

RAMPART

UPCOMING EVENTS

The Awards Ceremony and Scholarship presentation is quickly approaching. Mark your calendar!



WELCOME NEW MEMBERS

- Density USA
- Fuse Systems LLC
- intellIT Solutions
- United Central Control

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SAVE THE DATES

ANNUAL AWARDS AND SCHOLARSHIP CEREMONY

May 23, 2024 is the Annual Awards Ceremony and Scholarship presentation ceremony at the ThunderBay Grille in Pewaukee, WI. Click [here](#) to sign up or to nominate someone today!.

WISA TRADE SHOW

June 27th will be the WISA Annual Trade Show held at the Lake Country Dockhounds in Oconomowoc, WI. [Vendors can sign up today!](#) Be sure to log in to receive your WISA member pricing.

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



2024 SCHEDULE OF EVENTS

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
June 27	Annual Trade Show Lake Country Dockhounds Stadium, 1011 Blue Ribbon Circle N, Oconomowoc, WI 53066
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	WISA Golf Outing Kettle Moraine Golf Club, W365 S4299 Hwy 67, Dousman, WI 53118
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

WISA ANNUAL HOLIDAY PARTY

Large Turnout Makes WISA Casino Night a Success

A turnout of close to 40 members for "Casino Night" January 19 at the Holiday Inn Express in Pewaukee made fundraising successful for WISA's Youth Scholarship Program. The evening of food, drinks and betting brought everyone together in a fun atmosphere. WISA President Tom Kenderish thanked everyone for their participation.

The 50/50 raffle raised \$462, with proceeds going to the Youth Scholarship Fund. Leroy Lasky won the raffle and graciously gave his half of the money back towards the scholarships, which benefits the daughters and sons of first responders to further their education.

Members had their choice of playing blackjack, Texas Hold'em or roulette, with three tables filled for blackjack. Those in attendance were given \$500 in chips to bet as they pleased, and were then able to select from items donated by members at the end of the evening with their winnings.



WISA Casino Night Holiday Party

Mike Solomon of H&S Protection was the big winner of the evening with over \$4,000 in funny money, which meant he was able to pick first prize. Everyone who had money at the end of the night was able to choose a prize.

Kenderish outlined upcoming events, including a general membership meeting March 21; May 23 for the annual awards ceremony and to elect new board members; June 27 for the trade show, at the Dockhounds Baseball facility in Oconomowoc; and finally, the annual golf outing September 19th in Dousman, WI.

He called on everyone to sign up for WISA's email blasts to stay informed on industry-related events. He also urged those in attendance to follow WISA on Facebook.

"We are growing our membership," Tom said, noting new members United Central Control (UCC) and Keller and Associates. "Take a look at their products and services," he said.

He also encouraged nominations for the WISA annual awards. "Check our [website](#) for all the information. We need more members to participate on the board, and to fill our secretary position. If you want to be involved and connected, there are subcommittees you can participate on as well. We are also looking for advertisers for our newsletter," Kenderish said.

Participation in WISA activities "gets your name and products in front of Wisconsin dealers," Kenderish emphasized. He urged everyone to contribute to the 50/50 raffle to benefit the Youth Scholarship Program.

GENERAL MEMBER MEETING RECAP

NEW MEMBERS WELCOMED AND BYLAW CHANGES APPROVED

To open the meeting, President Tom Kenderish welcomed new members and explained a bylaw change for WISA that takes the word “electronic” out of references in the bylaws as part of WISA’s name. The change was approved by hand vote unanimously.

Kenderish went ahead and highlighted some upcoming WISA events. The WISA Trade Show will again be held at the Dockhounds baseball stadium in Oconomowoc. Attendance is free for the June 27 event. Up to 38 vendors are expected, and CEU training sessions will be available, according to Kenderish. Vendors can begin [signing up online](#) April 1st to reserve their table at the event.

The golf outing is set for September 19. “It’s our biggest event. Last year we had a record showing,” Kenderish observed. This year’s event will be held at Kettle Moraine Golf Club in Dousman.

RECOGNIZE YOUR PEERS

Before the main speaker, Steve Reddington of DensityUSA, spoke at WISA’s March 21 meeting, multiple key WISA members reached out to those attending and others to nominate their peers as part of WISA’s Annual Awards banquet. President Tom Kenderish kicked it off urging nominations and for those interested to go to [WISA’s website](#) for further details.

The banquet is May 23 and student scholarships will also be awarded that evening. WISA Secretary Leroy Lasky, H&S Protection’s Mike Solomon, Ken Vandervest, WISA Board member and owner of Lisbon Creek Systems, along with former H&S owner Steve Garritson, all spoke passionately about nominating fellow employees and peers in the industry.

Lasky encouraged others to see their people recognized in a “room of peers. Support the people in your company. It creates great energy with your employees. Take the time to recognize them,” he said.

Solomon referenced H&S’s “Wall of Honor” which recognizes team members who have won WISA awards. “That’s theirs to keep forever. It’s a source of pride for them and us,” he said.

Garritson said employees receiving an award “gets them excited.”

Vandervest spoke about how appreciative he was being recognized last year. “It takes ten to fifteen minutes to fill the forms out,” he said.

“Get the word out,” Lasky urged attendees.

Nominations will be accepted until April 15th. It only takes a few minutes to fill out the [form online](#).

ADDING A FOGGING SYSTEM TO YOUR SECURITY ARSENAL

Steve Reddington addressed the audience from his new position with DensityUSA, discussing their anti-intrusion fogging security system. The product so intrigued him that it drew him out of retirement to begin selling the product, which has been available for 15 years and is “big in Europe, but not as well known in the U.S. It’s not caught on here yet,” he explained.

Manufactured in Italy, headquarters for the product in the U.S. is St. Louis, MO. Reddington demonstrated how the system works, using video clips to show immense fog emitted by the security device after intrusion detection. “It prevents smash and grabs because it stops them from going into the building and stealing inventory,” he said.

Burglars tend to case their locations, and Reddington said high-end stores are often targeted, as the thieves know exactly what they want and “where to fence the stuff.” The fogging system is ideal to prevent theft in those situations, according to Reddington.

There is a heating element in the system set off by the sensors, which causes a dense fog to be emitted. “You can breathe the fog and it is safe for pets and people. A good location is 10-15 feet from the entrance. It can’t prevent egress, but the wall of smoke spooks the heck out of them,” he said in regard to the effect on potential burglars.

"You can't steal what you can't see. When you show this product to a potential customer, they'll say, 'We want it.' Activation is tied to an alarm system or detector. A wall of smoke comes at the burglar," Reddington continued.

He listed several key potential markets for the product, including:

- Jewelry stores
- Gun and ammo stores
- Pharmacies
- Cannabis stores
- Pawn shops
- Restaurants
- Convenience stores
- Cash services

The fog remains in the affected area for 45 minutes to an hour after activation. "There is no residue and you can add strobe lights and sounders," Reddington said.

In the U.K., the system is successfully also (in addition to the locations noted above) deployed in casinos and post offices. "It is used in 80 countries around the world," he said.

Reddington can be reached for further information at steve@densityusa.com.

CHANGING OF THE BOARD

It is time for the changing of the the board! Every 2 years the board changes and this May will be the next change. If you are interested in sitting on the WISA board or would like to be part of a committee, send an email to info@wiesa.org and we will reach out to you and discuss your interest. We would love to have you!

ANNUAL AWARDS CEREMONY

Don't delay, recognize someone today! 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 being taken through April 15th and are submitted online. Click [here](#) to nominate someone today!

Categories include:

- Member/Dealer of the Year
- Associate Member of the Year
- Public Safety Member of the Year
- Rising Star
- Over Board Award
- Happy Traveler Award
- Administrative Person of the Year
- Technician of the Year
- Salesperson of the Year
- Career Achievement Award
- Bill Cooper Award

ASSOCIATE MEMBER PRODUCT SHOWCASE

As a reminder, all associate members are eligible to be highlighted in our bi-monthly WISA News email blasts. This opportunity has been well received and is a great benefit that you should take advantage of. Advertise any new products, discounts, special offers, etc that you have to offer for free! We will include a write up, contact information and a link to your website. Have you already been featured and you have a new product that you are excited about? Let us know and we will include it in our blasts. This is not a one time only chance! Contact Nicole at executive.director@wiesa.org if you are interested.

WISA ANNUAL TRADE SHOW



June 27 Lake Country Dockhounds
1011 Blue Ribbon Circle N, Oconomowoc, WI 53066

Reserve your exhibitor space! Interested in joining this event? Various vendor tables, sponsorship, and training opportunities are available. [Sign up begins April 1st.](#) Sign up early to have your logo on all marketing materials.

Included in exhibitor space is covered 6' table, power, WiFi and lunch. Looking to get the word out on your products? Sign up for a 1 hour training slot at no additional cost. Space is limited and requires purchase of table.

WISA Members: Make sure to log in for special pricing.



WISA ANNUAL GOLF OUTING



Sept 19 Kettle Moraine Golf Club W365 S4299 Highway 67, Dousman, WI 53118

11:00 to 12:30 Registration
12:00 to 12:45 Lunch
1:00 Shotgun Start
5:00 to 8:00 Cocktails
6:00 to 7:00 Dinner
7:00 to 8:00 Prizes and Raffles

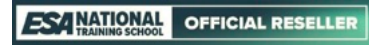
SPONSORSHIP OPPORTUNITIES

- **Sponsored Foursome \$595** Name on carts, recognition as lunch sponsor, golf for 4
- **Beverage Cart Sponsor \$450** Name on Cart
- **Hole-In-One \$400** Signage on hole
- **Hole sponsor \$250** Signage at hole
- **Hole events sponsor \$200** Signage at event hole. Choose from:
 - Longest drive - men
 - Longest drive - women
 - Longest putt
 - Closest to cup from fairway
- **Dinner Only \$55**

Registration and sponsorship opportunities available May 1st, 2024 on our [website](#).

Training

CERTIFIED ALARM TECH LEVEL 1 (CAT1)



Apr 9-11 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 8-10, 2024

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

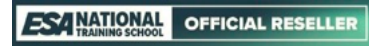
WHO SHOULD ATTEND

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 | • Emergency control functions | • Notification appliances and circuits | • Wiring Methods |
| • Fire system fundamentals | • Communication and reporting | • Household systems | • CO detection |
| • Initiating device operation | | | • Emerging technologies |

FIRE ALARM INSTALLATION METHODS (FAIM)



May 16-17 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 24 CEUs

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

*The next FAIM class will take place December 4-5 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

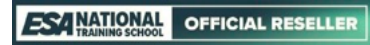
SUBJECT AREAS

- | | | | |
|----------------------------------|---------------------------------------|--|-------------------------|
| • 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 18 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 7-8 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 7-8 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 <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
- Overview
- Building Codes
- Locksmithing
- Locks and Barriers
- Entry Devices
- Exit Devices
- Powering Components
- Controllers and Processors
- Wiring Methods
- System Design
- Common Errors and Solutions

INTERNATIONAL BUILDING CODE (IBC)



Dec 12 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/event/international-building-code-december-12-2024/>

***The next IBC class will take place December 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
- Egress Control and Areas of Refuge
- Assembly Group A
- Education Group E
- Day-Care Facilities
- Residential Group R
- Institutional Group I
- IBC Other Occupancies
- 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
David Mai	Convergint	Menomonee Falls	(262) 389-8669
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
Paul Zanoni	Fuse Systems, LLC	Milwaukee	(414) 899-3304
Mike Horgan	H&S Protection Systems Inc	Stevens Point	(715) 344-0727
Matt Hunter	Hunter Security & Surveillance Systems	Greenville	(920) 202-3607
Joseph Mueller	intellIT Solutions	Beloit	(608) 312- 6410
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

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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
Steve Reddington	Density USA	(224) 558-0407
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
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
Jim Kotz	LRG, Inc	(612) 670-8939
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 Kocek	NAPCO Security Systems	(800) 645-9445
James Mercer	Nice North America	(817) 964-1511
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