

RAMPART

RECAP OF PREVIOUS QUARTER

WISA held their November General Member meeting virtually with guest speaker Nancy Mehlberg from SVA. Nancy discussed the PPP program and answered questions from members. A Fire Alarm Installation Methods class was held virtually in December and was well attended by fire inspectors throughout the state.



UPCOMING EVENTS

A General Member Meeting will be held virtually on March 18th. A Day of CEU's will be held virtually on March 25th and April 14-16 will start off 2021 training with the Certified Alarm Technician 1 course. Sign up today!

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SAVE THE DATES

GENERAL MEMBER MEETING

March 18 the WISA General Member Meeting will be held virtually. Watch your inbox for more information

A DAY OF CEU'S

The March Day of CEU's will be held virtually on the 25th. Sign up today to reserve your spot!

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2021 SCHEDULE OF EVENTS

Mar 18 Board Meeting/Virtual General Member Meeting

Mar 25 Virtual Day of CEU's

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

Oct 28 Virtual Day of CEU's

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

DICK TURBIN: AHEAD OF HIS TIME

(Editor's note: The following is a personal account from WISA Board Member Steve Garritson, regarding his relationship with Dick Turbin, who recently passed. Turbin owned Statewide Security Systems, and Garritson is Co-Owner of H&S Protection Systems.)

This past year we lost Dick Turbin at age 74, a long-term member of WISA, and an early mentor to me. In December of 1979, this kid (me) from the southwest suburbs of Chicago applied for an alarm installer technician position that was open. I met with Dick for about an hour and he agreed to hire me. We shook hands, and set my starting date for the first Monday in January.

As I walked towards the door, I turned and asked if he could provide me a \$200 advance to help with the security deposit I needed for an apartment. Dick said "yes" to my request and went right to his administrative assistant, telling her to cut me a check for \$200.

"I need a check to Steve Garritson for \$200," he told his assistant. Puzzled, she responded, "Is this the guy who just walked in?" Dick confirmed to her, she cut the check, and I paid it all back in \$25 monthly installments. That was Dick. Get it done.

One of the things I remember most about those years at Statewide Security back in the 1980s is that Dick really embraced computers and the digital dialer technology that was emerging. Silent Knight had a new control panel where the dialer was built into it. Plus, Acron and Franklin Signal built stand-alone digital dialers. With these new dialers we could finally go out and replace Ademco tape dialers (essentially reel-to-reel).

We suddenly had more sales opportunities for upgrades and were not limited to a two-channel tape dialer. We had up to nine reporting zones to work with. For example, we could add zones for medical, panic, high and low temperature, water sensing, etc.

If you've been around this industry long enough (like I have), you probably remember early computers as they came into the office, and got adopted for various tasks. The Tandy TRS80 automated the accounting RMR invoices, plus the Rolodex card used for looking up alarm accounts in the answering service. It was an upgrade at the time, and Dick took it a step further.

Dick took a class to write code for the Command 64. He used that to build a Sales Quote Template that could be printed out and send to the customer. It included the schedule of service, where all the devices would be installed, and also had the ability to adjust the install price due to the difficulty of the install. Think about that. Here is this guy who went out to learn code and then wrote that program. It was a huge step for our industry, and simplified how we quoted projects.

When computers and software got more advanced, Dick jumped right in to see what this new computing technology could do to enhance his business. He discovered a way to interface the IBM PC with the Silent Knight receiver and wrote a central station automation software program. With this, operators no longer had to refer to the Rolodex card to dispatch on an account. The information came out ready to dispatch on a write-off the printer. Dick ran the automation system redundantly in the Wauwatosa answering service and Elm Grove offices as a backup. He was doing this in the 1980s, way ahead of the technology curve for our industry, and long before there were UL requirements on redundancy.

By the end of the 1980s, I'd moved on to other ventures in the security industry. But, I will always be grateful for the opportunities Dick gave me, and for all that he taught me about technology. He demonstrated that you need to embrace and leverage new technologies to enhance and grow your security business.

MEMBER SPOTLIGHT

Jim Welch entered the industry in 1985 doing pre-wires for a residential dealer in Chicago. When Jim went to work for Blue Grass Electronics, he attended his first WISA meeting in the spring of 1994. Jim has been a member all but a couple of years since. DSC was founded in 1979 and are now owned by Johnson Controls International with 105,000 employees. JCI services five continents or more. Jim's territory consists of Illinois, Iowa, Michigan, Minnesota and Wisconsin. When asked what makes his company stand out, Jim replied "DSC and Qolsys both currently have industry bests. DSC scientifically has the industry's best wireless sensor technology and Qolsys has the most feature rich residential "all in one" control utilizing DSC's industry best wireless sensors."

Jim would also like to say "thank you" to one of DSC and Qolsys's tenured assets, Dan Johnson. Dan has 30 years in the security industry and is hands down one of the best technical trainers and sales engineers.

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Jim Welch
DSC/Qolsys/Sur-Gard
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James.Welch@JCI.com

FIRE ALARM INSPECTION UPDATES

By License and Legislation Chair, Leroy Lasky

Two Rivers (12/1/20), Nekoosa (12/1/20), Caledonia (1/15/21), and Wausau Fire Departments (1/15/21) 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.

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 information on our WISA Youth Scholarship program and are accepting award nominations for 2021. 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. 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.

PPP INFORMATION

The second round of PPP funding has started. Please check with your lenders to make sure they will be able to assist with the application. Below are the basics:

The CAA permits certain smaller businesses who received a [PPP loan](#) to take out a "PPP Second Draw Loan" of up to \$2 million. To qualify, you must meet all the following requirements:

- Employ no more than 300 employees per physical location
- Have used or will use the full amount of your first PPP loan
- Demonstrate at least a 25% reduction in gross receipts in the first, second or third quarter of 2020 relative to the same 2019 quarter. Applications submitted on or after Jan. 1, 2021, are eligible to use gross receipts from the fourth quarter of 2020.

Eligible entities include for-profit businesses (including those owned by sole proprietors), certain nonprofit organizations, housing cooperatives, veterans' organizations, tribal businesses, self-employed individuals, independent contractors and small agricultural co-operatives.

The PPP loan forgiveness process will currently lead to taxable income for Wisconsin businesses. If Wisconsin doesn't pass new legislation to accept the federal deductibility rules for PPP, most Wisconsin businesses won't be able to deduct certain expenses from their state taxable income in 2020, effectively increasing their tax liability. Without action, the PPP loan proceeds that were forgiven will be treated as taxable income. This was not the intent of the CARES Act passed by the federal government on March 27, 2020 and adopted by Wisconsin on April 15, 2020.

AT&T TO SUNSET 3G CELLULAR NETWORK

AT&T is planning to sunset its 3G cellular network in early 2022. The alarm industry protects the life and property of millions with 3G cellular devices and due to the COVID-19 pandemic, the conversion of this equipment to LTE has been significantly delayed. This delay could impact the health and safety of lives and property.

We need electronic security industry stakeholders to ask their members of Congress to speak with AT&T and urge them to delay their planned 3G sunset to December 2022 in line with the sunset set by other carriers.

Please take one moment to complete your name and address and send an instant message to your Representative and Senators in Congress. <https://www.votervoice.net/BroadcastLinks/mXzbuy4ouBPaf7W0LNsljOw>

SIAC NEWS

URGENT MESSAGE FROM NATIONAL SUICIDE PREVENTION LIFELINE TO ALARM COMPANIES

It is imperative that alarm companies reprogram alarm panels in customers' premises if they currently are programmed to dial out seven digits to reach the alarm monitoring bureau. If they are dialing out seven digits now, they must be re-programmed to dial out a ten-digit number which includes the area code plus telephone number. Such updates or reprogramming must occur between April 24, 2021 and October 24, 2021 (the permissive dialing period). Starting these efforts before April 24, 2021 may result in failed calls if permissive 10-digit dialing has not yet been implemented. The changes need to be completed by October 24, 2021.

No change is needed if the alarm panels are currently dialing out ten-digits, or if they are dialing out a toll free number (800, 888, 844, etc.) to reach the alarm monitoring bureau.

Training

CERTIFIED ALARM TECH LEVEL 1 (CAT1)



Apr 14-16 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-i-october-14-april-14-2021/>

Please note: Another CAT1 class will be held Oct 13-15. Sign up @ <https://wiesa.org/event/certified-alarm-technician-level-i-october-13-2021/>

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.

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)



May 5-6 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-may-5-2021/>

Please note: Another FAIM class is scheduled for December 2-3. Sign up @<https://wiesa.org/event/fire-alarm-installation-methods-certification-december-2-2021/>

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 12-13 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-12-2021/>

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.

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

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/>

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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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