

# RAMPART

## UPCOMING EVENTS

The WISA Holiday party is quickly approaching. Mark your calendar!



## WELCOME NEW MEMBERS

- Barrier Security Systems
- Current Electric
- Keller & Associates
- Milestone Systems
- SMG Security Holdings
- True AV Solutions

## TABLE OF CONTENTS

---

**03** Schedule of Events

---

**04-07** WISA News

---

**08-10** Training Opportunities

---

**11-12** WISA Members

---

## SAVE THE DATES

---

### ANNUAL HOLIDAY PARTY

January 18, 2024 Annual Holiday Party at the Holiday Inn in Pewaukee, WI. Click [here](#) to sign up.

### GENERAL MEMBERSHIP MEETING

March 21, 2024 held at the DoubleTree Brookfield, WI. Click [here](#) to sign up.

Over 50 Years of Innovation, Dedication, &  
Outstanding Monitoring Services

**Emergency24**

Emergency24 is a leader in monitoring services and technologies, building the organization from the ground up since 1967. With decades of experience throughout our entire team, Emergency24's personalized service is committed to the needs of the independent alarm dealer, and as an independently owned business we understand the importance of customer satisfaction.

**Proudly Monitoring From Wisconsin  
Since 2010**

**Emergency24**

999 East Touhy Ave, Suite 500  
Des Plaines, Illinois 60018  
1.800.800.3624 | [emergency24.us](http://emergency24.us)





## 2023 SCHEDULE OF EVENTS

**Dec 7-8** **Fire Alarm Installation Methods (FAIM) Class**  
Live Virtual via Zoom

**Dec 14** **International Building Code (IBC) Class**  
Live Virtual via Zoom

**Dec 21** **Board Meeting**  
To Be Announced

## 2024 SCHEDULE OF EVENTS

**Jan 18** **Holiday Party**  
Holiday Inn N14 W 24140 Tower Place, Pewaukee, WI

**Feb 15** **Board Meeting**  
To Be Announced

**Mar 21** **Board Meeting/General Member Meeting**  
DoubleTree, 18155 W Bluemound Road, Brookfield, WI 53045

**Apr 9-11** **Certified Alarm Technician 1 (CAT1) Class**  
ADI, 13100 W Lisbon Road, Brookfield, WI 53005

**Apr 18** **Board Meeting**  
To Be Announced

**May 16-17** **Fire Alarm Installation Methods (FAIM) Class**  
ADI, 13100 W Lisbon Road, Brookfield, WI 53005

**May 23** **Board Meeting/Award Ceremony/Election of Board Members**  
Thunder Bay Grille, N14 W24130 Tower Place, Pewaukee, WI 53072

**June 18** **Understanding Electronic Security Systems (UESS)**  
ADI, 13100 W Lisbon Road, Brookfield, WI 53005

**June 20** **Board Meeting**  
To Be Announced

**Aug 7-8** **Advanced Intrusion Systems (AIS)**  
ADI, 13100 W Lisbon Road, Brookfield, WI 53005

**Aug 15** **Board Meeting**  
To Be Announced

**Sept 12** **Board Meeting**  
To Be Announced

**Sept 19** **Annual Golf Outing**  
To Be Announced

**Oct 8-10** **Certified Alarm Technician 1 (CAT1) Class**  
ADI, 13100 W Lisbon Road, Brookfield, WI 53005

**Oct 17** **Board Meeting**  
To Be Announced

**Nov 7-8** **Electronic Access Control (EAC) Class**  
ADI, 13100 W Lisbon Road, Brookfield, WI 53005

**Nov 14** **Board Meeting/General Member Meeting**  
DoubleTree, 18155 W Bluemound Road, Brookfield, WI 53045

**Dec 4-5** **Fire Alarm Installation Methods (FAIM) Class**  
Live Virtual via Zoom

**Dec 12** **International Building Code (IBC) Class**  
Live Virtual via Zoom

**Dec 19** **Board Meeting**  
To Be Announced

# WISA News

## A MESSAGE FROM WISA PRESIDENT, TOM KENDERISH

---

It is an honor to sit on the Board at the Wisconsin Security Association. I have met some amazing people, been a part of some great events and have learned a lot about our industry. There are many opportunities for the members to serve at the association, whether it be on a committee, regularly attending meetings and events or becoming a member of the board.

During our general meeting this coming May we will be voting on and installing a new Secretary, Vice President and President. Each of these positions have separate duties and expectations as defined in the association's bylaws. Any employee of a member in good standing may serve on the board of directors. If you are interested in serving you can have a voting member nominate you during the May general member meeting, your approval will depend on a vote of the membership. Any member may also nominate any employee and if that nominee agrees then the membership can approve or oppose after a vote. These positions each carry a two year term.

The President of the Board becomes the most immediate past president when the two year term expires. Past presidents become advisors to those who are currently serving and also choose the winners of our awards and scholarships.

Another great way to participate in the Wisconsin Security Association is to serve on or chair one of our committees. There are currently several to choose from if you are interested. A list of the committees and their current chairs can be found on our website. If you have a particular interest in the industry or the operation of an association that you do not see represented in that list you should bring that to the board. We do have the ability to form new committees through an approval process outlined in our bylaws. You do not need to wait for a meeting to express your interest. At any time you can contact anyone serving in the association, or reach us through the website, and let us know. We can guide your next steps.

You may not think that attending our events is a way to serve but it truly is. One of the many advantages of membership to WISA is that we organize events that allow us to get together where we can talk to old friends and form new relationships. I have seen higher turnouts in our recent events which results in more organizations wanting to join the association. Our most recent golf outing had more attendees than any of our previous ones, there will be many benefits from that strong showing.

If you or someone in your organization has the desire to get more involved please reach out to any of us, we are all here to help.

## WISA ANNUAL TRADE SHOW

---

WISA Trade Show a Success!

The WISA Trade Show held on July 22 at the Dockhound stadium in Oconomowoc was a resounding success, with over 125 attendees and 34 vendors. Attendees were able to catch up with colleagues, participate in training, learn about the newest technologies in the security industry, and sample a few beers if desired. Classes were held in private suites.

"The Trade Show was well attended and well organized," H&S Protection's Mike Solomon observed. "The setting was great. We could go outside and sit in the VIP area overlooking the field where fans would be watching a game. We even got to do some beer tasting at the brewery."

Solomon said he appreciated being able to catch up with industry contacts face-to-face. He said six other H&S colleagues were also there to participate in the Trade Show.

"It was good to visit with vendors to see how technology is working in the field. We saw the newest AI (artificial intelligence) and the latest and greatest in analytics," he said. In conversations with others, he said it appears the supply chain issues that funneled from Covid are being overcome and the supply chain is getting closer to being back to normal.

Retired industry and WISA veteran Dave Koenig echoed Solomon's comments. He called it "another successful trade show and training opportunity. The vendor support was excellent. It was a great opportunity to see old friends and acquaintances. That's always good."

The Trade Show, held annually for many years until 10-15 years ago, is once again becoming an important vehicle for WISA to reach industry members, improve professionalism and grow the talent base. A wide variety of training opportunities were offered this year, something Koenig singled out as being critically important, along with being able to "talk with vendors about products in an intimate setting. And, when you throw in a bar ....," he chuckled.

Dorian Kruse of Capital Security had similar views regarding the event and venue. "WISA did a very good job of getting the vendors there. It was an exceptional venue with a very good turnout and mix of products," Kruse observed.

He also called the beer tour "phenomenal," touting the context the Brewmeister gave regarding the history of beer. Kruse brought four members of his team to the Trade Show so they could meet vendors and manufacturers face-to-face, including ADI, APD, Napco and Exacq Technologies.

"We thrive by keeping in close touch so we can give our customers the best experience with our products. That's the best thing we got out of the event as a company. Our team was also able to match faces to names. That was very nice. Our new people were introduced to the distributors and manufacturers they'll be working with," Kruse said.

Jim Welch, with DSC/Qolsys, saluted Nicole Szopinski and Leroy Lasky for the "fantastic job they did getting dealer members through the door. The venue and layout were fantastic."

Welch said he was glad to make contact with new dealers/integrators, and that the "vendor participation was fantastic."

Representing a manufacturer, he was pleased to meet "3-4 potential new customers" at the event. "The trade show was worth our time. We will certainly do it again next year," Welch emphasized. "The entire association is grateful for the hard work Leroy and Nicole put into the trade show. Leroy has put a lot of blood, sweat and tears into the association over the years," Welch added.



WISA offered a chance to win a \$500 gift card to any attendee that took the time to visit each of the 34 vendors in attendance. Attendees needed to get a signature from each vendor to be entered into the drawing. Congratulations to Matthew Hoenig from Lisbon Creek for being the gift card winner! Way to go Matthew!



## BOB WERNER MEMORIAL GOLF OUTING RECAP

---



On September 21st, the Wisconsin Security Association held their Annual Golf Outing in memory of Bob Werner from Integrated Security Solutions. Bob was well known in the security industry and everyone who knew him, loved his infectious personality. Bob was honored at the outing by family, friends, co-workers and his security family. Co-worker Joel Anders, stood in front of the group and shared who Bob was to him. "He had an unwavering personal character commitment. Bob was uncompromising on doing things that he knew how to do them. The correct way. It is the only way Bob would do it."

Thank you for another great event! WISA had over 140 participants in attendance this year. Be sure to keep your eyes open for details on next years golf outing coming in September 2024. To view pictures taken at the event click [here](#).

### **Dave Koenig Honored with WISA Career Achievement Award**

Long-time WISA member and security industry leader Dave Koenig was honored September 21 with WISA's "Career Achievement Award." The ceremony was held after the extremely successful annual golf tournament, with 136 golfers participating.

Koenig knew something was coming up, but didn't put all the pieces together until H&S Protection's Mike Horgan started talking about him at the podium. "I should have known the silver tongue had something up his sleeve," Koenig joked of Horgan.

Don McInnes said, "Dave has been a good role model for the industry. He always stepped up to the plate."

Koenig is only the 11<sup>th</sup> recipient of the honor. The others include: Lanaea Miescke; Lois Fearing; Kim Wollert; Georgine Quade; Michael Witchie; Jim Kurtz; Ray Statis; Chuck Templeton; Rita Flom; and Jay Kirshner.

The ceremony included a lengthy video from friends and colleagues of Koenig. They spoke passionately and humorously of Dave's commitment and leadership with Capital Lock, within WISA and the national Electronic Security Association (ESA). Their words elicited head nods, laughter and a few tears.

When he reached the podium to accept his award, the normally prepared Koenig found himself unable to respond as emotion overtook him. "I couldn't think of anything to say when Mike called me up. I was too choked up," Dave recalls.

He thanked the association, then said, humorously, "I'm submitting my resignation to the association and becoming a golf pro." Laughter consumed the room, as many know Dave's bad golf skills, which were on full display earlier in the day during the outing. Playing with Horgan, along with David and Ally Horgan (both total beginners at golf), Koenig found himself required to participate more fully in his team's score. That led to their team battling for last place in the scramble event (they didn't cheat).

## The Video

Leroy Lasky and Horgan spearheaded the organization of the video, which included cameos from many in the security industry, including: Dorian Kruse, Capital Security; other team members from Capital; ESA's Merlin Guilbeau, John Knox and Michelle Yungblut; Mike Horgan; Dave Simon; Jean Novy; Chris Utter; Angela White; Steve Garritson, and more.

"It was well done and professionally edited. There were a lot of people involved and interviewed," Koenig observed. "I don't want anymore !@#\$\$%^&\*()+\_)(\*&^%\$#@! awards. I hope I don't get anymore. Now, that's why I resigned," Dave said jokingly.

On stage, Horgan wondered aloud how Dave keeps getting awards after retirement. Koenig called this the "end of a chapter and entering a new career."

To view a video of the Bob Werner memorial presentation and/or Dave Koenig's Career Achievement award click [here](#).

## 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 18th 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.

## 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 \$40,000 in scholarships.

Applications for the 2024 Youth Scholarship Program will be accepted December 1, 2023 - March 1, 2024. 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 1, 2024. Applications must be submitted online on or before this deadline to be accepted.

For more information visit [www.wiesa.org/about/youth-scholarship-information/](http://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 2024 awards being held on May 23rd. Nominations are now being taken through April 15th, 2024. Don't delay, recognize someone today! Additional information can be found on our website under the about section [www.wiesa.org/nomination-form/](http://www.wiesa.org/nomination-form/).

# Training

## ELECTRONIC ACCESS CONTROL



**Nov 2-3 ADI**

13100 W Lisbon Rd., Brookfield, WI 53005

8a-5p Thurs-Fri

\$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 [wiesa.org/electronic-access-control-eac/](https://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
- Overview
- Building Codes
- Locksmithing
- Locks and Barriers
- Entry Devices
- Exit Devices
- Powering Components
- Controllers and Processors
- Wiring Methods
- System Design
- Common Errors and Solutions



**Dec 7-8 Virtual**

8a-5p Thurs-Fri

\$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 May 2024****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
- Codes and Standards
- Fire System Fundamentals
- Initiating Device Operation
- Initiating Device Spacing/Location
- Emergency Control Functions
- Notification Appliances and Circuits
- Communication and Reporting
- Testing and Inspecting
- Documentation
- Wiring
- CO Detection
- Emerging Technologies

**Dec 14 Virtual**

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/international-building-code/>**\*The next IBC class will take place December 2024****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   |

## WISA MEMBERS

Tim Gray	AA Security	Franklin	(414) 303-3823
Andrew Berklund	Able Security	Milwaukee	(414) 453-4340
Cary Schmitz	ADT	Brookfield	(262) 649-7338
Nick Bonifas	Alarm Detection Systems	Aurora, IL	(630) 844-6300
William Coutant	Associated Technical Services Inc	Milwaukee	(414) 476-4200
Jason Brown	Barrier Security Systems	Menasha	(920) 886-1430
Michael Egan	Bonfide Safe & Lock	Brookfield	(262) 790-9400
Dorian Kruse	Capital Security, Inc	Madison	(608) 442-8777
Mark Strunsee	Centec Security Systems	Waukesha	(262) 549-6000
Dave Grebetz	Clear Com Inc.	Caledonia	(262) 898-2020
Gene Genal	Cornerstone Security	Wauwatosa	(414) 607-6990
Matt Gappa	Current Electric	Wauwatosa	(262) 786-5885
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 Sanfelippo	Fliptech LLC	Random Lake	(414) 581-2197
Mike Horgan	H&S Protection Systems Inc	Stevens Point	(715) 344-0727
Matt Hunter	Hunter Security & Surveillance Systems	Greenville	(920) 202-3607
	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
Ken Vandervest	Lisbon Creek Systems	Milwaukee	(414) 628-2000
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
Michael Dickmann	Securitas Technology	Waukesha	(262) 521-3916
Scott Suchomel	Securitel, LLC	Combined Locks	(920) 419-3646
Derek Jack	Sentinel Security LLC	Little Chute	(920) 687-8838
Dennis Wilsey	Signal Systems Inc	La Crosse	(608) 784-1557
Brad Tolliver	SMG Security Holdings	Elk Grove Village	(847) 621-5404
Robert Turbin	Statewide Security Systems Inc.	Elm Grove	(262) 786-2355
Renee Genke	Suburban Electrical Engineers	Appleton	(920) 739-5156
David Fontecchio	TECC Security Systems Inc.	Appleton	(920) 969-9901
John Wojciechowski	True AV Solutions LLC	Jackson	(877) 878-3287
Matt Lokken	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

Darren Mueller	ADI	(262) 781-1660
Ed Arseneau	AES Corporation	(612) 799-9924
Rafael Cabana	Alarmax Distributors, inc - Cassidy Technologies	(262) 754-0100
Brandon Dobratz	Alarm Products Distributors	(651) 647-0234
Ronnie Pennington	Altronix	(718) 567-8181
Charles Turner	Amarok, LLC	(803) 786-6333
Brian C Randall	Amundsen Davis, LLC	(414) 276-0200
Seth Stiebinger	Assa Abloy	(612) 816-4231
Connor Miller	AvantGuard Monitoring Centers	(385) 209-3860
Nikki Kwapil	Axis Communications	(262) 844-1201
Dan Cole	Best Sun Control, LLC	(414) 708-3262
Kenneth Miguel	Bolide Technologies	(909) 305-8889
Jim Rothgarn	Bosch Security and Safety Systems, LLC	(612) 258-0555
Sam Winegardner	Brivo	(216) 789-9233
Bryce Clark	Capital Lock, Inc.	(608) 256-5625
Mark Heiman	Dahua Technology USA	(847) 361-8458
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
Jerry DeFrancisco	Hikvision USA Inc	(630) 379-6888
Steve Cotey	Holophane Lighting - A Division of Acuity Brands Lighting	(262) 783-4100
Joe Anaya	ICT	(651) 706-7748
Bill Walker	Inovonics	(847) 630-8329
Todd Kesser	Insperty	(608) 290-2918
Ari Friedman	ISB Security, LLC	(414) 745-3719
Jaime Duarte	Keller & Associates	(224) 266-7972
Steve Reddington	LRG Inc	(224) 558-0407
Terry Kaiser	LifeSafety Power	(440) 596-8360
Norm Merz	Magnasphere Corporation	(262) 347-0711
James Pralle	March Networks	(701) 566- 4253
Shawn Smith	Midwest Patrol & Investigative	(608) 243-7946
Scott Wittman	Milestone Systems	(920) 370-3486
Glenn Koczek	NAPCO Security Systems	(800) 645-9445
James Mercer	Nice North America	(817) 964-1511
Jared Opel	OpenEye	(612) 859-8203
Chris Folise	Resideo	(630) 917-5407
Deepak Babu	Sabhya Technologies	(262) 352-3591
Karyn Mueller	Securitas Security Services USA	(414) 329-2365
Peggy Page	Securitas Technology Wholesale Monitoring	(850) 429-2980
Kelly Fagan	Security Equipment Supply	(262) 717-0296
Natalie Haag	SENSTAR	(630) 234-7323
Wayne Muelver	Slingshot Data Labs	(414) 367-4402
Paul Spinello	STid	(972) 982-7607
David Nalezny	Synergy Marketing Consultants	(763) 222-3450
Scott Gobbi	Telguard	(678) 909-4606
Mike Van Dillen	Turing Video	(636) 541-3137
Clifford Thompson	USA Central Station	(513) 594-1505
Erik Edwards	Wahsega	(651) 815-2028
Richard Tare	Wesco Distribution	(847) 450-8752

*"Huge thank you to all the Wisconsin dealers for the many years of support!" -Brandon Dobratz CCO*



**Where Service Matters**

**SCAN CODE TO SIGN UP  
FOR OUR MAILING LIST**



**800.783.1552**

**ONE DAY SHIPPING!**

**[www.apdmn.com](http://www.apdmn.com)**

## **Thank You Rampart Advertisers**

For membership information or to advertise in future publications of the Rampart, please send an email to [info@wiesa.org](mailto:info@wiesa.org).

**Securitas  
Technology**



**I am  
Contract  
Monitoring**

800-932-3304  
[stanleymonitor.com](http://stanleymonitor.com)  
Licensing Info at [securitastechnology.com/licenses](http://securitastechnology.com/licenses)

I am Cory Henry, Dealer Relations Specialist. I am the voice of our dealers at Securitas Technology for contract monitoring.

We are a leader in contract central station monitoring services offering customized solutions to independent alarm installers with a personalized approach.

## WISA OFFICERS & COMMITTEE CHAIRS

### BOARD DIRECTORS

<b>President</b>	<b>Tom Kenderish</b> (262) 525-9171
<b>Vice President</b>	<b>Ken Nerison</b> (715) 355-9760
<b>Secretary</b>	<b>Dennis Snider</b> (262) 780-9770
<b>Treasurer</b>	<b>Leroy Lasky</b> (414) 406-0681
<b>Member-At-Large</b>	<b>Ken Vandervest</b> (414) 628-2000
<b>Associate Member-At-Large</b>	<b>Brandon Dobratz</b> (763) 218-8999
<b>Immediate Past President</b>	<b>Bill Flesch</b> (815) 641-5402

### COMMITTEES

<b>Alarm Response Management</b>	<b>Stuart Brehm</b> (920) 915-4574
<b>Awards &amp; Recognition</b>	<b>Bill Flesch</b> (815) 641-5402
<b>Education &amp; Training</b>	<b>Don McInnes</b> (262) 622-5845
<b>Executive Director</b>	<b>Nicole Szopinski</b> (414) 459-3260
<b>Licensing &amp; Legislation</b>	<b>Leroy Lasky</b> (414) 406-0681
<b>Marketing &amp; Outreach</b>	<b>Dennis Snider</b> (262) 780-9770
<b>Membership Chairs</b>	<b>Brandon Dobratz</b> (763) 218-8999  <b>Ken Vandervest</b> (414) 628-2000
<b>Program &amp; Events</b>	<b>Dustin Skupniewicz</b> (262) 781-1660
<b>Scholarship Program</b>	<b>Nicole Szopinski</b> (414) 459-3260

### WISA LIFETIME MEMBERS

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



Log into [wiesa.org](http://wiesa.org) and click on the **Members Benefits** section  
to receive up to a **25% discount** on training

## SECURITY

# CERTIFICATIONS

Mapping your career? Looking to stand out from the competition for your quality of work? From building a foundation to earning advanced credentials, ESA Certifications can help. To distinguish yourself from your competitors, you need a certification that encourages professional growth and is recognized by the industry as the standard.

[COURSES.ESAWEB.ORG](http://COURSES.ESAWEB.ORG)

**ESA**<sup>®</sup>  
NATIONAL TRAINING SCHOOL

(888) 447-1689 x6831



## Managing Risk and Protecting YOUR Business

Electronic security and life safety installation and monitoring companies face significant risk each day: injury to workers, fleet accidents, property damage and lawsuits can all impact day-to-day operations and bottom lines.

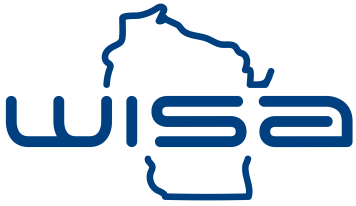
Security America offers industry expertise, keeping companies like yours protected, with A-rated coverage on:

General liability  
Errors and omissions  
Umbrella/excess

Commercial auto/fleet  
Workers compensation  
Cyber liability

[SecurityAmericaIns.com](http://SecurityAmericaIns.com)





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

### WISA

**P.O. Box 28882**  
**Greenfield, WI 53228**

Be sure to visit us at [WIESA.org](http://WIESA.org)

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