

EVENT AUDIT


DATES OF EVENT:

Conference: April 4 – 6, 2006
Exhibits: April 5 – 7, 2006

LOCATION:

Sands Expo & Convention Center, Las Vegas, NV

EVENT PRODUCER/MANAGER:

Company Name: Reed Exhibitions
Address: 383 Main Avenue, Norwalk, CT 06851
Phone: (203) 840-4800
Website (Show): www.iscwest.com

REGISTRATION COMPANY:

CompuSystems, Inc.

YEAR EVENT ESTABLISHED:

1967

FREQUENCY:

Annual

DATES OF NEXT EVENT:

Conference: March 27 – 29, 2007
Exhibits: March 28 – 30, 2007

LOCATION:

Sands Expo & Convention Center, Las Vegas, NV

1. STATEMENT OF MARKET SERVED

An international security trade exposition for manufacturers, distributors, and security service companies.

Qualified attendees are industry professionals with roles in designing, installing, managing, marketing, purchasing, selling or specifying security technologies and products.

2. STATEMENT OF VERIFICATION METHODOLOGY:

Advance registrants who received a badge in the mail were required to pick up their badge holder onsite. The registrant was then entered into the system as verified. In addition, scanning guns were used to scan attendees' badges as they entered the exhibit hall and the conference sessions. Downloaded leads captured by exhibitors were also entered into the system as verified.

3. AUDITED ATTENDEE ANALYSIS

Year which Event was Held	Event Location	Conference Attendees	Exhibit Only Attendees	Sub-Total: Conference & Exhibit Only Attendees	Speakers	Media	Verified Exhibitors, Non-Exhibiting Sponsors and their Support Staff*	Total
2006	Las Vegas	1,189	14,095	15,284	88	49	8,958	24,379

* Not audited. Verified and on-site counts taken from registration database provided by the registration company.

4. PRIMARY BUSINESS			
PRIMARY BUSINESS	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY PRIMARY BUSINESS
Security Dealer/Installer:	5,495	36.0	37.5
Independent	5,040	33.0	34.4
Affiliated	455	3.0	3.1
Buyer/End User Specifier for:	3,557	23.3	24.2
Educational Institution	244	1.6	1.7
Human Resources	14	0.1	0.1
Financial Institution	204	1.3	1.4
Healthcare	93	0.6	0.6
Hospitality/Hotel	126	0.8	0.9
Federal Government Agency	385	2.5	2.6
City/State Government Agency	438	2.9	3.0
Corporate Security	369	2.4	2.5
Manufacturing Facility	624	4.1	4.2
Insurance Company	16	0.1	0.1
Retail	652	4.3	4.4
Transportation	104	0.7	0.7
Other	288	1.9	2.0
Home Systems Integrator	268	1.8	1.8
Commercial Systems Integrator	1,471	9.6	10.0
Facility Manager	74	0.5	0.5
Electrical Contractor	217	1.4	1.5
Central Station	183	1.2	1.3
Distributor	967	6.3	6.6
Security Guard Service	109	0.7	0.7
Security Consulting Firm	833	5.4	5.7
Security Equipment Manufacturer/Rep	601	3.9	4.1
Other Industry Professional	898	5.9	6.1
Total Conference and Exhibit Only Attendees Identified by Primary Business	14,673	96.0	100.0
Total Conference and Exhibit Only Attendees Not Identified by Primary Business	611	4.0	-
TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES	15,284	100.0	100.0

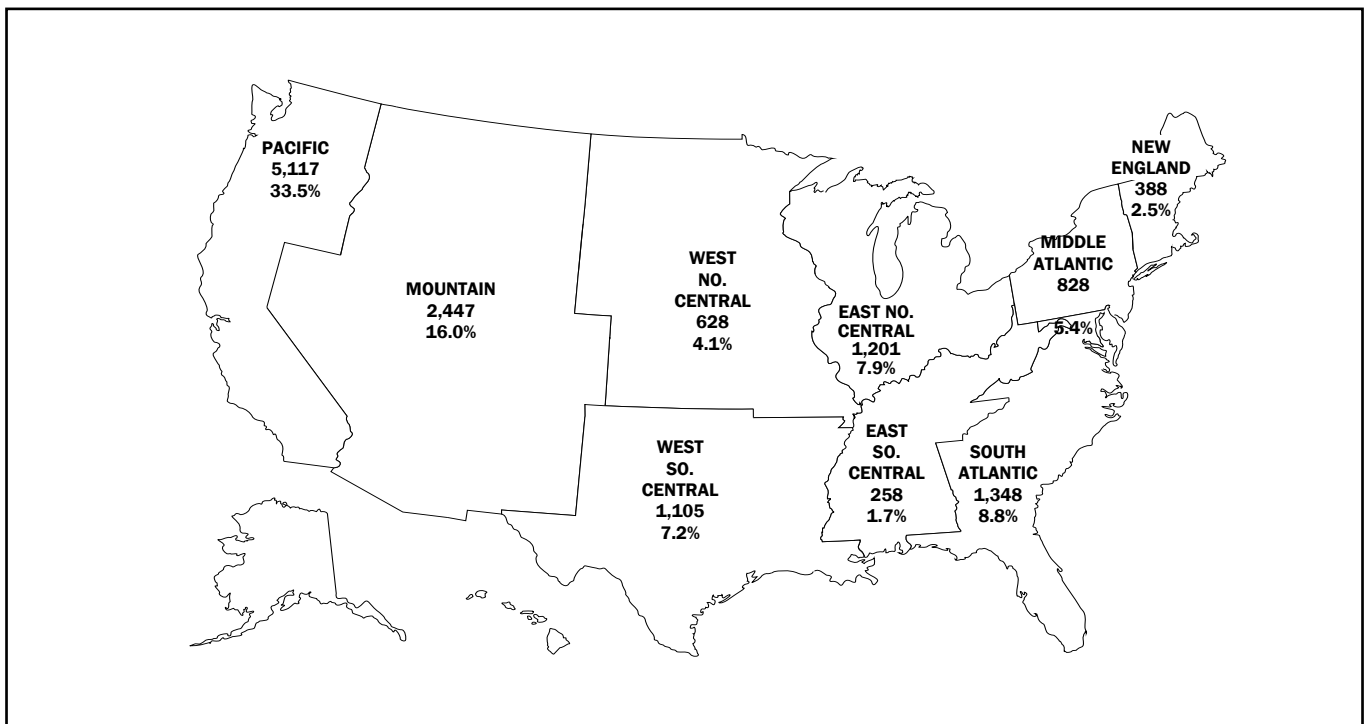
5. PRIMARY JOB FUNCTION			
PRIMARY JOB FUNCTION	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY PRIMARY JOB FUNCTION
Owner/Senior/General Management	6,677	43.7	45.6
Sales/Marketing	2,715	17.8	18.5
Technician/Installer/Integrator	1,454	9.5	9.9
Human Resource Management	102	0.7	0.7
Security Management (VP/Director/Manager)	1,335	8.7	9.1
Engineering	764	5.0	5.2
Operations/Building Management	308	2.0	2.1
Facility/Loss Prevention	116	0.8	0.8
Law Enforcement/Public Safety	211	1.4	1.5
Information Technology	294	1.9	2.0
Other	680	4.4	4.6
Total Conference and Exhibit Only Attendees Identified by Primary Job Function	14,656	95.9	100.0
Total Conference and Exhibit Only Attendees Not Identified by Primary Job Function	628	4.1	-
TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES	15,284	100.0	100.0

6. ASIS MEMBER			
ASIS MEMBER	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY ASIS MEMBER
Yes	2,169	14.2	16.9
No	10,665	69.8	83.1
Total Conference and Exhibit Only Attendees Identified by ASIS Member	12,834	84.0	100.0
Total Conference and Exhibit Only Attendees Not Identified by ASIS Member	2,450	16.0	-
TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES	15,284	100.0	100.0

8. AUDITED GEOGRAPHIC BREAKOUT OF CONFERENCE AND EXHIBIT ONLY ATTENDEES

State	TOTAL	PERCENT
NEW ENGLAND	388	2.5
Maine	14	
New Hampshire	33	
Vermont	6	
Massachusetts	207	
Rhode Island	25	
Connecticut	103	
MIDDLE ATLANTIC	828	5.4
New York	426	
New Jersey	226	
Pennsylvania	176	
EAST NO. CENTRAL	1,201	7.9
Ohio	318	
Indiana	96	
Illinois	457	
Michigan	214	
Wisconsin	116	
WEST NO. CENTRAL	628	4.1
Minnesota	222	
Iowa	64	
Missouri	167	
North Dakota	14	
South Dakota	17	
Nebraska	56	
Kansas	88	
SOUTH ATLANTIC	1,348	8.8
Delaware	15	
Maryland	194	
Washington, DC	32	
Virginia	292	
West Virginia	12	
North Carolina	142	
South Carolina	52	
Georgia	183	
Florida	426	

STATE	TOTAL	PERCENT
EAST SO. CENTRAL	258	1.7
Kentucky	58	
Tennessee	94	
Alabama	82	
Mississippi	24	
WEST SO. CENTRAL	1,105	7.2
Arkansas	57	
Louisiana	75	
Oklahoma	116	
Texas	857	
MOUNTAIN	2,447	16.0
Montana	41	
Idaho	97	
Wyoming	16	
Colorado	386	
New Mexico	134	
Arizona	600	
Utah	352	
Nevada	821	
PACIFIC	5,117	33.5
Alaska	25	
Washington	364	
Oregon	161	
California	4,457	
Hawaii	110	
UNITED STATES	13,318	87.1
INTERNATIONAL	1,964	12.9
Canada	732	
Mexico	238	
Other International	994	
Total Conference & Exhibit Attendees	15,284	100.0



OFFICIAL ISC WEST 2006 REGISTRATION FORM

ISC WEST 2006 | APRIL 5-7, 2006 | SANDS EXPO AND CONVENTION CENTER | LAS VEGAS, NV

1. General Information

Primary Registrant/First Name MI Last Name

Priority Code: **OS**

Company Name

Mailing Address

City

State Zip Code Country

Business Phone (Do not include International Dialing Code) Business Fax

We collect this data in order to provide you with information about ISC West and other companies in your industry. If you prefer not to receive further information, please see our Privacy Statement at <http://isc.reedexpo.com> or call our Privacy Administrator at 888-306-2344, or from outside the US call 203-840-5810.

For the trade only. No one under 18 admitted - NO EXCEPTIONS. No photography will be permitted in the exhibit hall.

E-mail (to receive confirmation)

2. Primary Business (please check only one)

Security Dealer/Installer:

- aa. independent
- ab. affiliated

Buyer/end user specifies for:

- ac. Educational Institution
- ad. Human Resources
- ae. Financial Institution
- af. Healthcare
- ag. Hospitality/hotel
- ah. Federal Government Agency
- aj. City/State Government Agency
- ak. Corporate Security
- am. Manufacturing Facility
- an. Insurance Company
- ap. Retail
- aq. Transportation
- as. Other (specify)

3. Primary Job Function (please check only one)

- a. Owner/Senior/General Mgmt.
- b. Sales/Marketing
- c. Technician/Installer/Integrator
- d. Human Resource Management
- e. Security Management (VP/Dir/Mgr)
- f. Engineering
- g. Operations/Building Mgmt.
- h. Facility/Loss Prevention
- j. Law Enforcement/Public Safety
- k. Information Technology
- m. Other (specify)

- aq. Lighting, Commercial
- ar. Outdoor Perimeter Protection
- as. Communications Equipment
- at. Vehicles/Transportation
- au. Deterrent Equipment
- av. Guard Equipment/Supplies
- aw. Surveillance Equipment
- ax. Fire Control
- ay. Inventory Control
- az. Armored Car Service
- ba. Financial Services
- bb. Investigative Equipment/Services
- bc. Wire & Cable
- bd. Lighting, Residential
- be. Security Systems
- be. HVAC
- bf. IT Products and Services
- bg. Commercial Entry and Exit Systems
- bh. Detections Systems
- bk. City Emergency & Crisis Management

4. Please send me membership information on:

- a. Security Industry Association
- b. NBSFAA

5. Please check all of the following you currently purchase:

- at. Home Systems Integrator
- au. Commercial Systems Integrator
- av. Facility Manager
- aw. Electrical Contractor
- ax. Central Station
- ay. Distributor
- az. Security Guard Service
- ba. Security Consulting Firm
- bb. Security Equipment Manufacturer/Rep
- bc. Other Industry Professional (specify)
- aa. Access Control
- ab. Alarms
- ac. CCTV
- ad. Security Hardware
- ae. Monitoring Services/Equipment
- af. Personal Protection
- ag. Systems Integration Products
- ah. Detection Equipment
- aj. Information/Data Security
- ak. Background Screening
- am. ID Systems
- an. Vehicle Protection Systems
- ap. Wireless Equipment

6. Please indicate how you prefer to be contacted by ISC West:

- a. direct mail
- b. fax
- c. email

7. Are you an ASIS member?

- a. no
- b. yes

9. Expo hall only registration:

Regular Rate (Post 3/11 & on-site) \$50

10. ISC Education registration:

Regular Rate (Post 3/11)

- Full Conference Package (Does not include IP Institute) \$740
- Two-Day Package (Does not include IP Institute) \$555
- One-Day Package (Does not include IP Institute) \$355
- IP Institute \$695
- Critical Incident Management Symposium \$295
- Network Video Workshop \$295

11. Method of Payment: (no purchase orders)

- Check or money order # payable to Reed Exhibition Companies
- Charge to my credit card: Amex Mastercard Visa

Account #

Expiration Date - Month/Year

Cardholder's name (please print)

Cardholder's name (signature)

12. I wish to attend the following:

April 4, 2006	April 5, 2006	April 6, 2006
<input type="checkbox"/> 1T01	<input type="checkbox"/> 1001	<input type="checkbox"/> 1002
<input type="checkbox"/> 1T02	<input type="checkbox"/> 1003	<input type="checkbox"/> 1H07
<input type="checkbox"/> 2T01	<input type="checkbox"/> 1W03	<input type="checkbox"/> 1H09
<input type="checkbox"/> 3T01	<input type="checkbox"/> 1W04	<input type="checkbox"/> 1H10
<input type="checkbox"/> 3T02	<input type="checkbox"/> 1W05	<input type="checkbox"/> 1H11
<input type="checkbox"/> 4T01	<input type="checkbox"/> 1W06	<input type="checkbox"/> 2H05
<input type="checkbox"/> 8T01	<input type="checkbox"/> 2W02	<input type="checkbox"/> 2H06
<input type="checkbox"/> 8T02	<input type="checkbox"/> 2W03	<input type="checkbox"/> 2H07
<input type="checkbox"/> SP01	<input type="checkbox"/> 2W04	<input type="checkbox"/> 2H08
<input type="checkbox"/> SP02	<input type="checkbox"/> 3W03	<input type="checkbox"/> 2H09
<input type="checkbox"/> SP03	<input type="checkbox"/> 3W04	<input type="checkbox"/> 3H09
	<input type="checkbox"/> 3W05	<input type="checkbox"/> 3H10
	<input type="checkbox"/> 3W06	<input type="checkbox"/> 3H11
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		<input type="checkbox"/> 7H07
		<input type="checkbox"/> 7H09



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Founded in 1963, Exhibit Surveys, Inc. is a full service research firm dedicated to providing market intelligence and measurement for the exhibition and events marketing industry. Having researched over 10,000 exhibits and over 4,000 events, Exhibit Surveys, Inc. has led the industry in developing the most comprehensive database of normative data for events and the most sophisticated diagnostic and measurement tools available.

STATEMENT OF CERTIFICATION – AUDIT CONDUCTED BY EXHIBIT SURVEYS, INC.

We have examined the attendee records of subject show/event for the date and location of the show/event as reported in this Exhibit Surveys, Inc. Event Audit Report. Our examination was made in accordance with generally accepted event auditing standards. This audit complies with standards set forth by the Exhibition and Event Industry Audit Commission (EEIAC), a not for profit commission organized for the purpose of managing and overseeing the exhibition industry's independent audit process. The audit process includes pre-event review of systems, post event confirmations of attendance, examination of accounting records, and any other auditing procedures considered necessary.

Based on such examinations, the statements set forth in this report present fairly and accurately the total attendance of this event in conformance with generally accepted event measurement principles.

Exhibit Surveys, Inc.

Red Bank, NJ

May 19, 2006