

# ESTA

## ELECTRONIC SECURITY & TECHNOLOGY ASSOCIATION

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### TESTIMONIALS FROM ESTA MEMBERS:

“ESTA, of which we have been a member for over 20 years, is a unique organization and has directly contributed tens of thousands of dollars to our bottom line in sales, cost reduction and profits... Unlike local and state alarm associations, where your competition is sitting next to you, and manufacturer organizations, where egos and size of the dealer groups inhibit trust and close relationships, ESTA members have the answers and solutions that they share to help guide and run your company.” - *John Butler, Pres/CEO, Butler-Durrell Security, Inc., Wildwood, (St. Louis) MO*

“We were invited to join ESTA (formerly ADA) in 1997. The past 12 years in this group has provided us a wealth of industry knowledge from the trenches, so to speak; a sounding board for problems and issues that face every alarm company; a forum for brainstorming new ideas and concepts; and the meetings provide a stimulating yet relaxing atmosphere to spend time with a great group of people.” - *Lynn McNamer, Pres/CEO, Interstate Alarm Company, Missoula, MT*

“This is a group unlike any you will encounter. Honest and successful security dealers 'bearing their souls' about real world problems and solutions. And ESTA works as a group to help each member who asks. I cannot express enough appreciation for the help and mentoring over the years! My friendship and respect for the members has grown since joining in 1992.” - *Joseph Pfefer, President, Jade Alarm Company, Kansas City, MO*

“We at Tel-Tec Security Systems, are a member of ESTA because of the knowledge and exchange of information we share regarding growing business, expanding into new markets, a way to measure you need for improvement, adjustments or suggestion plans ideas. Along with a great life-lasting relationships.” - *Morgan Clayton, President, Tel-Tec Security Systems, Inc., Bakersfield, CA*

“The free legal advice (at the meetings) is worth its weight in gold” - *Art Beaver, CEO, Security Systems of America, Pittsburgh, PA*

“The time spent with other ESTA members is invaluable. I saved enough money through the buying program to more than for membership and the annual meetings” - *Tim Howell, CEO, Integrated Systems, Denver, CO*