

# ADI Winnipeg Customer Appreciation Event

INTRUSION

FIRE

CCTV

IP NETWORKING

ACCESS

AUDIO/VIDEO

TOOLS & HARDWARE

HOME SOLUTIONS

WIRE & CABLE



**SHIFTING  
THE GEARS**

## You're invited to the ADI Winnipeg Customer Appreciation Event!

**November 5, 2009 | 10am – 8pm**

### Fort Garry Hotel

222 Broadway

Winnipeg, Manitoba

800.665.8088

Join ADI Winnipeg for the annual Customer Appreciation Event featuring over 25 cutting-edge manufacturers, intensive seminars, great prizes and a complimentary buffet reception. Don't miss this great opportunity to meet and greet Industry professionals. Free professional tradeshow for the benefit and education of ADI's customers. Don't forget your business cards!

### Join us for:

- Seminars: 10am – 4:30pm
- Lunch: 12pm – 1pm
- Exhibits: 4:30pm – 8pm
- Complimentary lunch and dinner

### Free Training Seminars!

**Check seminar listings and RSVP on page 2.**

### Features:

- *Free professional tradeshow:  
Held for the benefit of ADI customers*
- *Make your reservations early:  
Call your local ADI branch*
- *See exciting new products:  
Meet the manufacturers and  
learn about their products at  
their training seminars*
- *Win valuable door prizes:  
Fill out a registration card  
for your chance to win a prize*



For orders, call **1.877.ADI.SERV**  
Visit us on the web [www.adiglobal.com/ca](http://www.adiglobal.com/ca)

Seminars: 10:00 am – 4:30 pm

Lunch: 12 pm – 1 pm

Exhibits: 4:30 pm – 8:00 pm

# ADI Winnipeg Customer Appreciation Event Seminar Listing

## November 5, 2009 | 10am – 4:30pm

Seminars held at the Fort Garry Hotel

**10 am – 11 am****Introduction to Fire Alarms  
FireLite (FL-SEMINAR)**

Learn the difference between Ion and Photo alarms, and when and where to use them. Discover the difference between conventional and addressable panels, terminology used in the fire alarm industry, and FireLite products.

**10 am – 12 pm****Custom Home Solutions  
HAI, Proficient Audio & Russound (C1-SEMINAR)**

Join these three top A/V manufacturers as they discuss their product lines and then cap it off with a 30 minute Q&A on the state of technology and the marketplace.

HAI will offer a brief survey of their award-winning product line that now encompasses everything from HAI Access Control and Energy Management Solutions for residential and light commercial, to complete iPhone and Blackberry integration of audio, lighting, temperature control, cameras and security. HAI will also discuss many of the new features and enhancements delivered through the new PCA3 installer software.

Proficient will teach you everything you need to know about designing and implementing a distributed audio system within a home. Topics include: whole-house audio components and speakers, amplifier performance fundamentals, audio system wiring, volume and electronic keypad controls, and how to conduct customer interviews and gain client input. In addition, the student will gain a firm understanding of performance specifications on amplifiers and speakers to ensure a well-planned, functioning system.

Russound will provide an insight into the changing world of custom installation. Retrofit sales should be number one on your business strategy and growth list. Russound's new Collage System, with its unique approach to wireless technology, means that you will be able to completely install a high-end, multi-room audio system in either a finished home or condo in a fraction of the time it currently takes. Find out why you will need to adjust your business plan.

**11:15 am – 12:15 pm****Learn and Have the Access to Easy to Use Products, Competent Support and an Install It and Forget It Mindset  
Samsung / GVI (OG-SEMINAR)**

Do you know what LSS is? Do you know how to set the high and low speed shutter of a Wide Dynamic Range camera? How can Dynamic Defect Compensation affect the performance of a camera? In this seminar you can find out how to achieve the best usable video for your low light applications and when to use an electronic day night or a true day/night camera. Along with what DNle is, learn what makes Samsung security application monitors better than off-the-shelf consumer monitors and how a Dual Codec affects your network and recording. Are you ready to switch to IP? Get all your questions answered by a Samsung / GVI representative.

**12 pm – 1 pm LUNCH****1 pm – 2 pm****Bosch IP Video & DIVAR XF Hybrid DVR  
Bosch (Core Products) (PB-SEMINAR)**

Learn about the new DIVAR XF Version 2 from Bosch. A hybrid DVR that offers performance, adaptability and supports H.264 Bosch IP Cameras which provide highly efficient compression for CCTV applications.

**1 pm – 2:15 pm****Learn About the Latest Solutions from Honeywell  
Honeywell Security (ADEMCO-SEM)**

If you are looking to sell more systems, take a look at the advantages of partnering with Honeywell. In addition to delivering the newest innovations, products and technologies we'll provide you with the latest GSM and Internet Communications, and residential and commercial security solutions—creating more opportunities for you and your business.

**2:15 pm – 3:15 pm****New Integrated Access Control Hardware Products  
Assa Abloy (SN-SEMINAR)**

Learn about Assa Abloy's new integrated access control hardware products, which includes electrified locks, strikes and panic sets.

**2:30 pm – 4:30 pm****Network Video Solutions: Why is Everyone Going IP?  
Axis Communications and OnSSI (Z4-SEMINAR)**

The IP market is growing 40% per year. This course will detail the benefits of IP technology and provide in-depth information on network video. Be introduced to Axis Communications and OnSSI and learn how a network-based video system can provide better post-recording forensics, intelligent video, scalability, and lower total cost of ownership. Included will be a look at the latest HDTV trends, migration paths from analog to IP surveillance, and a look at OnSSI's revolutionary new user interface—Ocularis.

**3:30 pm – 4:30 pm****Selling Unified Digital Video, Alarm, Access Control & Building Automation in a Difficult Economy: The Benefits of a Single Unified Security Platform  
Inaxsys – ICT (IN-SEMINAR)**

Join presenter Mark McRae of Inaxsys as he explores the challenges and opportunities of selling integrated security solutions in today's economy. Learn about Inaxsys' Protégé and IVT integrated alarm, access control and digital video solutions and how they can help you prosper even in a difficult economy.

**4:30 pm – 8 pm****ADI Manufacturer Exhibits (CAE-WP)**

Meet over 25 industry professionals and discover lots of new products.

**DON'T FORGET YOUR BUSINESS CARDS!****Contact ADI Winnipeg to Reserve Your Space Today****ADI Winnipeg**

1654 Field Street, Winnipeg, MB

800.449.1909