417) 773-7198 |
| Jason West | Digital Watchdog | (815) 209-6113 |
| Jim Welch | DSC | (630) 715-5358 |
| Kevin Lehan | Emergency 24 | (262) 641-2003 |
| Philip Knight | Graybar | (608) 443-3837 |
| Richard Hsueh | Hikvision USA | (630) 379-6888 |
| Mike Keegan | Magnasphere Corporation | (262) 347-0711 |
| James Pralle | March Networks | (701) 566- 4253 |
| Shawn Smith | Midwest Patrol & Investigative | (608) 243-7946 |
| Bob O'Shell | NAPCO Security Systems | (800) 645-9445 |
| David Owen | OCOM Sales | (815) 298-4990 |
| Nikki Kwapil | Parallel Solutions, LLC | (262) 844-1201 |
| Chris Folise | Resideo | (630) 917-5407 |
| Brandon Heck | Salient Systems | (512) 617-4800 |
| Karyn Mueller | Securitas Security Services USA | (414) 329-2365 |
| Kevin Mcenery | Security Equipment Supply | (262) 717-0296 |
| David Nalezny | Synergy Marketing Consultants | (763) 222-3450 |
| Ron Thao | Vicon Industries Inc | (414) 391-4361 |

WISA OFFICERS & COMMITTEE CHAIRS

BOARD DIRECTORS

| | |
|----------------------------------|--|
| President | Stuart Brehm (920) 969-9901 |
| Vice President | Bill Flesch (262) 794-4903 |
| Secretary | Tom Kenderish (414) 722-8129 |
| Treasurer | Leroy Lasky (414) 406-0681 |
| Membership Chairs | Brandon Dobratz (763) 218-8999 |
| | Steve Garritson (262) 574-7777 |
| Member-At-Large | Steve Garritson (262) 574-7777 |
| Associate Member-At-Large | Brandon Dobratz (763) 218-8999 |
| Immediate Past President | Leroy Lasky (414) 406-0681 |

COMMITTEES

| | |
|----------------------------------|--|
| Education & Training | Gary Talma (262) 559-9692 (414) 559-9692 cell |
| Alarm Response Management | David A. Fontecchio (920) 585-5678 (920) 969-9901 fax |
| Marketing & Outreach | Dennis Snider (262) 780-9770 |
| Scholarship Program | Nicole Szopinski (414) 459-3260 |
| Awards | Leroy Lasky (414) 406-0681 |
| Executive Director | Nicole Szopinski (414) 459-3260 |

WISA LIFETIME MEMBERS

| | |
|-----------------------|---------------------|
| Andy Paul Islo | Dave Koenig |
| John Papador | Don McInnes |
| Robert Kerman | Jerry Antoon |
| Bob Wolf | Mike Horgan |
| John Ruminski | Jean Novy |
| Terri Kerman | Chris Utter |
| David Kopan | |



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The purpose of the Wisconsin Security Association is to promote the interest of the electronic protection and alarm system industry. The WISA 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 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.

CONTACT WISA

Contact Nicole Szopinski for Membership Information or to advertise in this publication.

Executive Director

Nicole Szopinski

(414) 459-3260

information@wiesa.org

WISA

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Be sure to visit us at WIESA.org

WATCH YOUR INBOX
FOR INFO ON UPCOMING CLASSES, MEETINGS, AND EVENTS