



CENTRAL STATION ALARM ASSOCIATION (CSAA)

2006 ANNUAL MEETING

NOVEMBER 3-NOVEMBER 8, 2006 - CAVALIERI HILTON, ROME, ITALY

SCHEDULE OF ACTIVITIES

All sessions are held in the hotel unless otherwise noted.
Events are subject to change without notice.

THURSDAY, NOVEMBER 2, 2006

NEW: 2:00pm – 5:00pm, **Central Station Tour: Centrale Operativo Securitas, Metronotte, Rome**

Arriving early in Rome? Join this CSAA-sponsored tour of the Centrale Operativo Securitas and see first-hand how the operations of this modern central station differ from those in the United States. Dottore Enzo Pergolizzi, our tour host, will also speak on Tuesday about the differences in the operations of a European Union central station versus one in the U.S.

FRIDAY, NOVEMBER 3, 2006

8:00am – 2:30pm, **Tivoli, Villa D'Este and Villa Adrian Optional Tour with Lunch—pre-purchased ticket required**

7:00pm – 10:00pm, **Board of Directors Dinner** Off Property – Restaurant Sabatini (Board Members, Spouses & Guests Only)

SATURDAY, NOVEMBER 4, 2006

8:00am – 12:30pm, **“On and Off the Beaten Track” Optional Tour—pre-purchased ticket required (see p. 6)**

9:00am – 5:00pm, **Registration**

9:00am – 12:00pm, **Committee Meetings**

9:00am – 10:00am	Joint Membership & UL Promotion
9:00am – 10:00am	Standards Committee
9:00am – 10:00am	Bylaws Committee
9:00am – 12:00pm	Marketing & Communications Comm.
10:00am – 11:00am	Public Sector Liaison Committee
10:00am – 11:00am	Insurance Liaison Committee
10:00am – 11:00am	Joint Education & Legal Affairs

1:30pm – 5:30pm, **St. Paul's Basilica, Catacombs & Old Appian Way Optional Tour—pre-purchased ticket required**

6:00pm – 8:00pm, **Opening Reception** (Evening open for dinner on your own.)

SPONSORS: Digital Security Controls (DSC) (wine & beverages)
System Sensor (Hors d'oeuvres)

SUNDAY, NOVEMBER 5, 2006

10:30am– 5:30pm, **La Vigna Winery & Medieval Town of Orvieto Optional Tour with Lunch—pre-purchased ticket required**

11:00am – 4:00pm, **Registration**

12:00pm – 5:00pm, **Board of Directors Luncheon/Meeting**

7:00pm - 10:30pm, **Public Sector Liaison Committee & AHJ Dinner** (Off Property - Restaurant George - By invitation only)

SPONSOR: Underwriters Laboratories (UL)

MONDAY, NOVEMBER 6, 2006

7:30am – 9:30am, **Spouse Hospitality**

8:00am – 12:00pm, **Registration**

8:00am – 9:45am, **General Business Meeting**

Committee Reports and a report on CSAA Attrition Project by **John Brady**, President, TRG Associates, Inc.

8:00am – 9:30am, **AHJ Meeting and Continental Breakfast** (AHJs only)

8:30am – 1:30pm, **Spouse Activity: Exclusive: Palazzo Colonna Private Tour & Luncheon** (Open to all registered spouses, guests and children—included in their Registration fee)

NEW: 9:45am – 10:30am, Keynote Address: **Preserving Civilization as We Know It — Understanding and Responding to the Modern Terrorist Threat**

Edward A. Turzanski, Senior Fellow, Center for Terrorism, Counter-Terrorism and Homeland Security, *The Foreign Policy Research Institute*

In recent years, the United States has found itself at a heightened risk of attack that we never thought possible just a few years ago.

Get an update on terror and counterterrorism and find out the latest details on homeland security from a nationally recognized national security, intelligence, and political analyst. Then, through a series of probing questions, find out how we, as the security industry, can work better with the HSD and other government agencies to better serve our clients.



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10:30am – 10:45am, **Coffee Break**

SPONSOR: Honeywell Fire Systems

10:45am – 11:10am, **Update on UL Activities**

Keith Williams, President/CEO, *Underwriters Laboratories, Inc.*
UL has completed a major realigning of programs and staffing vital to the private security industry. This session will cover some of the major developments in co-operative ventures between UL and CSAA in the property/casualty insurance field, as well as other areas.

11:10am – 11:30am, **Property/Casualty Insurance Industry Update: Jewelers Block Loss Prevention Program**

Dave Sexton, CPCU, Vice President, Loss Prevention, *Jewelers Mutual Insurance Company*

Jewelers Mutual Insurance Company is one of the leading property/casualty companies in the country and has required UL listed Central Station service for many years. This session will look at their new loss prevention guidelines, which include UL and CSAA, as a possible insurance industry standard.

11:30am - 12:00pm, **Emerging Public Safety Communications Issues**

Harlin McEwan, Chairman, *International Association of Chiefs of Police Communications & Technology Committee*

In his position as Chairman of the IACP Communications Committee, Chief McEwan acts as the principal liaison for public safety communications issues between the IACP, the NSA, the IAFC and APCO. Using his unique vantage point he will discuss the key issues of communications between the public and private sectors.

2:00pm – 5:30pm, **St. Peter's Basilica & Tomb of Popes Optional Tour—pre-purchased ticket required**

6:30pm – 10:30pm, **Theme Night: Italian Countryside Dinner**
(Off Property – La Fattoria)

Enjoy regional delicacies al fresco on the terrace of La Fattoria before being seated for an Italian countryside dinner. There will be plenty of Italian wine and beer, as well as entertainment from an Italian folk band.

SPONSOR: Honeywell Security (wine, beverages, and dinner)

TUESDAY, NOVEMBER 7, 2006

8:00am – 11:00am, **Registration**

8:00am – 10:00am, **Anatomy of an Acquisition: Working With Your Team!**

Moderator: **Ron Davis**, Managing Partner, *Davis Marketing Group*

Panel: **Les Gold**, Partner, *Mitchell, Silberberg & Knupp*; **Alan Pepper**, Partner, *Mitchell, Silberberg & Knupp*; **Mitch Reitman**, Principal, *SICC, Inc.*; and **Thomas B. Pagnani**, Director, *Capital Source*

Whether you're looking to acquire companies, evaluate the process, or perhaps prepare for an eventual sale of your company, you need to understand the players you will most likely be working with... and of even greater importance, what to expect and what not to expect.

This symposium will focus on understanding the role of the four key players in the acquisition process: the broker, the lawyer, the accountant, and the financier.

Included in the presentation will be current examples of transactions that have recently taken place, as well as some "behind the scenes" looks at each part of the acquisition process.

8:30am – 10:30am, **Spouse Hospitality**

10:00am – 10:15am, **Coffee Break**

10:15am – 11:15am, **AHJs & the Road Ahead**

Moderator: **John Murphy**, President, CSAA

Panel: **Chief Joe Carter**, President, *International Association of Chiefs of Police (IACP)*; **Wanda McCarley**, President, *The Association of Public Communications Officials (APCO)*; **Sheriff Ted Kamatchus**, President, *National Sheriffs' Association (NSA)*; **Chief James Harmes**, President, *International Association of Fire Chiefs (IAFC)*

Representatives of the major AHJ organizations share their vision of future issues affecting law enforcement, fire, and emergency communications.

NEW: 10:30am - 11:30am, **Spouse Lecture – The Sistine Chapel** (Open to all registered spouses and guests.)

Prepare for this afternoon's exclusive CSAA tour of the Sistine Chapel with this illustrated, informal lecture. You will learn more about the history of the Sistine Chapel, its art and the biblical stories depicted in the ceiling and wall frescoes of the world-renowned chapel.

For tour descriptions, as well as other Annual Meeting (AM) information, please click on the AM button at www.csaaul.org.



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11:15am – 12:15pm, **Comparing Central Stations: Looking at the Best Practices of Italian Central Stations vs. U.S. Central Stations**

Dottore Enzo Pergolizzi, *Centrale Operativo Securitas Metronotte/Securitas* is one of the largest national alarm companies in Italy. In this presentation, you will learn how operations in an Italian Central Station differ from one in the United States. Some questions to be answered are: How do they dispatch? What type of technology is currently being used? What new technologies are being developed that might be useful in the future? How are relationships with public safety officials handled?

12:15pm – 2:00pm, **AHJ & CSAA Board of Directors Luncheon: A Vision of the Public and Private Sectors Working Together** (AHJs and Board Members Only)

Chief Willis Carter, President-Elect, APCO; **Sheriff Craig Webre**, First Vice President, NSA; **Chief Steve Westermann**, First Vice President, IAFC; and **Chief Mary Ann Viverette**, Immediate Past President, IACP

2:30pm – 5:00pm, **Exclusive: Private CSAA Tour of the Sistine Chapel & Vatican Museum** - For all attendees (included in the Registration)

EXCLUSIVE SPONSOR: ADI

WEDNESDAY, NOVEMBER 8, 2006

8:00am – 8:30am, **Emerging New Technologies That Will Affect Your Bottom Line**

Lou Fiore, President, *L. T. Fiore, Inc.*

This annual session updates the industry on new technologies and applications from outside the industry which may have considerable impact on the security industry.

8:30am – 9:30am, **Apprenticeship Recruitment, Training and Retention in the Alarm Industry: An Overview of the California Apprenticeship Program and the Intricacies of Implementing Such a Program**

Jerry Lenander, Executive Director, *California Alarm Association (CAA)*

The first apprenticeship program was developed with the support of the industry in California and quickly became the largest training organization in North America. The program is now federally approved as a four-year program for Electronic Systems

Technicians (Fire/Life Safety) and will expand to the state level under the auspices of the NBFSA National Training School.

This session will discuss how manufacturers, central stations, and installing companies can utilize the apprenticeship training model to expand the qualified labor pool, introduce training for new technology, and promote the growth of professionalism in the industry.

8:30am – 10:30am, **Spouse Hospitality**

9:30am – 10:30am, **The Use of CCTV Within the British Transportation System: Its Application in Apprehending the London Subway Bombers**

Brian Howat, Detective Inspector, Force Crime Reduction Officer, *British Transport Police*

Get an inside look at how the British Transport Police use CCTV for homeland security, including air, rail, shipping and subways. Then hear the background on the capture of the London subway bombers and how the British Transport Police were aided by CCTV.

10:30am – 10:45am, **Coffee Break**

10:45am – 11:45am, **Opportunities in Homeland Security**

John Judd, CPP, PSP, President, *Adeucon, Inc.*

What portion of the Department of Homeland Security's \$41.1 billion expenditures for 2006 has your company been able to win so far? Chances are, like most other central station companies, you've garnered little, if anything at all.

This session will review DHS opportunities and approaches that could help Central Station alarm companies obtain or increase their share of this huge business opportunity.

1:30pm – 5:00pm, **Imperial Rome Optional Tour—pre-purchased ticket required**

6:30pm – 7:30pm, **President's Reception**

SPONSOR: Altronix

7:30pm – 10:30pm, **President's Dinner/Dance and Stanley C. Lott Award Presentation**

ATTIRE: Black tie suggested.

SPONSORS: GE Security (Dinner)

NAPCO Security Group (Dance band)