

RAMPART

UPCOMING EVENTS

The WISA Annual Holiday Party in January 2025.
Mark your calendar!



WELCOME NEW MEMBERS

• LiftMasters

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SAVE THE DATES

HOLIDAY PARTY

Thursday, January 16th is our Annual Holiday Party at the Holiday Inn in Pewaukee, WI.

New RMR Through **Emergency24** + Honeywell Enhanced Monitoring

#JustSayNoToPOTS



Emergency24 is the founding partner of Honeywell's Enhanced Monitoring program, offering best-in-class monitoring services aimed at revolutionizing fire dispatch response in your community.

Enhanced Monitoring services include:

- Commercial Fire Digital Alerting: With a remarkable digital dispatch coverage of over 95% of U.S. Emergency Call Centers, we ensure thorough monitoring support.
- Facility Manager / Remote Monitoring: Access our phone app, allowing both you and your customers to efficiently manage fire systems with unlimited user access.
- 1st Responder Alerting: During alarms, we promptly send panel information directly to first responders' apps, facilitating swift response.
- Faster, More Accurate Fire Response: In collaboration with Honeywell, RapidSOS, Emergency Communication Centers, and fire stations where available, we ensure faster and more precise responses.

This groundbreaking Enhanced Monitoring solution, in partnership with Honeywell, establishes a new industry benchmark by decreasing dispatch information transmission from 2 1/2 minutes to an impressive 13 seconds. Together, we bring a host of benefits that will transform the way monitoring centers interact with Emergency Call Centers and First Responders.

Limited Time Offer Exclusive to Emergency24 Dealers:

1. Pathways for the price of \$125* plus \$3* shipping
2. Data plans for just \$10* per month (retail price: \$12)
3. Pathways connect to CLSS solutions

In addition, it is \$1 per account per month for activating Enhanced Monitoring and CLSS through Emergency24.



SCAN THE
QR CODE TO
ACCESS THE
FUTURE OF
FIRE SAFETY

In addition, Honeywell is providing Platinum Honeywell dealers with a \$6 credit for each account they activate on CLSS through Emergency24's Enhanced Monitoring. The activation Enhanced Monitoring activation fee for each account is \$1 per month.

Partner with Emergency24 today and experience the unmatched benefits of our collaboration with Honeywell CS Premium. Together, we'll transform the safety landscape for your customers and first responders all while increasing your RMR!

About Emergency24

As an Underwriters Laboratories-listed and FM Approved central station with redundancy, Emergency24 remains a leader among central stations since 1967. We are family owned with a rich history of innovation and an impressive list of industry firsts, and we continue to keep our dealers and their subscribers first.

*Note: Prices are subject to change. 3-year commitment with Emergency24 commercial fire monitoring required.

Emergency24

2021 Springdale Rd.
Waukesha, WI 53186
info@emergency24.com
1.800.800.3624 | emergency24.us



REMAINING 2024 SCHEDULE OF EVENTS

Dec 12	International Building Code (IBC) Class Live Virtual via Zoom
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Dec 19	Board Meeting To Be Announced
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2025 SCHEDULE OF EVENTS

Jan 16	Board Meeting/Holiday Party Holiday Inn N14 W 24140 Tower Place, Pewaukee, WI
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Feb 20	Board Meeting To Be Announced
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Mar 20	Board Meeting/General Member Meeting To Be Announced
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Apr 8-10	Certified Alarm Technician 1 (CAT1) Class ADI, 13100 W Lisbon Road, Brookfield, WI 53005
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Apr 17	Board Meeting To Be Announced
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May 13-14	Fire Alarm Installation Methods (FAIM) Class ADI, 13100 W Lisbon Road, Brookfield, WI 53005
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May 15	Board Meeting/Award Ceremony Thunder Bay Grille, N14 W24130 Tower Place, Pewaukee, WI 53072
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June 3	Understanding Electronic Security Systems (UESS) ADI, 13100 W Lisbon Road, Brookfield, WI 53005
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June 19	Board Meeting To Be Announced
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Aug 6-7	Advanced Intrusion Systems (AIS) ADI, 13100 W Lisbon Road, Brookfield, WI 53005
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Aug 21	Board Meeting To Be Announced
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Sept 11	Board Meeting To Be Announced
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Sept 18	Annual Golf Outing To Be Announced
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Oct 7-9	Certified Alarm Technician 1 (CAT1) Class ADI, 13100 W Lisbon Road, Brookfield, WI 53005
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Oct 16	Board Meeting To Be Announced
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Nov 5-6	Electronic Access Control (EAC) Class ADI, 13100 W Lisbon Road, Brookfield, WI 53005
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Nov 13	Board Meeting/General Member Meeting To Be Announced
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Dec 3-4	Fire Alarm Installation Methods (FAIM) Class Live Virtual via Zoom
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Dec 11	International Building Code (IBC) Class Live Virtual via Zoom
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Dec 18	Board Meeting To Be Announced
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WISA News

ROBERT KERMAN AND BOB WOLF MEMORIAL GOLF OUTING RECAP

Kerman and Wolf Memorialized at WISA Annual Golf Outing

Robert Kerman and Bob Wolf were memorialized September 19 at the WISA annual golf outing at the Kettle Moraine Golf Course in Dousman, WI. Dave Koenig, Jean Novy and Dorian Kruse honored Kerman with remarks on his service to the association, and Don McInnes spoke passionately about Wolf's years of service to the security industry.

The event packed the golf course with 128 entrants. In addition to team honors, individual players had the opportunity to win longest drive, closest to the pin and hole-in-one prizes, along with several others during the day.

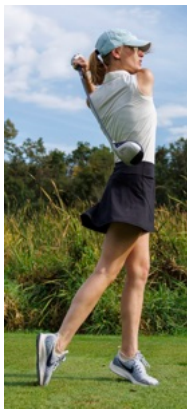
WISA President Dennis Snider kicked off the golf event with additional remarks honoring Kerman and Wolf and holding a moment of silence.

Sarah Fauske, Physical Layer Technologies, Inc. (www.pltechnologies.com), admired the beautiful weather and said she was pleased to be on the course supporting the industry. "It beats the office," she laughed.



Neil Riveron, Rapid Response Monitoring (www.rrms.com), was impressed with the level of camaraderie on the course and between teams. "It's hard to beat this WISA event, and I cover 13 states, so I've seen a lot," he said.

Don Casals, AJAX (www.ajax.systems), enjoyed hanging out with "industry colleagues and good friends. We're sharing camaraderie and showcasing our products. And we've got this awesome weather!" Ron Jagmohan was in attendance with Casals for AJAX, and discussed how they placed a wireless motion camera on a green which transmitted images back to the tee box. "No wires, no power, no problem," he observed.



After the first four holes, Dave Horgan of H&S Protection was asked how his team was doing. He deferred to his sister Ally, saying, "She's carrying us so far. We hit the building behind the ninth hole. We didn't realize how far we could hit a nine iron," he laughed. "It hit the concrete and bounced like crazy."

Angela White said she was glad to be back at the event. "I wasn't able to attend the last two years, and it's fun seeing a lot of the people I know."

Kyle Szekeres, DEVINE 180 (www.devine180.com), also appreciated the nice weather. "I'm enjoying the nice weather and the great people golfing. We represent 20 manufacturers for holistic security and life safety solutions," he said.

ADI's (www.adiglobaldistribution.us) Jeff Clausing appreciated the nice weather and views. "It's good to see people you don't normally get to see, and to meet new people," he said.

Graybar's (www.graybar.com) Aaron Gryga helped run the marshmallow promotion on the 17th tee box. Players blasted away with their drivers on the large marshmallows, littering the area in front of the tee where it looked like mushrooms sprouting from the grass after a spring rain shower.

Snider thanked all the vendors and others in attendance for their participation, noting that proceeds go to WISA's annual Youth Scholarship Program.



GENERAL MEMBERSHIP MEETING

IT Expert Shares Phishing Prevention Tips

IT expert Angelo Vasta of WISA member Lisbon Creek Systems shared phishing prevention tips November 14 with attendees at the most recent WISA meeting held at the Doubletree Hotel in Brookfield. Vasta, Director of Managed IT Services at Lisbon Creek, examined the implications of phishing attacks on IT infrastructure and cybersecurity.

WISA President Dennis Snider, Engineered Security Solutions (ESS), urged members to bring their technicians to meetings before introducing Vasta. "We need to get fresh blood, put our heads together and plan our future," he said.

Vasta described his presentation as advice for "protecting yourself from phishing attacks. It is important to be awake." Phishing is designed to deceive the receiver with malicious intent. The attacker is "trying to get the largest amount they can," he said. This happens in many ways, including:

- Mass phishing - going after as much information as possible
- Spear phishing - targeted
- Whale phishing - going after the big one (CEO's, CFO's)
- Clone phishing - replicating legitimate emails; links or attachments are altered and the sender's address could be forged

Attacks often redirect the victim to fake websites. Vasta gave several types of phrases to watch out for that tend to give away a phishing attack: "urgent action required" or "account verification necessary." They are often "broad, non-personalized messages," he said. What happens if you open the email and click on the link? Data breaches and financial losses can result. Vasta explained that an advance fee scam sends a promise of a reward if you make an upfront payment. "There is urgency and pressure" in the email, he said.

Spot Phishing Emails-How do you spot phishing emails? Vasta gave meeting attendees several keys to look for:

- Suspicious sender
- Generic greetings
- An urgent tone to the email
- Suspicious links

"Look for misspelled words," he urged. "When you get an email, you are prone to do something. You should do nothing. Hit 'delete' and report it to your IT staff. Don't respond."

In addition to Vasta's presentation, WISA members enjoyed an evening of cocktails, conversation, networking with security industry colleagues and a smorgasbord for dinner that included tasty beef and chicken options.

ANNUAL HOLIDAY PARTY "REINDEER GAMES"

Everyone's favorite holiday party is back! Back by popular demand the Wisconsin Security Association is presenting Reindeer Games. This is a casino style event that will be held Thursday, January 16th at the Holiday Inn located in Pewaukee, WI. The event is a great opportunity to reward high performing employees by bringing them along for an evening of action filled entertainment. The more you play, the more opportunities you will have to win prizes. Games will include Blackjack, Texas Hold 'em, and Roulette. [Sign up today!](#)

YOUTH SCHOLARSHIP

HELP US SPREAD THE WORD

WISA gives back because of members like you! 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 WISA has awarded \$43,000 in scholarships.

Applications for the 2025 Youth Scholarship Program will be accepted December 1, 2024 - March 1, 2025. 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 Saturday, March 1, 2025. Applications must be submitted online on or before this deadline to be accepted.

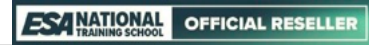
For more information visit www.wiesa.org/about/youth-scholarship-information/

AWARD NOMINATIONS

Each year WISA holds an Award Ceremony honoring individuals in the industry that have been nominated by their bosses, peers, and other professionals. Be sure to nominate someone today for the 2025 awards being held on May 15th. Nominations are now being taken through April 15th, 2025. Don't delay, recognize someone today! Additional information can be found on our website under the about section wiesa.org/nomination-form/

Training

INTERNATIONAL BUILDING CODE (IBC)



Dec 12 Virtual via Zoom

8a-5p Thursday

\$275 WISA Members

\$425 Non-Members

An e-manual and proctored exam is included in this purchase.

Up to 8 CEUs

Sign up online at <https://www.wiesa.org/event/international-building-code-december-12-2024/>

***The next IBC class will take place December 11, 2025**

DESCRIPTION

This 7 hour course, is based on the International Building Code (IBC) and the International Fire Code (IFC). Students learn the practical application of IBC, focusing on the fire alarm and access control requirements for the most common occupancy classes that will be encountered on a daily basis and offering insights on common errors and areas of confusion.

Special attention is paid to the similarities and differences between the IBC and NFPA101 Life Safety Code.

INTERNATIONAL BUILDING CODE WILL PROVIDE INDIVIDUALS WITH THE KNOWLEDGE AND SKILLS TO:

- Design, install and maintain fire alarm and electronic access control systems that comply with both IBC and IFC
- Identify niche business opportunities based on the most common occupancy classes, creating new revenue-generating services and opportunities
- Understand the similarities and differences between the IBC, IFC, and NFPA 101 Life Safety Code making it easier to understand what requirements apply based on the adopted code in your local jurisdictions

SUBJECT AREAS

- | | | |
|--------------------------------------|-----------------------|-------------------------|
| • Fire Alarm and Life Safety Systems | • Education Group E | • Institutional Group I |
| • Egress Control and Areas of Refuge | • Day-Care Facilities | • IBC Other Occupancies |
| • Assembly Group A | • Residential Group R | • LSC/IBC Comparisons |

Apr 8-10 ADI

13100 W Lisbon Rd., Brookfield, WI 53005

8a-5p Tues-Thurs

\$395 WISA Members

\$545 Non-Members

An e-manual and proctored exam is included in this purchase

Up to 24 CEUs

Sign up online at <https://www.wiesa.org/certified-alarm-technician-level/>

*The next CAT1 class will take place October 7-9, 2025

DESCRIPTION

The Core Technical Training and Certification Program for the Electronic Security Industry is considered 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. An e-manual and proctored exam is included in this purchase.(NTS 2.4 CEUs)

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

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

FIRE ALARM INSTALLATION METHODS (FAIM)



May 13-14 ADI

13100 W Lisbon Rd., Brookfield, WI 53005

8a-5p Tues-Wed

\$395 WISA Members

\$545 Non-Members

An e-manual and proctored exam is included in this purchase

Up to 24 CEUs

Sign up online at <https://www.wiesa.org/fire-alarm-installation-methods-certification/>

*The next FAIM class will take place December 3-4 and will be held virtually

DESCRIPTION

This 14-hour course, followed by an exam, provides broad training improper 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 serve personnel to 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

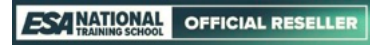
SUBJECT AREAS

- | | | | |
|----------------------------------|---------------------------------------|--|-------------------------|
| • Fire Alarm System Introduction | • Initiating Device Operation | • Notification Appliances and Circuits | • Documentation |
| • Codes and Standards | • Initiating Device Spacing/ Location | • Communication and Reporting | • Wiring |
| • Fire System Fundamentals | • Emergency Control Functions | • Testing and Inspecting | • CO Detection |
| | | | • Emerging Technologies |

UNDERSTANDING ELECTRONIC SECURITY SYSTEMS (UESS)

June 3 ADI

13100 W Lisbon Rd., Brookfield, WI 53005



8a-5p Tues

\$275 WISA Members

\$375 Non-Members

An e-manual and proctored exam is included in this purchase

Up to 24 CEUs

Sign up online at <https://www.wiesa.org/understanding-electronic-security-systems/>

DESCRIPTION

This 7-hour course, followed by an exam, teaches the basic elements of the electronic life safety and security industry including sensors, control panels, and communications with an emphasis on the need for an adequate site survey. It stresses the importance of false alarm prevention while exploring the interaction between electronic life safety and security professionals, law enforcement and fire prevention officials.

UNDERSTANDING ELECTRONIC SECURITY SYSTEMS WILL PROVIDE INDIVIDUALS WITH THE KNOWLEDGE AND SKILLS TO:

- Know the basics of the electronic life safety and security industry
- Be aware of the importance of false alarm prevention

SUBJECT AREAS

- Alarm System
- Fire System Devices
- Security Devices
- Communications
- Managing Alarms
- Needs Assessment

ADVANCED INTRUSION SYSTEMS CLASS (AIS)

Aug 6-7 ADI

13100 W Lisbon Rd., Brookfield, WI 53005

8a-5p Wed-Thurs

\$395 WISA Members

\$545 Non-Members

An e-manual and proctored exam is included in this purchase

Up to 16 CEUs

Sign up online at <https://www.wiesa.org/advanced-intrusion-systems/>

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.

KNOWLEDGE AND SKILLS

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. An e-manual and proctored exam is included in this purchase.

SUBJECT AREAS

- Introduction
- Review
- Practical Application of Electronics
- Practical Application of Controls
- System Power
- Networking
- Advanced System and Devices
- Practical Sensor Applications
- Communications
- Testing and Commissioning
- Overview or Project Management Concepts

ELECTRONIC ACCESS CONTROL

Nov 5-6 ADI

13100 W Lisbon Rd., Brookfield, WI 53005

8a-5p Wed-Thurs

\$395 WISA Members

\$545 Non-Members

An e-manual and proctored exam is included in this purchase

Up to 16 CEUs

Sign up online at <https://www.wiesa.org/electronic-access-control-eac/>

DESCRIPTION

This 14-hour course, followed by a two-hour examination, provides broad training and information needed to successfully design and install an electronic access control system. This course teaches both the theory and the practical application of locks, door hardware and electronic access control systems. The course culminates in an actual system design exercise based on a given customer's specifications and building plan. (1.4 CEUs)

ELECTRONIC ACCESS CONTROL WILL PROVIDE INDIVIDUALS WITH THE KNOWLEDGE AND SKILLS TO:

- Understand the concepts behind electronic access control systems, including equipment and techniques
- Create a hands-on access control system design based on customer specifications and building plans

SUBJECT AREAS

- | | | |
|------------------|-----------------------|-------------------------------|
| • Introduction | • Locks and Barriers | • Controllers and Processors |
| • Overview | • Entry Devices | • Wiring Methods |
| • Building Codes | • Exit Devices | • System Design |
| • Locksmithing | • Powering Components | • Common Errors and Solutions |

WISA MEMBERS

Tim Gray	AA Security	Franklin	(414) 303-3823
Cary Schmitz	ADT	Brookfield	(262) 649-7338
Nick Bonifas	Alarm Detection Systems	Aurora, IL	(630) 844-6300
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Jeff Beckmann	J&K Security Solutions	Madison	(608) 255-5799
Leroy Lasky	Johnson Controls Security Solutions	Brookfield	(262) 792-1222
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Ken Nerison	Per Mar Security Services	Multiple locations	(715) 355-9760
Kelli Monahan	Rapid Response Monitoring	Syracuse	(855) 326-3090
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Steve Reddington	Density USA	(224) 558-0407
Chad Szekeres	Devine180 LLC	(224) 650-6863
Jason West	Digital Watchdog	(815) 209-6113
Jim Dirkes	DMP	(417) 987-3779
Jim Welch	DSC	(630) 715-5358
Colleen Ladde	Emergency 24	(262) 641-2003
Wayne OKeefe	ESR Consulting Services LLC	(920) 278-2228
Philip Knight	Graybar	(608) 443-3837
Gregory Williams	GT Private Detective Agency LLC	(414) 998-4468
Zach McAfee	Hanwha Vision	(312) 931-5737
Bill Ellifson	HID Global	(612) 747-8722
Jerry DeFrancisco	Hikvision USA Inc	(630) 379-6888
Joe Anaya	ICT	(651) 706-7748
Bill Walker	Inovonics	(847) 630-8329
Todd Kesser	Insperty	(608) 290-2918
Joe Beller	IP Security Reps	(262) 975-0551
Jaime Duarte	Keller & Associates	(224) 266-7972
Jim Kotz	LRG, Inc	(612) 670-8939
David Oberhoffer	LiftMaster	(630) 841-7648
James Pralle	March Networks	(701) 566- 4253
Shawn Smith	Midwest Patrol & Investigative	(608) 243-7946
Scott Wittman	Milestone Systems	(920) 370-3486
Glenn Kocek	NAPCO Security Systems	(800) 645-9445
James Mercer	Nice North America	(817) 964-1511
Dustin DeFranco	OpenEye	(618) 406-3375
Zach Pestka	Potter Electric Signal Company	(314) 422-1127
Chris Folise	Resideo	(630) 917-5407
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Chris Wilkens	ScanSource	(847) 772-3766
Karyn Mueller	Securitas Security Services USA	(414) 329-2365
	Securitas Technology Wholesale Monitoring	(850) 429-2980

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Scott Gobbi	Telguard	(678) 909-4606
Kathryn Schultz	United Central Control (UCC)	(210) 477-1400
Ronan Liu	UNV Technology USA	(312) 625-8403
Clifford Thompson	USA Central Station	(513) 594-1505
DJ Dahl	Wesco Distribution	(763) 203-3071

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Building lasting relationships for over 52 years!

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www.apdmn.com

WISA OFFICERS & COMMITTEE CHAIRS

BOARD DIRECTORS

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Vice President	Ken Vandervest (414) 628-2000
Secretary	Steve Garrison (262) 894-3518
Treasurer	Leroy Lasky (414) 406-0681
Member-At-Large	Jake Grooms (262) 246-2806
Associate Member-At-Large	Brandon Dobratz (763) 218-8999
Immediate Past President	Tom Kenderish (262) 525-9171

COMMITTEES

Alarm Response Management	Ashley Raisanen (763) 477-3122
Awards & Recognition	Tom Kenderish (262) 525-9171
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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.

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