

# *inside* SECURITY

A RECOGNIZED VOICE OF SECURITY IN CANADA

APRIL 2012 | ISSUE 6

## IN THIS ISSUE

### **Security Canada: where the security industry connects**

Once again this year, CANASA will be producing five security shows across the country.

### **Letter from Leadership**

It is with great excitement that we are seeing the early results of the implementation of our 2012 business plan.

### **CANASA golf tournaments: it's time to tee off**

With summer just around the corner, CANASA Chapters are now getting ready to host their annual golf tournaments.

### **Does your insurance cover subcontractors?**

Over the past few years, insurance companies have tightened their requirements regarding the use of subcontractors.

*Inside Security* is a newsletter published twice a year by the Canadian Security Association. Copyright © 2012 Canadian Security Association. All rights reserved.

50 Acadia Avenue, Suite 201  
Markham, ON, Canada L3R 0B3  
Tel: (905) 513-0622 Toll Free: 1(800) 538-9919  
Fax: (905) 513-0624 Email: [staff@canasa.org](mailto:staff@canasa.org)  
[www.canasa.org](http://www.canasa.org)



## SECURITY CANADA: WHERE THE SECURITY INDUSTRY CONNECTS

Once again this year, CANASA will be producing five security industry trade shows across the country in five key markets: Atlantic, Central, East, West, and Alberta. Year after year, our Security Canada International Security Conferences and Expositions continue to increase in both their attendance and exhibitors, offering even more options for you to connect with new contacts and catch up with your peers.

The shows are designed to help attendees strengthen industry relations and partnerships. You can network with other security professionals, touch base with local reps, and possibly expand your business connections all in one day at one location, saving you time and travel costs.

Convenience is a key aspect of our shows. At the Security Canada Central show in Toronto, we have incorporated Education Flashes—mini education sessions that allow you to gain a large amount of industry knowledge in a short period of time, right on the show floor. If you are looking for the very latest in technology and development, you can visit the Innovation Zone, which showcases the newest industry products and services. A number of our Security Canada shows also feature educational workshops and seminars, including the informative Manufacturers' Training Sessions (MTS).

Even just by simply walking the show floor, you will be able to find out what the security industry is talking about. The events provide a great



opportunity to meet and speak with the industry's top manufacturers and key distribution partners. You can also connect with key representatives who are familiar with the local market.

Attending the shows is a simple way to stay competitive in today's market and up to date on hot topics and current issues that are affecting the security industry. It may even help you keep track of your competition.

We look forward to seeing you at Security Canada. If you have any questions or would like more information about the Security Canada shows, contact CANASA's Director of Trade Shows and Events, Steve Basnett, at [sbasnett@canasa.org](mailto:sbasnett@canasa.org) or visit [securitycanadaexpo.com](http://securitycanadaexpo.com).

*Inside Security* belongs to you, our members. We welcome your input and feedback. If you have a story or idea you would like to share, please email [communications@canasa.org](mailto:communications@canasa.org).

## LETTER FROM LEADERSHIP

### Plan for success



JF Champagne  
Executive Director

It is with great excitement that we are seeing the early results of the implementation of our 2012 business plan. This plan, which was approved last October, covers nine key initiatives that target three main areas of focus: membership, public awareness, and advocacy.

One of our initiatives is to create an open dialogue with our members. We have started to call each of our more than 1300 member companies to give them an opportunity to tell us how well we are doing and how we can serve them better. So far, the feedback has been very encouraging. We will continue to call throughout the year as well as reach out to potential new members to let them know why they should join our great family.

We are also starting to work on increasing our awareness to the general public and other stakeholders. One of our goals is to support members who are participating in home shows by providing educational materials and displays that will educate the public about CANASA. This is a change of direction for our Association.

We have traditionally focused our attention within the security industry.

Most exciting is the upcoming launch of the Accredited Security Contractor (ASC) program. I am pleasantly surprised to see the current level of enthusiasm about the program from many members and I suspect that it will be our biggest achievement in recent years. One of the on-going objectives of the Canadian Security Association is to facilitate self-regulation of the industry and the ASC program is truly a giant step towards self-regulation.

I can ensure you that our dedicated staff is focused on the tasks at hand and, with the support of our volunteers from all our committees, our 10 Chapters and Sub-Chapters, and the National Board, we will achieve success.

**Security Canada**  
INTERNATIONAL SECURITY CONFERENCE & EXPOSITION

**2012 Show Dates**

Region	Location	Date	Event Type
Security Canada East	Sheraton Laval Laval, Quebec	April 25, 2012	Exposition
Security Canada Alberta and Tri-Lateral Conference	Deerfoot Inn & Casino Calgary, Alberta	May 23, 2012	Conference
		May 24, 2012	Conference & Exposition
Security Canada West	River Rock Casino Resort Richmond, British Columbia	June 13, 2012	Conference & Exposition
Security Canada Atlantic	Ramada Crystal Palace Moncton, New Brunswick	September 12, 2012	Conference & Exposition
Security Canada Central	Toronto Congress Centre Toronto, Ontario	October 24, 2012	Conference & Exposition
		October 25, 2012	Conference & Exposition

[www.securitycanadaexpo.com](http://www.securitycanadaexpo.com)

Media Partners: SPT, Canadian Security  
National Partners: APA, AXIS COMMUNICATIONS

# CANASA GOLF TOURNAMENTS: IT'S TIME TO TEE OFF

With summer just around the corner, many CANASA Chapters are now getting ready to host their annual golf tournaments. CANASA members are invited to sign up early and take advantage of this great opportunity to network with other security industry leaders—and enjoy a relaxing day on the links. Many tournaments will also be raising money to support local charities.

CANASA is proud to announce Lanvac as its first-ever national golf sponsor. Lanvac will sponsor scorecards and donate iPads for each of CANASA's 10 Chapter and Sub-Chapter golf tournaments. We would like to thank them for their support. We look forward to an exciting golf season in 2012.

CANASA members are invited to sign up early and take advantage of this great opportunity to network with other security industry leaders—and enjoy a relaxing day on the links.

Tournament dates and locations are listed below.

Date	Chapter	Location
May 22, 2012	Calgary Sub-Chapter	Valley Ridge Golf Club
May 31, 2012	Quebec Chapter - Montreal	Club de golf Le Diamant
June 14, 2012	B.C. Chapter	Newlands Golf and Country Club
June 21, 2012	Southwestern Ontario Sub-Chapter	Pine Knot Golf and Country Club
June 28, 2012	Edmonton Sub-Chapter	RedTail Landing Golf Club
July 12, 2012	Ontario Chapter	Station Creek Golf Club
August 22, 2012	Ottawa Sub-Chapter	Hammond Golf and Country Club
August 29, 2012	Quebec Chapter - Quebec City	Golf de la Faune
August 30, 2012	Manitoba Chapter	Rossmere Country Club
September 11, 2012	Atlantic Chapter	Memramcook Valley Golf Club
September 20, 2012	Golden Horseshoe Sub-Chapter	Crosswinds Golf and Country Club

## THE BEST INDUSTRY-BASED EDUCATION IN THE COUNTRY

### Alarm Technician Course Level 1 (ATC1)

May 26-27: Calgary  
September 13-14: Moncton  
October 26-27: Toronto

### Alarm Technician Course Level 2 (ATC2)

May 26-27: Calgary  
September 13-14: Moncton  
October 26-27: Toronto

### Certified Security Project Manager (CSPM)

May 20-23: Calgary  
October 21-24: Toronto

Whether you are in a technical, sales or management role, CANASA's industry-based programs offer the right training for your professional development needs. All of our programs are designed and delivered by security experts according to current industry requirements and promote the highest standards possible. Students graduate with the knowledge and training they need to set themselves apart from their competitors.

Don't miss out on a great opportunity to increase your marketability and skillset. Dates and locations for upcoming courses are listed to the left. You can register anytime online at [canasa.org](http://canasa.org) > Education. For more information, contact Lynne Hewitson at [education@canasa.org](mailto:education@canasa.org).

# Does your insurance cover subcontractors?



There are conditions regarding the use of subcontractors that could affect your coverage.

Quite often, clients ask if their Liability Insurance Policy includes coverage for the use of subcontractors. Over the past few years, insurance companies have tightened their requirements regarding the use of subcontractors and you should not assume they are covered under your Policy.

You may have noticed that your insurance application form now includes questions regarding the use of subcontractors. Your Policy is a legal contract and has been issued based upon on the answers disclosed in your application form. There are conditions regarding the use of subcontractors that could affect your coverage. You may be required to obtain Certificates of Insurance from all subcontractors to verify proper insurance is in place.

When you review the Certificate, you need to be concerned with more than the Limit of Liability shown under the Comprehensive General Liability (CGL) section of the Policy. All CGL policies exclude claims arising from a product or service failing to perform as warranted or represented by the Insured. This exclusion would apply to most security companies so you need to make sure Failure to Perform is specifically listed as included under CGL coverage.

If you do use a subcontractor that was uninsured or not insured properly, it can expose your business to financial loss and have impact on your insurance coverage. Not only can it affect your premium and deductible levels, it can jeopardize your eligibility for future coverage and result in problems with claim settlements. Most prudent businesses carry proper insurance and by not having coverage, the subcontractor is passing his cost of doing business on to you.

It has become the industry norm to request Certificates of Insurance from subcontractors. Standard templates are available and recommended for use as it will ensure the necessary items and warranties have been included; if you aren't sure, send it to your insurance advisor for review. If you use a subcontractor on a frequent basis, implement a system to secure Certificates each year at their Policy renewal. If it is a subcontractor you are using just once, the Certificate can be issued specific to the job. This is your protection should a loss arise from the project.

Remember your firm is in the business of protecting others, so make sure you take steps to properly protect your business first!

*Denise Hancock, CIP, Risk Management Consultant – Protection Services, Tripemco Burlington Insurance Group Limited*