

RAMPART

RECAP OF PREVIOUS QUARTER

On July 30th, WISA held a virtual Day of CEU's. September 17th was the Annual Golf Outing and Annual Awards Ceremony and on October 14-16 a virtual CAT1 class was held.



UPCOMING EVENTS

A Fire Alarm Installation Methods class will be held virtually on December 3-4.

TABLE OF CONTENTS

03 Schedule of Events

04-07 WISA News

08 Don McInnes named Instructor of the Year

09 Fire Alarm Installation Methods class

10-11 WISA Members

SAVE THE DATES

FIRE ALARM INSTALLATION METHODS COURSE

This course will be held virtually on December 3-4, 2020. Sign up today!

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2020 SCHEDULE OF EVENTS

Dec 3-4 **Fire Alarm Installation Methods Class**
Virtual Training

Dec 17 **Board Meeting**
To Be Announced

2021 SCHEDULE OF EVENTS

Feb 18 **Board Meeting**
To Be Announced

Mar 18 **Board Meeting/General Member Meeting**
DoubleTree by Hilton, 18155 W Bluemound Rd, Brookfield, WI 53045

Mar 25 **Day of CEU's**
Courtyard, Brookfield 16865 W Bluemound Rd, Brookfield, WI 53005

Apr 14-16 **Certified Alarm Technician 1 Class**
ADI, 13100 W Lisbon Road, Brookfield, WI 53005

Apr 15 **Board Meeting**
To Be Announced

May 5-6 **Fire Alarm Installation Methods Class**
ADI, 13100 W Lisbon Road, Brookfield, WI 53005

May 20 **Board Meeting/Annual Award Ceremony**
ThunderBay Grille, N14W24130 Tower Pl, Pewaukee, WI 53072

June 17 **Board Meeting**
To Be Announced

Aug 12-13 **Advanced Intrusion Systems Class**
ADI, 13100 W Lisbon Road, Brookfield, WI 53005

Aug 19 **Board Meeting**
To Be Announced

Sept 16 **Board Meeting**
To Be Announced

September **Annual Golf Outing**
Location to be announced soon

Oct 13-15 **Certified Alarm Technician 1 Class**
ADI, 13100 W Lisbon Road, Brookfield, WI 53005

Oct 21 **Board Meeting**
To Be Announced

Nov 11 **Board Meeting/General Member Meeting**
DoubleTree by Hilton, 18155 W Bluemound Rd, Brookfield, WI 53045

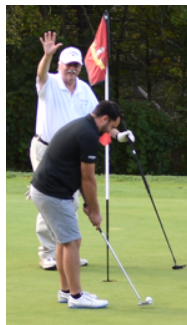
Dec 2-3 **Fire Alarm Installation Methods Class**
ADI, 13100 W Lisbon Road, Brookfield, WI 53005

Dec 16 **Board Meeting**
To Be Announced

WISA News

ANNUAL AWARDS GOLF OUTING

September 17th was the Annual Golf Outing and Awards Ceremony. We had a great turnout and a beautiful day for some golf! A huge THANK YOU to all sponsors and attendees for golfing and attending the awards ceremony. For a complete recap and list of our 2020 sponsors, visit our website @ wiesa.org



ANNUAL AWARDS MEETING

Help us congratulate the following 2020 award winners. For the first time ever, WISA has uploaded videos of all the 2020 winners! Visit our website to view.

Member Dealer of the Year - H & S Protection Systems

Associate Member of the Year - Alarm Product Distributors

Technician of the Year - Max Haenel - Central 1 Security

Public Safety Member of the Year - Brian Charlesworth - Waukesha Fire Department Fire Marshal

Rising Star - Garrett Goerks - Fearings Electronic Systems

Career Achievement Award - Lois Fearing - Fearings Electronic Systems

Overboard Award - Dustin Skupniewitz - ADI

Bill Cooper Award - Steve Garritson - H & S Protection Systems

Presidents Award - Leroy Lasky - Johnson Controls



A MESSAGE FROM WISA PRESIDENT

By Wisconsin Security Association President, Bill Flesch

"Since the middle of March, we have all had to make adjustments in our lives and routines and figure out what is the right thing to do and how are we going to move forward. As an association we have had to make many of the same tough decisions including canceling events, turning all training from classroom to virtual, and deciding if we could safely have one of our favorite events, the annual golf outing. All that I can say is a huge thank you to everybody that made it a success and conditions could not have been any better as we were able to set up outside in the morning before kicking it off and everybody was able to stay safe and have a great time.

I would like to congratulate all of the winners from that evenings awards banquet as you were all very deserving, especially our Member of the Year, H&S Security as well as our Associate Member of the Year, APD. Thank you to Chris Utter for nominating, and awarding, Brian Charlesworth from the Waukesha fire department as our Public Safety Member of the Year. I would also like to thank all of our sponsors of the event as you helped make this event the largest and most successful one yet! You should all be proud of what you helped accomplish.

Just like everybody's business, the association has had to weather the storm this year. Balancing our books and figuring out what income vs expenses that we have, asking where can we cut expense and what we can do to maintain ourselves through this pandemic. I am happy to report that the board made a lot of decisions this year that helped us maintain our financial standing so that we have the opportunity to go into next year and be able to provide our services and get back to normal (whatever that is going to be). We are currently finishing up our 2021 schedule of events and will publish it as soon as we lock up the agreements for a couple of events. We are going to plan our events and if we have to cancel or reschedule we will keep the communications flowing to help keep everybody informed. We are currently negotiating with a couple of locations for our 2021 Trade Show to be held in October and we will announce the location as soon as it is locked in. We have had a lot of vendors chomping at the bit looking to get it on the schedule. As long as the world events lets us hold it, I think that it is going to be a huge success and we look forward to putting it on.

As we wind down 2020 and look forward to 2021 I just want to say thank you to everybody that has helped out this year and stay safe. As things evolve in our industry we have to evolve with what the needs of our customers are. Last year at this time if you walked into a customer's location and tried to pitch an elevated temperature scanner they would have just laughed at you and said no thank you. As technology evolves as well as the customers' needs grow, we need to be ready to be able to provide those services. The Wisconsin Security Association helps put everybody in a better position to win by bringing everybody in the industry together."~Bill Flesch, WISA President

WEBSITE ENHANCEMENTS

Please be sure to check out our website often. wiesa.org will always have the most current up to date association information and you can access it 24/7. We work diligently to keep our information relevant and current. We currently have the 2020 WISA Award Winners videos available and a special announcement regarding Don McInnes who was named ESA's Trainer of the Year up on the website. As a WISA member, you have access to a members benefit section that includes categories such as Covid-19 information, burglar alarm, camera systems, and fire alarm guidelines, an exclusive contact list of all WISA members, and industry and Wisconsin news. Insurance solutions, monitoring information, safety guidelines, exclusive savings, a downloadable WISA schedule of events and your WISA discount code that can save you up to 25% on all online training through NTS are also available just to name a few! Simply log into the website by pressing "log in" in the upper right corner of the website. Forgot your password? No worries, type in your email address and hit "Lost your Password?" And you will be emailed a new one that you can change once you reestablish your log in.

FIRE ALARM INSPECTION UPDATES

By License and Legislation Chair, Leroy Lasky

Greendale (8/1/20), Wausau (8/1/20) and Sheboygan Fire Departments (9/1/20) have joined the Compliance Engine. A complete list of cities using the Compliance Engine, can be found by logging in at wiesa.org. The list can be found under Fire Alarm Guidelines

The Compliance Engine is a simple, web-based service for code officials to track and drive inspection, testing and maintenance code compliance for fire protection systems, back-flows and elevators, reduce false alarm activity, and provide safer communities through third party inspection reporting and maintenance.

Benefits to you: • Increases market opportunity and demand for your fire protection services • Ensures all reports arrive, affording you the ability to track our department's follow up • Enhances maintenance revenue and timeliness of deficiency corrections • Improves customer retention with renewal notifications identifying you as company of record • Minimizes non licensed contractors from working in your market.

SIAC NEWS

By SIAC Executive Director, Stan Martin

The security industry needs your help on the 3G sunset.

As many of you know, AT&T and Verizon have announced sunsets for their 3G networks. AT&T is calling for a sunset date of February 22, 2022 and Verizon is calling for a sunset of December of 2022 – 10 months later. Because of the Coronavirus many of our customers have been reluctant to have alarm technicians enter their homes and businesses so that we can upgrade their equipment to make them compatible with newer networks.

We need your help especially if your business is headquartered in one of the following states: AK, AZ, CA, CT, CO, FL, HI, IA, IL, IN, KS, LA, MA, MI, MN, MO, MS, MT, NC, NE, NJ, NM, NV, NY, OH, OR, PA, SD, TN, TX, UT, VA, VT, WA, WI, WV

Visit <https://wiesa.org/security-industry-needs-your-help-on-3g-sunset/> for more information.

YOUTH SCHOLARSHIP PROGRAM

HELP US SPREAD THE WORD

The Wisconsin Security Association is pleased to announce the availability of two college scholarships for graduating high school 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 WIESA has awarded \$31,000 in scholarships.

Applications are now being accepted for the 2021 Youth Scholarship Program. All high schools, fire departments, and police departments in Wisconsin will be 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 5, 2021**. Applications must be sent on or before this deadline to be accepted.

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

DON MCINNES NAMED ESA'S INSTRUCTOR OF THE YEAR

During the virtual Leadership Summit, WISA's very own, Don McInnes was named the ESA National Training School Instructor of the Year. McInnes began teaching for the ESA National Training School in 1987, and throughout his 33 years of instructing, he has shared his passion for learning with countless students.

The Instructor of the Year award was dedicated by ESA in 2011 as a deserving tribute to Paul F. Baran for his longtime commitment to the electronic life safety and security industry.

Recipients of the Instructor of the Year award in honor of the late Paul F. Baran exhibit evidence of ongoing education and professional development, a constructive philosophy toward the alarm profession, high personal standards technology, proficiency and the ability to convey advanced technical sales, and business concepts gained through professional experience.



WISA Trainer named ESA's Instructor of the Year
Join Don and the Wisconsin Security Association for upcoming training

Baran's dedication to training and certification was an inspiration to all who knew him. An avid supporter of the industry, he devoted his energy and expertise to elevating its level of professionalism.

McInnes exemplifies the qualities that made Baran so instrumental in the success of the ESA National Training School.

"I'm so humbled after working in the industry for 47 years and counting, to be honored this award and have my name associated with Paul F. Baran," says McInnes.

McInnes has been a crucial asset to the National Training School team and to many students nationwide. Through live and virtual classes, McInnes offers the latest techniques to ever-evolving industry trends. The National Training School not only notes his work ethic, but his volunteerism to the ESA program.

"In my time at ESA, Don has been a helpful advisor and champion for the training program. He is always the first to volunteer to help with course developments or updates or to research a tricky question," says Michelle Yungbult, ESA Chief Knowledge Officer. "We always have faith that Don will be there to help, and to also provide training that is of the utmost quality."

When he was presented the award, McInnes highlighted the importance of training in the life safety and security industry.

"I really want to emphasize and say invest in your folks, invest in training and take advantage of that membership you have with ESA," says McInnes. "Invest in your people because it comes back wholeheartedly."

Congratulations, Don!

A video of Don receiving his award can be found @ <https://wiesa.org/don-mcinnnes-named-2020-instructor-of-the-year/>

FIRE ALARM INSTALLATION METHODS

Training by Don McInnes~2020 Trainer of the Year

Dec 3-4 Virtual Training

8a-5p Thurs-Fri

\$395 WISA Members

\$545 Non-Members

Up to 16 CEUs

Sign up online @ <https://wiesa.org/event/fire-alarm-installation-methods-certification-dec-3-4-2020/>

DESCRIPTION For full details visit wiesa.org

This 16-hour course, 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.

Log into wiesa.org and click on the Members Benefits section to receive up to a 25% discount on training


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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
Gene Genal	Cornerstone Security	Wauwatosa	(414) 607-6990
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
Peter Kotsakis	Global SS Security LLC	Brown Deer	(262) 820-0600
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
Ken Nerison	Per Mar Security Services	Multiple locations	(715) 355-9760
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
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

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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
Paul Turner	Brivo	(414) 587-7655
David Koenig	Capital Lock, Inc.	(608) 256-5625
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Karyn Mueller	Securitas Security Services USA	(414) 329-2365
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Vice President	Tom Kenderish (414) 722-8129
Secretary	Ken Nerison (715) 355-9760
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	Stuart Brehm (920) 915-4574

COMMITTEES

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Alarm Response Management	Stuart Brehm (920) 915-4574
Marketing & Outreach	Dennis Snider (262) 780-9770
Scholarship Program	Nicole Szopinski (414) 459-3260
Awards	Stuart Brehm (920) 915-4574
Executive Director	Nicole Szopinski (414) 459-3260

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John Papador	Don McInnes
Robert Kerman	Jerry Antoon
Bob Wolf	Mike Horgan
John Ruminski	Jean Novy
Terri Kerman	Chris Utter
David Kopan	

A SPECIAL NOTE

By Immediate Past President/Committee Chair, Stu Brehm

"As I exit my term as president, I wanted to take a moment to express my sincere gratitude and appreciation to all who have continued to make WISA such a strong organization. Throughout my last two years, I am proud of the work we have done in continuing the strong relationships that have been cultivated with our members, our national associates, and partnerships across our state. From the first trade show to the golf outings and other numerous events, the leadership continues to create opportunities to grow, network and build engaging relationships within the alarm and security business. This work could not have been successfully accomplished without the continued hard work, effort and support of the board. My especial thanks to our current board, Bill Flesch, Tom Kenderish, Ken Nerison, Leroy Lasky, Brandon Dobratz, and Steve Garritson, for their dedication to WISA and its members. From six years ago when first joining, to now, I continue to be a proud member of this association. I look forward to seeing what our future has in store."

MEMBER SPOTLIGHT

FAMILY AND HISTORY

Founded in 1959, H&S Protection Systems has 30 employees in its two Wisconsin offices – Stevens Point and Pewaukee. Family-owned for over 60 years, H&S primarily serves southeast and central Wisconsin, but extends its services to all of Wisconsin and northern Illinois to meet customers' needs. The company's co-owners are Mike Horgan and Steve Garritson. There is a fourth generation of the Horgan family working in the Stevens Point office, and a second generation of the Garritson family in the Pewaukee office. That longevity and family commitment stands out in the local communities and leads to long-term success for H&S and the security industry.



H&S designs, installs, and services electronic protection systems including security, fire, access control, video surveillance and intercom. The company also provides 24-7 central station monitoring.

APPREHENDING A BANK ROBBER

H&S systems are designed to deter crime, and at times aid law enforcement in apprehending criminals. The company is known for going the extra step to provide assistance in the details necessary to protect Wisconsin communities.

For example, a few years ago, a snapshot of an H&S video clip helped lead to the apprehension of a Waukesha, WI bank robber. The clip was pulled from a recently upgraded video system at a local bank. H&S helped publicize the robbery in its company blog and through social media channels, to help police in their efforts to capture the criminal.

UNIQUELY-DESIGNED SYSTEMS

Early this year, H&S Protection helped create a unique security system for a hearing-impaired customer. H&S's approach stands out in finding specific solutions to the needs of customers – listening closely, asking questions, proposing possible solutions, then seeing what works best for the customer. In this case, the staff was able to bring new technology into play that assisted the customer in better protecting his home by utilizing technology to alert him in a new way.

Every customer is approached in this way – digging into the uniqueness of their business needs – to determine the best tailored security approach. H&S works closely with its technology partners, like Alarm.com, to make this happen.



H&S ~ Pewaukee



H&S ~ Stevens Point

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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

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WISA

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