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## In an Industry Where Regulations are Always Changing with Regard to the Use of Force, the Canadian Tactical Training Academy, Inc. has an Edge on the Competition as an International Company

### Security Law Enforcement Training (CTTG-OTCPK)



**Angelo M. Marino**  
Vice President

#### BIO:

Educated and certified in various North American institutions, the Vice-President of CTTA completed a Master of Science in Policing and Social Conflict and a Bachelor of Science in Criminal Justice Administration. Possessing a strong and diversified background in both the public and private sectors of the security world, Mr. Marino's experience includes 23 years as a personal protection specialist having escorted clients to and from various Canadian, U.S., South American, European and African destinations, 17 years as a security and personal protection trainer, 10 years as director of a network of specialized security and

protection operatives, 7 years as a municipal public safety officer, and 15 years as a high-risk cargo protection officer, including 5 years as coordinator of special operations.

Angelo M. Marino has worked in over 40 countries to this date having trained more than 4300 security, police and military personnel, and is considered to be one of Canada's most renowned Specialists and Master Instructors in the fields of Armoured and Non-Armoured High Risk Cargo Protection, Tactical Operations and Executive, Personal and Family Protection.

Angelo M. Marino was awarded the "Citizenship Achievement Award" for outstanding service to community and country, by members of the House of Commons in Canada.

#### Company Profile:

The Canadian Tactical Training Academy (CTTA) is an organization devoted to the training of **peace and law enforcement officers**, as well as all other professionals involved in the fields of security, investigation, protection and the maintaining of order. The Academy also provides tailored security and safety-oriented civilian training at both the individual and/or CORPORATE levels.

The Academy offers recognized tactical training programs of the highest level, as well as specialized programs for the fields of Intelligence and Investigation, Executive Protection and both Public and Private Security and Safety. Above and beyond the quality of its training programs, the strength of an academy resides in the compe-

tence and recognition of its instructors. Our instructors are very carefully selected and have proven their superior field and classroom qualifications in their respective domains of expertise before they are entrusted with the guidance and professional development of our participants.

**Interview conducted by:  
Lynn Fosse, Senior Editor  
CEOCFOinterviews.com**

**CEOCFO:** Mr. Marino, would you give us an overview of Canadian Tactical Training Academy?

**Mr. Marino:** CTTA is an institution devoted to the professional training of security and law enforcement personnel. We offer specialized tactical training, which would include use of force and defensive tactics, firearms training, the use of intermediate weapons, as well as specific type training in the fields of personal protection and investigations. We adapt our training to the specific needs of our clientele, and our main clientele is security and law enforcement based.

**CEOCFO:** What is your business model?

**Mr. Marino:** CTTA trains personnel that already belong to an organization we have become partners with in regards to training. This could be a law enforcement organization, a government agency in regards to public or private safety, or a private security company. It does occur from time to time, where we have individuals requesting to be trained before they actually get into the field, but this is more an exception and not the rule.

**CEO CFO:** Is this all in Montreal?

**Mr. Marino:** No not at all. Actually, our head offices are here in Montreal and we are present right across Canada, but we are very active right now in the United States and are becoming active in Central America and the Middle East. We have already worked in several African countries as well. CTTA is actually an international institution. We have just gone public, but we have actually been in the field for a number of years.

**CEO CFO:** What is the competitive landscape in the industry?

**Mr. Marino:** In the industry when it comes to the training of security, law enforcement or even military or paramilitary organizations, there are a

number of companies who do it, and finding the right one sometimes depends on where you are because not all of them work on an international scale. Locally we can find a larger number of institutions that can actually do this type of training or similar type training, but our scope at CTTA is at the international level. Our aim is to help professionalize the industry so that it may evolve and better deal with situations according to the new way in which people think. For example, when it comes to the increasingly critical phenomenon of legal use of force, and the fact that how things use to be done yesterday because it was deemed acceptable, may no longer be tolerated today. People are much more aware of the law and of their rights and freedoms. More than ever, we live under the scope of a camera lens and sometimes, even if a procedure or a technique is deemed normal in regards to training and the law, it may not look normal through the lens of a camera. Therefore, in a world where we have to be super cautious in regards to how we intervene, especially tactically, new techniques and new ways of doing things stemming from countries where the severity of laws in regards to human rights and use of force are stricter like Canada seem to be sought after more and more. That is one of the reasons why the courses given at CTTA in regards

to tactical intervention and the use of police batons and alternative weapons are becoming more popular. It is simply because they look better on camera, but they are just as efficient if not more efficient when it comes to protecting the officers at hand and controlling the subjects that they are trying to control.

**CEO CFO:** When you go into a foreign country or you go into certain local areas, do they give you the guidelines?

**Mr. Marino:** We always have a basic program to stem from. However, whenever we go into an area or a particular work environment, local or international, we usually start with the evaluation of the environment within

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which the people we are going to train work. After which we adapt the training, exercises and scenarios to go with the environment at hand so that the experience can be as reality-based as possible.

**CEO CFO:** What would surprise people most about the training?

**Mr. Marino:** Probably the fact that you do not need to be as forceful and as violent as some people may think, to physically control someone; you just need proper techniques to be able to get the job done sometimes. When we are dealing with violent or aggressive individuals or individuals who may be under the influence of alcohol or drugs, or in a do or die situation, you need to understand how and why certain techniques work. You need to understand the biomechanics of the human body and the psychology behind what we do and how we do it. Often the right approach at the right time makes all the difference. So people may be surprised by how eas-

ily a situation can be diffused without the use of excessive violence.

**CEO CFO:** CTTA recently renewed a contract with Montreal Airport; is that a typical contract for you?

**Mr. Marino:** Yes, it is a typical contract. One whereby we train their personnel in regards to use of force, the use of intermediate weapons and handcuffing techniques. This contract is a renewal for us because ADM has been a loyal client for a number of years. What it entails is training officers to intervene in a local yet international setting. Airports are a wonderful example of an environment whereby cameras are everywhere, so your every move is being scrutinized at every moment.

**CEO CFO:** How do you reach new customers?

**Mr. Marino:** Many of them are through word-of-mouth and referrals. We reach out to different departments that we feel may have a need for what it is we offer. We do have a business development department now whose role is to reach out to different law enforcement and security entities locally

and internationally. More and more the world is becoming local for us, although we have to get on a plane. It is a constant game of trying to see what the industry requires, who in the industry requires what we have and how do we contact them.

**CEO CFO:** Are there geographic areas where you would like to become more involved?

**Mr. Marino:** A new area for us is the Middle East, but there are definitely other areas in which we would like to be more active as well such as Europe and South America. We are currently evaluating a potential partnership in Brazil. Although it has not yet been concretized, with the upcoming World Cup in 2014 and the Olympic Games in 2016, this region of the world is of great interest.

**CEO CFO:** How do you find instructors able to maintain the balance needed

to teach technique with understanding of local customs and objectives?

**Mr. Marino:** Absolutely, this is a delicate balance! Looking for instructors is an ongoing task here at CTTA and finding instructors is never an easy feat. We have people who know our philosophies and what we are looking for in terms of instructors. These scouts are constantly evaluating active instructors in the industry whose philosophies mirror or at least resemble ours. People very rarely apply to work with us in a conventional manner.

**CEO CFO:** Do most of your potential customers use outside services like yours, or is training done internally?

**Mr. Marino:** It is a fair mix of both, there are a number of clients that we have been dealing with for years who are accustomed to outsourcing much of what we do for them. However, more and more, even government entities and public law enforcement agencies are looking towards the private sector to enhance and/or compliment what they already have in regards to training.

**CEO CFO:** So you have an almost limitless market!

**Mr. Marino:** I would like to think the market is limitless. There are always limits to everything, but we are the

ones who limit ourselves. There really is a lot of work out there for us, and CTTA is ready and willing to get out there and get as much of it done as possible.

**CEO CFO:** CTTA recently became a public company; why was this the time for you?

**Mr. Marino:** It was just a matter of circumstance. CTTA had been in existence for a few years and the opportunity presented itself. The board of directors actually brought it up for a number of reasons. It was not really something that we had been trying to do for a while, but once the idea came up it seemed interesting. It was definitely a challenge for us but one we were ready to embrace. We are very happy that it happened.

**CEO CFO:** What is the financial picture like at Canadian Tactical Training Academy today?

**Mr. Marino:** Solid. We are doing very well, but obviously in terms of finances the more you want to grow, the more money you need. There is never enough finances for a company that aspires to be larger, for a company that aspires to actually get out there and grow in the global market.

**CEO CFO:** Do you see consolidation or acquisitions for the company?

**Mr. Marino:** It is definitely a possibility. We are looking forward signing partnerships in the near future and maybe making some acquisitions, but the latter is not on the horizon yet. The possibility definitely exists.

**CEO CFO:** In closing, why should potential investors consider Canadian Tactical Training Academy?

**Mr. Marino:** They should consider CTTA because it is a young company with a dynamic board of directors, an almost limitless market and the ambition to get out there and do what needs to be done. We have numerous partnerships on the horizon. We are talking to people in the USA, Brazil, Europe, the Philippines and others. We are actually signing contracts in the Middle East and investors should be looking to invest in a company that is definitely going up and growing in a market where the need is obvious. With all the riots going on in the world, and everyday we turn on the television and there are problems related to security pretty much everywhere in the world. It is a company whose potential for growth is enormous.

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