

SECURITY DIRECTOR

ASIS International / New York City Chapter



Person of the Year Mark Mershon

Assistant Director In Charge
FBI New York Office



Integrated Security Solutions

Complete Building Security & Lobby Management

Emergency Management Integration/Communication

Wide Area Wireless Network Solutions

Gate Operators, Barriers & Turnstiles

24/7 Service, Monitoring & Installation

VIDEO | ACCESS CONTROL | FIRE | INTRUSION | EMERGENCY MANAGEMENT

✓ COVERED

Through ongoing product research and engineering BH Security strives to integrate a variety of products to achieve *the best solutions* for our clients.



Elected Officers

Chairman

Jimmy Chin, CLSD
The Peninsula Hotel
212 903-3909
jchin@peninsula.com

Chapter Vice Chairman

Lawrence Loesch
212 328-0126 or
800 810-2083 ext 1126
lawrence.loesch@alliedsecurity.com

Treasurer

Frank A. Bisogno
Securitas USA
212 312-1563
frank.bisogno@securitasinc.com

Secretary

Oksana Farber
516-742-7180, ext 265
ofarber@hiramcohen.com

Sergeant at Arms

Lynn S. Brown
Secure Access & Digital Systems
516 623 7500 office
516 384 9447 cell
lynn@secureaccessds.com

Advisory Board

Raymond L. Dean, CPP
PEI Systems, Inc.
718 937-0500
ray@peisystems.com

Patrick W. Kelly
Global Corp. Security Services
917 754-5953
patrick.w.kelly@verizon.net

Donald J. McGuire, CPP
Bank of America
646-313-7848
donald.mcguire@
bankofamerica.com

Wallace F. Millard
Millard Associates, LTD
718 225-8825
wally1415@aol.com

John C. O'Reilly, CPP
Goldman Sachs & Co.
212 902-1208
john.oreilly@gs.com

Charles L. Scholl, CPP
Christies
917 417-6211
cscholl@christies.com

Joseph A. Spillane, CPP
914 771-9134
jspillane@msn.com

Luncheon Reservations

Richard Lieberman
E-mail: rlieberman@adt.com
Office: 718 706-3233
Cell: 917 921-6300

Committee Chairs

**ASIS Regional Vice President
Region XVII**
Joseph N. Masciocco
518 452-3505

**CPP Certification and
Recertification**
Tom Detzel, CPP
201 307-7354
tdetzel@kpmg.com

Law Enforcement Liaison
Patrick E. Kelleher
212 670-1052
pkelleher@exchange.ml.com

Legislative Council Rep.
Joette Faherty
212 852-1396
joette.faherty@schwab.com

Membership Co-Chairs
Bruce DiSanto
212 689-0200
brucedisanto@
advantagesecurity.net

Lynn S. Brown
Secure Access & Digital Systems
516-623-7500
lynn@secureaccessds.com

Program Co-Chairs
Donald J. McGuire, CPP
646-313-7848
donald.mcguire@
bankofamerica.com

Keith Mulcahy
Michael Stapleton Associates
212 509-1336, phone
914 261-8089, Cellular

Placement
Erica D. Barr-Harrison, CPP
Aims Testing, Inc.
631 331-6001
harrison99@mail.com

Security Director Magazine
Erica D. Barr-Harrison, Editor
Aims Testing, Inc.
631 331-6001
harrison99@mail.com

Security Director Advertising
Duane D. Pinkney
908-277-0070 x123
advertising@asisnyc.org

Senior Members Advisory Council
Joseph A. Spillane, CPP
914 771-9134
JSpillane@msn.com

Student Auxiliary
Brian Dooley, CPP
Brian T Dooley & Associates
718-835-3868
bdooley@classicsecurity.com

Trade Show Chairman
Raymond L. Dean, CPP
PEI Systems, Inc.
718 937-0500
ray@peisystems.com

SECURITY DIRECTOR

ASIS International / New York City Chapter

ASIS International New York City Chapter

P.O. Box 1514 Wall Street Station New York, NY 10005
Email: info@asisnyc.org
Website: www.asisnyc.org

From the Editor's Desk	2
Chairman's Message	3
The FBI—Getting a Clear Picture	5
Managing Nation Accounts	15
People in the News	21
Placement News	23
SECURITY 2007 Schedule of Events	25
Exhibitor's & Booth List	28
Directory of Exhibitors	29
Trade Show Committees	38
Laser Cut Jig-Saw Puzzle	39
NYPD Sheild	49
Upcoming Events	52
Advertisers' Index	52



From The Editor's Desk



A few days ago, sitting in Mark Mershon's office at FBI Headquarters in NYC, it occurred to me how quickly a year passes — bringing with it a new Person of the Year,

and a different perspective to share with you in our annual Security Director Trade Show Issue.

To get details on Mark J. Mershon, Assistant Director in Charge of the FBI New York Office, and our Person of the Year, just go to: The FBI — Getting a Clear Picture...on page 5. Suffice to say; when Mark leaves federal service at some point in the future, he will bring extraordinary management skills to a fortunate corporation. He will help them succeed and meet challenges as never before. From Mark's firm handshake and ease at talking about difficult subjects, to his ability to team-build for issue resolution, he will deliver a diverse and outstanding skill set right into the boardroom.

We welcome all the members of IFMA'S Greater New York Chapter who are joining with us for this year's Expo and Solutions Show at Jacob Javits on May 15th. In addition to participating in the full day's events and visiting the exhibition hall and displays, please join us for the

morning seminar. The theme: 'Aligning Facilities Management and Security Management' will be the focus for a panel of executives from both sides of the fence. If you don't get a chance to attend "live," the article called: "LASER CUT JIG-SAW PUZZLE" on page 41 will give you highlights on the subject matter and provide some food for thought. Check out the entire program schedule listed in the center section of the magazine.

As we gather with friends and colleagues, I am remembering one of our Chapter's friends who is no longer with us, Lydia Martinez, who died this winter. I met Lydia in the 80's when we were both members of Dr. Dorothy Schulz's Northeast Women's Police Association. At that juncture, Dr. Schulz was security director for FIT and Lydia had been with NYPD for a short time. It was a pleasure to follow her career as she advanced through The New York Police Department to Detective First Grade and became a truly sophisticated professional. She will be missed.

On a different and digital matter, we have already had a number of exciting contributions to the "Hot Topics" section of our ASISNYC website and continue to ask that you share breaking information with us. We can post material more rapidly to this page than get it in hard-copy, and "Hot Topics" provides a fast efficient method to speak to our membership

about current and newsworthy items. The website itself is an inexpensive way to advertise your products and services, considering that the ASISNYC.ORG site gets an average of 20,000 "hits" per month!

If you have not visited the NYPDSshield website recently, it is worth a second look. Oksana Farber, our Chapter Secretary, wrote a detailed article for 'Hot Topics' about all the potential benefits you and your organization can derive from information aggregated and shared through this program. Although none of the material is secret, it can be time-saving with everything from updated traffic incident reports to threat announcements gathered from far beyond our locale. Check it out at: www.NYPDSshield.org.

And if you haven't seen me at recent events, it is because I've been out of NYC for several months, helping my husband who ruptured his Achilles tendon and had to have surgery with a heap of rehabilitation. He tripped over his 28-pound puppy, not his 110-pound Bernese Mountain Dogs! Life is short. We have to keep a sense of humor as soon as the pain subsides.

And for Security Director Magazine, things keep changing here as well. Again, life is short; smile more often. Write about your experience. Share your ideas and observations.

Looking forward to hearing from you,

Erica

Black Hat Tricks

Summarized from February 12, 2007's Informationweek.com: Need a stolen birth certificate? According to a survey by Trend Micro, they're available for \$147 on the black 'cyber' market; same for a driver's license. Social security cards are cheaper, only \$98 each, and credit card numbers with security code and expiration date: \$6 each. "You don't

just buy one Amex card with no limit; [thieves, who call themselves "carders"] typically buy a set because any one could be canceled or entered into fraud claims," according to David Dragon, a researcher with the Georgia Tech Information Security Center. "It is no surprise that postings on websites catering to this group of cyber-criminals have "registered members, most of whom write

in Russian."The sites usually stay viable for about 6-months, not long enough for law enforcement to "get them". The transactions among carders are often against gold bullion rather than any national currency. Big business! When chunks of retail transaction data are stolen from TJX or others, it is not sitting idle. It makes you wonder if it is safer to just buy for cash...

CHAIRMAN'S MESSAGE



Welcome to the 2007 **Security and Facilities Management Expo** at the Jacob Javits Convention Center! The International Facility Management Association, (IFMA) Greater New York Chapter has joined ASIS International NYC Chapter for this show: "Aligning Facilities Management and Security Management". Exhibits and the seminar unite relevant information at unprecedented levels.

We are also acknowledging an outstanding security professional: Mark J. Mershon, Assistant Director of the FBI New York Office, as our "Person of the Year." Please join me at the luncheon honoring him. We will also honor our Eugene Casey Award winner: Robert Ildefonso who admirably served as Chapter Chairman for 2005 and 2006 and truly deserves this award.

Our chapter membership represents a wide spectrum of security professionals and provides an outstanding forum in which they can further common goals with shared experiences and best practices. Fortune 500 company security professionals, corporate

security directors, security services providers, Federal, State and local law enforcement leaders are all active participants, involved in our Chapter. Our recent monthly luncheons have been an incredible success. They've featured a wide range of speakers qualified in security-related topics, lending insight and understanding for constantly changing security issues and solutions. Each month we have watched the attendance grow and I would like to thank all for consistent support in making the luncheons such a success. This year's trade show luncheon will be no exception: another success that reflects your support!

Our CPP and PSP certification courses are June 1st & 2nd. For the first time we will provide mentors to continue assisting candidates with study groups and supervising efforts to ensure success after courses. It's an added value for candidates' hard-earned dollars and demonstrates our chapter's willingness to provide meaningful member services.

We have allocated three \$5,000.00 college scholarships that will be awarded to children or grandchildren of qualified members. It's a way of "giving back" to members since today's college costs require family sacrifices.

Our quarterly magazine, *Security Director* continues to provide articles

of common interest and is a forum in which local companies advertise their products and services. *Security Director* is a leader within ASIS and we should be proud of it.

Additionally, we maximize the chapter's potential through our website: www.asisnyc.org. Members are updated daily on the information superhighway.

We are listening to membership's suggestions through member surveys and through the new Think Tank Committee (TTC) that is made up of select members recruited by me, to assist with new initiatives and programs. We will continue to dedicate every effort to increasing effectiveness and productivity in member services.

We strive to ensure our members are the best served in ASIS International; we provide information on security practices and develop educational programs and materials to address broad security concerns.

We hope that everyone attending the trade show benefits from this experience and enjoys their time with us. Please fill out our quick survey questionnaire; relate your concerns or views to us so we can continue improving our service to you.

Best Regards,
Jimmy Chin

Update from Oksana Farber on

THE POSTPONEMENT of the SECURITY EXCHANGE PROGRAM (SEP)

The JINSA Security Exchange Program (SEP) has been temporarily postponed. The program represents a collaborative effort between ASIS International and JINSA, aimed at giving private sector leaders an opportunity to explore the Israel-security-experience program that had previously been offered to public-sector and law enforcement executives.

When future dates for this trip are scheduled we will announce the information here and at the: www.asisnyc.org website. This is to be

ground-breaking program that allows participants unparalleled access to the people behind Israel's top technological systems. The trip is also to include top-level meetings with Israeli government officials responsible for homeland security and law enforcement, including security briefings with key individuals in the Israeli public sector: heads of security for the Israel Ports Authority, the Israel Railway, El-Al Airlines and consumer utilities. "Best practice" information will be shared by security leaders at

major Israeli corporations; and threat analysis developments and innovations, as well as vulnerability assessments in relation to building and facility security will be discussed.

For more information, please contact Jack Lichtenstein, Director of Government Affairs & Public Policy, at ASIS International headquarters in Alexandria, Virginia, at jlichtenstein@asisonline.org or our NYC Chapter Secretary, Oksana Farber, LELC, at oksanafarber@gmail.com.



THE FBI

GETTING A CLEAR PICTURE

Focusing In on Mark Mershon,
Assistant Director in Charge,
FBI New York and our Person of the Year

By Erica D. Harrison, CPP

Consider professionals in an art studio class. They all look at the same subject and paint it. Their results are all different. Now, put their images on display for the public.

It's not clear that we will actually see the original subject in the paintings. However we will get insights into different facets and perhaps some skewed interpretations. Apply this to how media portrays and has portrayed the FBI. You might see everything from Ephraim Zimbalist Jrs' portrayal of highly trained G-men always getting the criminals in mid-twentieth century America –or the real FBI head, J. Edgar Hoover, doing unexpected things in his office.

For a while, perhaps to combat a less than stellar image, the FBI produced and aired its own series of weekly radio public service announcements that was themed: "This Week at the FBI." The short programs played on stations across the US. Each little "press release" covered a different subject, lasting no more than a few minutes. Every one focused on giving citizens a glimpse of what the Federal Bureau of Investigation was about

and how its work might be relevant, or protect them as Americans, from threats.

Today, Ridley Scott has produced a TV series ("NUMB3RS") that gives another, more compelling image of the FBI. The personnel in the L.A. FBI office are astute and ready. More than the old image of "G-men", the modern FBI office has the latest technology and competent, college-trained men and women, certainly with 'rough and ready' capabilities, but willing to call on expertise from top scientists to solve complex crimes. The FBI team members include personnel who quickly and fluidly data-mine all sorts of information. They have their own extraordinary computer systems, insight, savvy and dexterity. If that image doesn't hold water for you, read the April 2007 issue of *Fast Company Magazine* that goes into depth about the FBI hiring Zalmai Azmi in 2004 as their Chief Information Officer and his finding that he oversaw: "annual expenditures of exactly \$5800." Or, look deeper into the revelation in the press some time ago, that many FBI agents don't even

have e-mail through the Bureau. (From *Fast Company* again: "He [Azmi] would come to find out that most FBI agents had no... access to the Web...or their own computers... They could not get tech support after hours because the help desk at the FBI shut down each night at 7PM.")

The actual picture is some combination of all this with added material that can only come from a person immersed in the real FBI, as it operates today. To get beyond images, we've gathered some material below and asked that our Person of the Year, Mark J. Mershon, Assistant Director in Charge of the FBI New York Office, the FBI's largest office, help us get a clearer image of what is going on at the Bureau. Mark is on the cutting edge of the new FBI and his skills at management, communication, and diplomacy, cut right through any stale images that may still be lurking out there.

Mark Mershon is a man equally up to the task of capturing escaped Texas fugitives in Colorado with the local sheriff's office, as he is at bringing down international criminals who use positions at the U.N. to scam and



Frank Santamarena PSP
Physical Security Professional
ASSA ABLOY ISS Program

100% Professional 100% PSP

In the field of security, the initials **PSP** deliver instant credibility; an indication the person holding this designation is a true security professional. For the ASSA ABLOY Integrated Solutions Specialist (ISS) team, the initials **PSP** are a required part of the job. I am pleased to introduce you to my peers, the ISS team – all ASIS-certified **Physical Security Professionals**. And I challenge you to take the steps necessary to get your team certified. We'll help mentor!



Joe Hooper, PSP
 September 9, 2005



Sue Pass, PSP
 February 20, 2006



Kevin Klemmer, PSP
 November 1, 2003



Steve Gaul, PSP
 September 8, 2006



Gene Conley, PSP
 January 11, 2006



Jay Woodard, PSP
 January 6, 2006



Dan Smith, PSP
 December 27, 2005



John Hunepohl, PSP
 November 1, 2003

When ASSA ABLOY began the ISS program in January 2005, we wanted our representatives to have credibility with our customers. We took the demanding step of making the ASIS-issued certification a necessary requirement of the job. ISS Program Director **John Hunepohl, PSP** recognized the benefits of the PSP certification as a way for his team to earn the respect of the customer and their peers in the security industry.

Hunepohl said the **PSP** designation is gaining prestige and will continue to be a highly sought after certification for anyone working in our industry. ***"It sends a message that when you meet with a member of the ASSA ABLOY Integrated Solutions Specialist team; you are dealing with a professional."***

Frank Santamarena, PSP, achieved his certification February 28, 2004. He also serves as Security Expert for the Discovery Channel hit show "It Takes a Thief."
 Frank can be reached by email at FSantamarena@AssaAbloyISS.com, or Phone Direct at 845-242-6525.
 Please visit www.AssaAbloyISS.com for more information on how we can help you make your facility secure.



We've Got You Covered

There are few things more important than protecting your business. So when it comes to choosing an insurance provider, partner with someone who knows your industry and understands your unique exposures.

Brownyard Group has provided customized liability insurance to private security industries since 1950. Our programs are tailored to address the specific needs of each business.

Our **PI PROTECT™** program is for Private Investigators, Security Consultants, Arson/Fire Investigators, Accident/Reconstruction Experts, Expert Testimony Witnesses



Designed with ASIS professionals in mind...

- Errors & Omissions
- Care, Custody & Control
- Assault and Battery
- False Arrest
- Invasion of Privacy
- Malicious Prosecution
- Libel/Slander
- Low Minimum Premium
- Premium Financing Available
- Claims Administered by Brownyard Claims Management, Inc. (BCM)

Our **Brownguard®** program is exclusively designed to meet the needs of security guard firms.

- Custom Liability Policy
- Commercial Auto
- Workers' Compensation
- Umbrella & Excess Liability
- Third Party Fidelity Bonds

For more information, call your agent or broker, or call (800) 645-5820.

BROWNYARD GROUP

21 Maple Avenue, PO Box 9175,
Bay Shore, NY 11706-9175

Fax: (631) 666-5723

Call Toll Free (800) 645-5820
www.brownyard.com

Pioneers in the past. Innovators for the future.™

M A G I C

has nothing to do with extraordinary security services

For more than a quarter century, Winfield Security has provided uniformed security personnel and investigative services to businesses and organizations throughout the New York Metropolitan area. When you need security professionals, the only call you have to make is Winfield.

W I N F I E L D

SECURITY

For a complimentary consultation, please call us at
(212) 947-3700

visit our website @
www.winfieldsecurity.com

THE FBI continued

steal. Mark often speaks in ‘sound bites’ that capture the essence of situations. Therefore, he is a darling of a media that keeps us informed about investigations he leads and the results, no matter where they occur in the US.

Here Mark is speaking about taking down Bahel at the UN: “For Americans and people throughout the world, the United Nations has stood for the dual missions of international diplomacy and humanitarian works,” said Mark J. Mershon, assistant director of the FBI’s New York field office. “Bahel and Kohli conspired instead to peddle and purchase influence, to pervert the U.N. procurement process for personal profit.”

In a CNN interview in Colorado in 2001, after the successful apprehension of the escaped Texas prisoners: “The[ir] firearms were “loaded, cocked and ready for action,” said Mark Mershon, the top FBI agent in Denver. “Thousands of rounds of ammunition, wireless communications devices and receipts for bulletproof vests purchased in Denver and Aurora also were found, he said.” [The escaped convicts lead an RV park manager and neighbors to believe they were missionaries en route from Texas to California.]

Mark continued with the interview: “I was just overjoyed that we got all seven, although one took his life as we know. But to have this peacefully resolved with the subjects that we know who are so prone to violence. As I said, we are all overjoyed. The Colorado Springs Police Department, the ATF, the Marshal Service, FBI, we are just tickled.”

Mark’s ability to manage teams and work in concert with so many other law enforcement organizations is a cornerstone of success. He consistently shares credit with all the various agencies involved and, with the press and his colleagues, it makes a difference.

How did that come about — during our April 2007 interview with Mark he said: “I was influenced early in my management career I was a very young squad supervisor in Miami at the time that the FBI first acquired jurisdiction over drug/narcotics violations. And we shared it with the DEA in that South Florida environment, with every police agency there. It was bitterly competitive and I was influenced in a way to decide that this is no way to do business.

So fast forward to Colorado, my first field command in charge of FBI operations in Colorado and Wyoming. ...The “Texas Seven” fugitive group was truly violent and what I call “varsity offenders”: murder, rape, very serious assault charges...They seemed to vanish into the wind [after overpowering the personnel at the Texas prison.] I discussed this with the violent crime supervisor in the Colorado office, discussed what seemed to be a distant crime, after all it was down in Texas. I said that I wondered where they were going to wind up, never dreaming that they would come to our territory.

As it turned out it was an

Mark’s ability to manage teams and work in concert with so many other law enforcement organizations is a cornerstone of success. He consistently shares credit with all the various agencies involved and, with the press and his colleagues. It makes a difference.



America’s Most Wanted broadcast that caused the manager of a transient RV park to alert our agents that he thought some of the fugitives might be staying at his facility. A total of 8 agencies, quietly responded to the community of Woodland Park, Colorado to address this, absolutely uncertain that this was going to be the group. But if it was, we had to be very very careful about how we handled it [because of the civilian lives at stake in the area.]

As we crafted our plan, to learn who these people were and poised ready to “pounce”, I had a “Shakespearean aside” with the [FBI] violent crimes supervisor and asked him to put together an assault plan. And I purposely said this in earshot of the chief deputy, “I want this absolutely to be

done in concert with the sheriff.” And that’s the way we did business, not only with the sheriff but with all the agencies involved: The Colorado Highway Patrol, US Marshal’s Service, and the other local sheriffs’ offices.

We basically felt there were only a few of the fugitives at the RV park. I

“There is nothing like experience, said Mark, but as Ben Franklin said, “Experience keeps a hard school.” So the next best thing is to practice in a controlled environment. The violence is going to be there in a controlled way, but not in the ultimate hard way.”



We don't predict the future. We deliver it.

Siemens Building Technologies has a proud heritage of innovation. With over 10,000 US patents and \$6.6 billion in global R&D spending as part of the Siemens global network, we answer tomorrow's questions today. Some of our over 460,000 global employees are driving breakthrough technologies that will revolutionize security! Envision biometric access, intelligent video algorithms, and wireless systems integrated into one user interface to command and control your infrastructure. While others talk about innovation, Siemens Building Technologies delivers it.

For more information on how our solutions can meet your needs today while preparing your facility for tomorrow, go to www.usa.siemens.com/innovate.

Building Technologies

SIEMENS

Building Automation | Energy & Environmental | Fire & Life Safety | HVAC | **Security**

THE FBI continued

thought when three came down toward their SUV that I was concerned that they might be heading toward the much more populated Colorado Springs [area.] If they got there, and engaged in a crime spree, it would be very difficult and perhaps too late to resolve. So I turned to the group and said: "Who has the most current training in a felony vehicle stop?" [a very dangerous stop where you don't necessarily have total control.] Well it turned out that the adjacent county sheriff's office had trained

Mark readily admits that the FBI has had a great deal of catching up to do to move into the 21st Century. The organization is now making use of subject matter experts from the outside so that they can address the problems that come with global communications, and global threats. [The stuff on "Numb3rs" really may not be that far 'out there.']

on that technique just the week before. So rather than "puff the chest out", we said okay, we're going to use that county's SWAT team.

As the subjects pulled into a gas station, the El Paso County Sheriff's SWAT team pulled in with them in several vehicles, immediately jumped out and, with machine guns covered all three subjects in the SUV. And at that very moment, still unsure that these were part of the Texas Seven group, the driver of the group (they could tell he was seriously trying to decide if he could get away,) but they gave it up and as the driver got out

and "proned" on the ground, a weapon fell out of his waistband — and a sigh of relief that we had the right guys. From memory, I believe the three subjects had seven loaded weapons in that vehicle."

"Anyway," Mark went on, "that was the theme: who had the best resource for the immediate need we have?" And that model, taking the ego out of the situation, has been one of Mark's hallmarks.

Perhaps the FBI's detractors, who complain about the "Violent Disneyland" approach to situational training with real actors in fictitious but tense situations, should pay attention. "There is nothing like experience, said Mark, but as Ben Franklin said, "Experience keeps a hard school." So the next best thing is to practice in a controlled environment. The violence is going to be there in a controlled way, but not in the ultimate hard way."

Mark readily admits that the FBI has had a great deal of catching up to do to move into the 21st Century. The organization is now making use of subject matter experts from the outside so that they can address the problems that come with global communications, and global threats. [The stuff on "NUMB3RS" really may not be that far 'out there.']

Mark has teamed the New York FBI office with NYPD's anti-terrorism forces. Through a continuing relationship with NYPD's Commissioner Ray Kelly, the departments create a solid anti-terrorism task force in the City. Mark is quoted by Cindy Adams as saying that the first call he made when he came to the FBI in NYC was to Ray Kelly at 1 Police Plaza.

The FBI's Assistant Director in Charge has the white-collar crime investigation background that makes him a powerhouse, working with the SEC to

bring down the CEO at Aspen Technologies for manipulating the stock value of a publicly traded company.



He's been successful going after the Genovese and Gambino organized crime families in New York City as well. From White Collar Crime Reporter on 11/10/2006: "FBI Assistant Director Mark Mershon said the defendants

are accused of brutal crimes that counter the popular image that the "mob" has evolved into sophisticated white collar schemes. "That belief is mistaken, or at least grossly oversimplified," said Mershon. "The litany of charges against these defendants reads like the ABCs of traditional organized crime." The alleged crimes involved firebombing a delicatessen that was rivaling a store allegedly under protection of mobsters.

Mark has teamed the New York FBI office with NYPD's anti-terrorism forces. Through a continuing relationship with NYPD's Commissioner Ray Kelly, the departments create a solid anti-terrorism task force in the City. Mark is quoted by Cindy Adams as saying that the first call he made when he came to the FBI in NYC was to Ray Kelly at 1 Police Plaza.

QUIS CUSTODIET

IPSOS CUSTODES?

FOR ENGLISH TRANSLATION AND ANSWER, VISIT OUR WEBSITE AT:

WWW.DOUBLECHECKSECURITYVERIFICATION.COM

THE FBI continued

New York City Police Commissioner Kelly stated: "I want to commend our detectives and federal partners for stopping the mob from returning to the old days of routinely bombing their competitors out of business. They tried here and were arrested."

While assigned in the FBI San Francisco office: White Collar reported: " Hoping to weed out more corporate fraud in Silicon Valley, federal authorities set up a telephone hot line and web site Monday that will solicit tips about suspected financial crimes. The fraud tip services are believed to be the first of their kind in the United States, said Mark Mershon, agent in charge of the FBI's San Francisco office.

The FBI, along with the Northern California divisions of the U.S. attorney's office and the Securities and Exchange Commission, hope providing more opportunities to tip investigators will flush out insiders with information about corporate crimes, including insider stock trading, embezzlement and false financial reports... Patrolling the halls of corporate America has become a high priority since accounting scandals at Enron Corp. and WorldCom devastated investor confidence in the stock markets while wiping away billions of dollars in shareholder wealth."

And, from Mayor Bloomberg's comments speaking before an investigative panel:

"In New York, we understand that preventing terrorism and responding to any large-scale emergency also depends on smooth coordination among key federal, state and city agencies. Our police department

has an exemplary working relationship with the FBI's New York field office and its assistant director Mark Mershon. And we've assigned more than 120 police officers to the FBI-NYPD Joint Terrorism Task Force. And I think the result is a genuine two-way information sharing that's unique in America. For example, when we discovered a threat to our subways in 2005, we stood shoulder-to-shoulder with the FBI and assured the public that we were taking the steps necessary to keep our transit system safe."

Finally, from ArcaVIR News, 30 October 2006 — The FBI requests companies not to keep quiet about cyber criminals' attacks but to inform authorities. It would allow them to be better informed about cyber criminals' activity on the internet. "It is a problem for us that some companies are clearly more worried about bad

publicity than they are about the consequences of a successful hacker attack" – said Mark Mershon, head of FBI's New York office during Infosecurity NY conference. "Every month the Bureau receives about 18,000 reports of cyber crime. Many of them are concerned with identity theft that has its origins in phishing attacks, carried out using names of prominent businesses." Mershon

informed that criminals used fake charity websites following natural

The FBI is not changing its stripes nor its integrity, but as Mark says: "It's time to throw open the windows and let some fresh air in." So, updates and new technology will become a bigger part of their crime-fighting arsenal. Meanwhile, a Blackberry, a regular cell phone, a European frequency cell phone, an encrypted cell phone and a big building radio, all sit charging in Mark's office.

disasters and tried to convince users they collected money to help their victims.

The FBI is not changing its stripes nor its integrity, but as Mark says: "It's time to throw open the windows and let some fresh air in." So, updates and new technology will become a bigger part of their crime-fighting arsenal. Meanwhile, a Blackberry, a regular cell phone, a European frequency cell

phone, an encrypted cell phone and a big building radio, all sit charging on the windowsill in Mark's office. Hats off to our Person of the Year!

Patrolling the halls of corporate America has become a high priority since accounting scandals at Enron Corp. and WorldCom devastated investor confidence in the stock markets while wiping away billions of dollars in shareholder wealth."

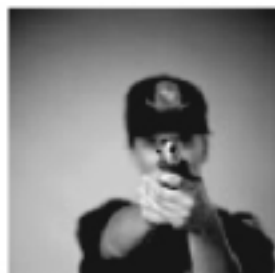


Erica D. Harrison, CPP, President of AIMS Testing Inc., and member of ASIS International's NYC Chapter since 1985, serves as placement chairman and has produced and moderated the Chapter's seminar programs for trade shows since 1990. She edits Security Director Magazine, writing extensively on security issues affecting Chapter membership. Erica, a former Assistant Regional VP, holds a bachelor's degree from SUNY Stony Brook and master's from Greenwich University. Reach Erica at: 631 331 6001 or e-mail at: erica.harrison@gmail.com.

Select Insurance Agency, Inc.

95 Main Street Tuckahoe, NY 10707
Voice 1-888-542-9002 Fax- 1-866-395-0200
quotes@selectagency.com

THE SECURITY GUARD LIABILITY SPECIALISTS



WE ARE INDEPENDENT BROKERS WITH ACCESS TO MOST SECURITY GUARD, SECURITY CONSULTATION, PRIVATE INVESTIGATION AND ALARM/AUTOMATION INSTALLATION LIABILITY INSURANCE COMPANIES

LET US FIND THE COMPANY THAT FITS YOUR NEEDS...

FOR THE MOST COMPETITIVE PRICES AVAILABLE

- **GENERAL LIABILITY**
- **COMMERCIAL AUTO**
- **UMBRELLA & EXCESS LIABILITY**
- **WORKERS COMPENSATION**
- **FIDELITY BONDS**

SERVICE IS OUR #1 PRIORITY

Select Insurance Agency, Inc. is a family-owned & operated entity



MANAGING NATIONAL ACCOUNTS

THE USE OF SUBCONTRACTING AND NETWORKING

By Kenneth J. Grossberger, CPP

How does a medium-sized service business compete with larger companies in the retail environment? How does the guy on the bench get a chance to bat in the major leagues?

Many of the Loss Prevention (LP) departments of the national retailers hire security providers on a regional or local basis, and wind up using many vendors. But some retail chains have programs in which they use a single company to manage a region or even national security programs. This creates opportunities for an established regional company to manage a national account. In the case of Elite Investigations, Ltd., the company I work for, we manage national security guard and investigation programs for several retail chains.

The main problem is obvious: if we only have security officers in our region, how do we supply services in other markets? The obvious answer is subcontracting to other security firms, and our success to date underscores the value of these relationships. With stores from San Francisco to Miami, and from Chicago to Boston, our national program must deal with

diverse regions, but similar problems. National retail contracts do not differ from local contracts in that the responsibilities are the same, but major items such as pricing will differ. Most major

One major extension of the contractual responsibility is that the client makes no distinction between services provided at a store across town or across the country; we are obliged to provide the same quality service.

The labor markets are different and the effects of local laws on holidays and over-time will vary (for example Boston has Sunday blue laws mandating time and half for hours performed, and Chicago and San Francisco have minimum inner-city payroll rates). Contracts must be coordinated to make sure that terms are synchronized so that subcontractor periods do not extend beyond the primary client contract period. Markups must be reasonable so that rates do not out-price the markets involved but leave an acceptable profit margin. Our subcontractors have been very willing to work with us, especially when the need arises to adjust pricing in order to finalize the deal with the client. The sacrifice, as in any good relationship, is most often mutual, and thus we all share in the burdens as well as the benefits.

Insurance is a major issue, as the general liability carrier must insure

Many of the Loss Prevention (LP) departments of the national retailers hire security providers on a regional or local basis, and wind up using many vendors. But some retail chains have programs in which they use a single company to manage a region or even national security programs. This creates opportunities for an established regional company to manage a national account.

retailers accept sub-contracting on a local basis but some are willing to consider regional or national plans.

*"Great People
Make A
Great Company."*




Security Corporation

*Come visit us at booth 317
at the ASIS Show @ Javits on May 15th
for a chance to win Yankee Tickets.*



(866) 889-2727

www.buildingstar.com

65 Broadway
New York, NY 10006

*New York Long Island New Jersey Connecticut New England
Det. Jim O'Neill Ret. Manhattan Robbery Squad / President & CEO*

MANAGING NATIONAL ACCOUNTS continued

risks that include the actions of the subcontractors. Covered operations and acts of omissions take on new meaning when dealing with the subcontractors' guards at a distance. Since September 11, 2001 obtaining insurance for security guard companies has become far more expensive and complex. Even with the recent amelioration in the insurance markets the costs are still relatively high and many security firms have reduced coverage and increased deductibles (i.e. assumed more of the risk) to buy down the increasing cost of premiums. But insurance programs that cover subcontractor operations must take into account those contractual obligations (including the all important post orders), and routine documentation (log books and incident reports) become more difficult to manage given the more complex logistics. All this must be done while controlling costs that allow us to compete on a level playing field with the "majors." Costs and risks must be matched. In cases where the client mandates that we coinsure them, we require the sub to coinsure us. These corresponding relationships offer contractual balance, and more evenly protect the all the affected parties.

The critical issue becomes selecting the right subcontractor in the market where the retailer has a store it wishes us to protect. The subcontractor relationship, a business marriage, is the kind of partnership that must benefit both parties since their interests are the same. Key to the success of the partnership is the quantifiers that go into the selection and management decision for that relationship. This requires judgment calls that incorporate business sense, market savvy, and experience. Each subcontractor represents us, and for all practical purposes, to the client, the subcontractor's officer is our officer. Finding prospective subs is as tricky as the selection decision. The ASIS Buyer's Guide is as useful a source as any, and provides us with companies that are almost

pre-vetted to a certain extent. We have often found that referrals are a viable means of findings subs. It is especially helpful where a principal or a key executive is a certified CPP, PSP or PCI, as these certifications are significant identifiers of their knowledge, professionalism and credibility. However, that does not preclude the need for due diligence, which any bona fide business relationship presumes.

We look at a potential subcontractor's business credit profile and licensing, investigate its references, and look at the background of the principals and key executives. Once the company checks out we negotiate the contact details as above. Post-contract we are still responsible for monitoring the sub's behavior as we are responsible for it. If there is a serious problem anywhere, we are going to get that phone call.

We look at a potential subcontractor's business credit profile and licensing, investigate its references, and look at the background of the principals and key executives. Once the company checks out we negotiate the contact details as above. Post-contract we are still responsible for monitoring the sub's behavior as we are responsible for it. If there is a serious problem anywhere, we are going to get that phone call.

Our contracted and the subcontracted security personnel perform a variety of functions: access control at the front of the store, interior patrol, undercover shopping service, protecting goods being loaded in, inventory protection, and the higher LP functions of customer service and fraud investigation.

All subcontractor operations are subject to review, and discipline, as with any other managed program.

The unique position is being both the vendor and the client, with two-way responsibilities and assuming the risk of personnel not directly under our control. Experience is critical, and the ultimate recourse is to replace the subcontractor who fails to perform. If a situation gets difficult, we often send managers from our home office to solve the problem.

Communications is an overriding issue as the process and timeliness of information is vital to maintaining quality control in subcontractor performance. We receive periodic reports, as per agreement, and daily roll calls in most cases. Written documentation, professionally done, is required for incidents or unusual occurrences. We encourage our subcontractors to report all such activity to us, even if it does not rise to the level of an incident, as their observations are useful in determining patterns of activities useful to our clients (e.g. shoppers with empty bags, observations of apparent teams entering stores, etc.). We encourage truthful and complete reporting so that we can better understand issues and problems and are therefore are better able to solve them. Our policy is to make full and accurate disclosure to our clients as our primary goal is to protect their interests.

Scheduling may start at the client contract level, but is managed at the subcontractor level. There are always changes in shifts; there are bound to be late guards; unusually long shifts, and communications must be in place to account for these variances. We have found that on-line reporting is often the most efficient, backed up by cell phones, and we make daily changes in our schedule to track the subcontractor's guards' tours. Invoicing follows scheduling, and accurate scheduling is the basics means of ensuring accurate invoicing. Managing schedules at a distance, and



PREMIER SECURITY FOR
MANHATTAN



MULLIGAN
SECURITY

11 PENN PLAZA NEW YORK, NY 10001 (212) 563-0500 TEL. (212) 563-3818 FAX. WWW.MULLIGANSECURITY.COM

through a third party, only increases our dependence on timely and efficient communications methods. Regardless of the programming used, this means of obtaining the complete information is a vital link in the chain.

Invoicing must also account for local sales tax issues, usually not billed to the client but passed along in the price to the client, and the subcontract must specify the responsibility for the payment of sales taxes and excises taxes where applicable.

Developing the subcontractor network, especially for large retail contract in many markets, is as much of an art as it is science. One significant factor, among others, is our experience in dealing with subs specifically, and the security industry in general. It took time to develop an executive staff with substantial experience in the security market, and this factor greatly affects our choices in selecting our business partners, and analyzing their performances. In some cases our subcontractors must develop their own subs, and we must utilize the same care in selection and observation of their work. And beyond all this, we must maintain our relationships with the client's store manager, District Manager, Regional Manager and LP executives.

Logistics can also be problematic. We have concluded that it is best to let the subs maintain their own uniforms, paperwork, forms and formats, etc., in order to disrupt their operation as little as possible. We are more concerned with uniformity of post orders and the needs of the client, and the special concerns of LP in retail stores.

The subcontractor security service provided to the store must be of the same quality as if we provided such service directly. The sub must have sufficient experience and retail security knowledge to perform effectively. The client's Loss Prevention department expects professional behavior and results from us whether it is our officer

in our region, or the sub's officer in their city or town. We have developed a Loss Prevention Officer program with extensive training, better pay

Our accumulated knowledge of different retailers' operations has also been highly important since they may face different issues. Although food retailers have many of the same issues as apparel retailers, they also have spoilage and spillage affecting their shrinkage.

and benefits, and with management experienced in the issues unique to the retail environment. Knowledge of booster teams, anti-fraud computer programs used by the clients' LP departments (such as Exception Based Reporting or EBR, along with XBR and other programs), employee theft, undercover operations, inventory issues, customer relations, knowledge of local and state criminal laws and procedures, and how to work with mall security, are just some of the issues with which we must manage subs.

One especially difficult task is combating Organized Retail Crime (ORC), a segment the FBI claims to cost the retail industry over \$30 billion per year. Boosters and booster teams often work for a Level 1 fence, who which often passes the merchandise up the chain to a third level fencing operation that re-sells the goods back to the public as general wholesalers at flea markets and discount stores. Training guards to spot such criminal activity, and working with subs to observe and report such behavior to us so that we can relate this information quickly and accurately to the

client's Loss Prevention team is vital to breaking the ring and protecting our clients' merchandise. The end result of a successful loss prevention initiative is reduced shrinkage (the difference between retailer's inventory stocked and inventory sold).

Our accumulated knowledge of different retailers' operations has also been highly important since they may face different issues. Although food retailers have many of the same issues as apparel retailers, they also have spoilage and spillage affecting their shrinkage. Retailers of goods and general merchandise may experience a great deal of petty theft as many items sold may be inexpensive and therefore below the cost-effective level of electronic tagging or other such protective devices.

Any successful security contract comes back to basics. An honest working relationship with clients and vendors, sound selection of personnel, adherence to basic business procedures, hard work, diligence and professionalism bear fruit in basic contracts as well as in complex relationships involving customers and subcontractors. Our experience in providing security services to our clients, through our network of subcontractors, has reaffirmed our commitment to these principles and ideals.



About the Author:

Ken Grossberger, CPP, is Vice President of Elite Investigations Ltd., a NY-based security firm. He's a member of ASIS International's NYC Chapter and has

been a licensed private investigator for over 30 years. Reach Ken at: Elite Investigations LTD., 538 West 29th Street, New York, NY 10001; Phone: 212-629-3131, Fax: 212-594-2394, E-mail: kgrossberger@eliteinvestigation.com

One Company. One Focus.



ALLIEDBARTON™
SECURITY SERVICES

THE STANDARD FOR EXCELLENCE IN
SECURITY OFFICER SERVICES

For more information, call us at 212-481-5777 or visit www.alliedbarton.com

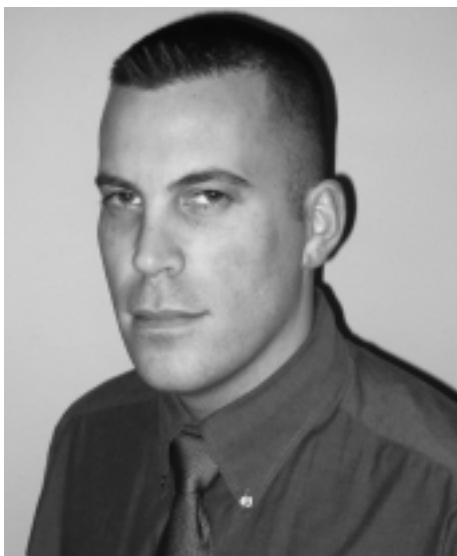
AMERICAN OWNED.



AMERICAN MANAGED.

PEOPLE IN THE NEWS

Amit Gavish, former deputy director of security for the President of Israel from 2001 to 2004 and a top Israeli counter-terrorism expert has joined SSC, Inc. of Shelton CT. SSC's CEO David Linsky, stated: "Amit has the unique experience and expertise to help us expand our commitment to our international corporate clients." Amit, an ASIS member, has written for Security Director Magazine concerning counter-terrorism issues and holds a master's degree in Contemporary Middle Eastern Studies from Hebrew University, Jerusalem.



Amit Gavish, former deputy director of security for the President of Israel.

Kevin Cassidy, Vice President for Corporate Security at Reuters International has been asked to speak at Continuity Insights' 2007 Management Conference in New Orleans on April 23 through April 25. He will present information regarding: "THE IMPORTANCE OF MANAGING INFORMATION, EMPLOYEES AND SENIOR MANAGEMENT DURING A CRISIS."

James A. Francis, CPP, CFSO, has been appointed Vice President-Consulting Services at T&M Protection Resources, Inc. in Manhattan. Jim, who was formerly with Aggelton & Associates and prior to that with Kroll Asso-

ciates, can be reached at T&M's offices at 230 Park Avenue, Suite 422, New York, NY 10169. Phone 212-661-7510 and by e-mail at jfrancis@tandmprotection.com.



Laurie Venditti is now compiling information for a future article on preventing terrorism.

Laurie Venditti, who has contributed "Lessons Learned" articles to Security Director Magazine, noted: "It took 50 years to form the National Security Agency. We don't have that much time to conceive and lock down the preventative measures that are required for stopping terrorist activity, whether homegrown or from abroad." She is now compiling information for a future article on preventing terrorism. If you wish to contribute information please contact: Laurie Venditti, Total Recall Corporation, lvenditti@totalrecallcorp.com, 845.368.3700 x 220

"From JFK's Murder to Princess Di and 9/11: Do Conspiracy Theories Ever Have Merit?" This is from **Brian Buggé, CPP** and ASIS International NYC Chapter member: He continues: "As a 29-year ASIS member and CPP I would like to announce the publication of my new book on the JFK assassination entitled, *The Mystique of Conspiracy: Oswald, Castro, and the CIA.*" Those interested in reviewing

the book or to order a "signed" copy, can visit his website at: <http://www.provocativeideas.net>.

Timothy M. O'Brien CPP, has recently been appointed a member of ASIS International's Commercial Real Estate Council. He can be reached at Criminal Intelligence Administration, 38-11 Ditmars Boulevard, Astoria, NY 11105. Phone is: 718-541-0723 and e-mail is: intelfirm@aol.com.

Kevin Comerford has joined Access Systems Integration, LLC as a senior account executive in the firms' Sales and Marketing group. Kevin will be responsible for developing new business. He can be reached at ASI LLC in New Jersey at: 1 Bethany Road Suite 40 Hazlet, NJ 07730. Phone: 732-739-5656, Fax: 732-739-5649 and website: www.asillc.net



Kevin Comerford has joined Access Systems Integration, LLC as a senior account executive in the firms' Sales and Marketing group.

Donald Francisco, CPP, a retired NYPD Captain announced that he recently secured a position with Advanced Electronic Solutions, a successful systems integrator. Donald, while with NYPD, project managed the installation of over 3,000 cameras in 15 public housing developments. He is looking forward to his new job and becoming more involved in the



DEDICATED TO delivering superior, solution-based services to leading corporate and high net-worth clients by providing a wide portfolio of protective and intelligence capabilities.

- EXECUTIVE PROTECTION & ADVANCE SERVICES
- INVESTIGATIONS & INTELLIGENCE SERVICES
- EXPLOSIVE DETECTION CANINE SERVICES
- ACCESS CONTROL/CCTV & INTEGRATED SECURITY SYSTEMS
- TECHNICAL SURVEILLANCE COUNTERMEASURES
- EMERGENCY PREPAREDNESS SERVICES
- SECURITY CONSULTING & ADVISORY SERVICES
- SECURITY OFFICER SERVICES

CONTACT:
JACK GOLDSBOROUGH
212.422.0000
OR VISIT OUR WEBSITE AT WWW.TANDMPROTECTION.COM
42 BROADWAY, SUITE 1630, NEW YORK, NY 10004

PEOPLE IN THE NEWS

NYC Chapter. Donald can be reached at AES at 718-461-2600 and by fax at 718-461-4060. His E-mail is: dfrancis-co@nyaes.com.



Oksana Farber announced her new appointment as Vice President of Operations at Hiram Cohen & Son, Inc

Oksana Farber, our ASIS International's NYC Chapter Secretary, announced her new appointment as Vice Presi-

dent of Operations at Hiram Cohen & Son, Inc. Oksana is responsible for security, human resources, operations and business development strategies. She is also a member of the ASIS International's Law Enforcement Liaison Council and works closely with public-private cooperative programs in New York City and on Long Island.

From **Karl Hagstrom, PSP**, Director, Special Projects at Michael Stapleton Associates: a newsletter on: "Chemical Threat Update" concerning potentials for chlorine gas attacks, is available from his organization by contacting Karl at: 212-509-1336 ext 233 or visiting them on the web at: www.mikestapleton.com.

Vincent J. Bove, CPP, reminded us to consider employing the components included in armed services leadership training, to give added assistance in addressing current security concerns: "During these days of such significant headlines related to our military, especially with the war in Iraq and the Walter Reed Military Hospital



Vincent J. Bove, CPP

concerns, I believe applying some of the leadership lessons learned from military experience will be a great service to our nation and honor those who serve our country and support the admirable work of the ASIS International NYC Chapter."

Vincent Bove can be reached at: Vincent@vincentbove.com.

PLACEMENT NEWS

New graduates and students moving into junior and senior years at college can make ideal candidates for internships at your company, especially those with non-security backgrounds. Why internships? It gives you a chance to see if they have the stamina for security services!

Task English majors with revamping and up-dating post orders; get them to develop some formulas for new orders that better explain what security personnel really do at different job sites! Do current post orders delineate computer procedures for enrolling

visitors at all buildings? Put fresh eyes on the tasks.

Consider accounting or computer technology students for general operations tasks. Could the network use another look to improve throughput? Might A/P and A/R personnel benefit and clarify processing if they teach someone else "how to"?

Make internships paid; require everyone coming on board to take the 8-hour pre-assignment security guard class before acceptance. After two-week probations, handle processing their NYS Security Guard applications

for them. You might find some excellent hires or part-timers during school.

Internships usually require extra paperwork and periodic communication with colleges/universities. Define what you want the interns to accomplish and I can help with material colleges or universities might require so students earn credit.

Interested in getting some interns this summer? Drop me a note or give me a call. We'll assist! Harrison99@mail.com, erica.harrison@gmail.com, Phone: 631-331- 6001, Fax: 631-474-8723.

ASIS International's ASIS International's NYC Chapter and
The International Facility Managers Association (IFMA) of Greater NY Chapter

Present

The 2007 SECURITY AND FACILITIES MANAGEMENT EXPO

Tuesday, May 15, 2007 at the Jacob Javits Center NYC

Morning Events

- 8:00am On Site Registration Opens
- 8:45am Opening Ceremonies and Ribbon Cutting at Exhibit Hall I
Complimentary Coffee & Danish
Available in the Exhibit Hall
- 8:45am Exhibitor Booths Open in Exhibit Hall
(Booths will remain open ALL DAY)
- 8:00-12:00pm **Seminar Session**
Aligning Facilities Management and Security Management
Hear from a panel of facilities and security experts addressing challenges faced by both groups. Since facilities managers and security managers do not always see eye-to-eye on the issues, the seminar program promises to be lively and energetic. Attendees will come away with useful information and new approaches they can apply to improving cost-effectiveness in their own environments. Panelists include: Jim Creaghe of American Express; Steven Harper of Battery Park City Authority; Donald Kasten of Advantage Security; Bob Chartier of AlliedBarton; Gary Slodowski of Bowles Corporate Services; and Frank Bisognio of Securitas. Moderator: Erica D. Harrison.
CPP credit available for attendance

Afternoon Events

- 12:00-12:30pm Cocktails for Luncheon Guests
- 12:30-2:00pm **Person of the Year Award Luncheon**
Presentation of Colors
by Law Enforcement Explorers
National Anthem sung by
Edward P. Deacy (NYPD Retired)
Invocation
Presentation of Dais
Presenter: Donald McGuire
Chairman: Dais & VIP Committee
Welcome
Jimmy Chin, Chapter Chairman
Steven Chupa, ASIS President
Awards Presentation
Chapter Scholarship Award
Presented by Ray Dean, CPP
Trade Show Chairman
Eugene P. Casey Award
Presented to Robert Idefonso
Presented by Larry Loesch, CPP
Chapter Vice Chairman
Luncheon
Person of the Year Award
Presented to Mark J. Mershon
Presented by Jimmy Chin
ASIS NYC Chapter Chair
Final Remarks
Ray Dean
- 3:30-4:30pm Exhibits with Prize Drawings
Cocktail Party & Raffle
(must be present to win)

Exhibitor's List and Booth Numbers

Exhibitor	Booth	Exhibitor	Booth
3M Solar Security Films, Inc	124	IndigoVision	509 - 511
Access Management Solutions	434	Integral Technologies	106
Access Systems Integration, LLC	424	Intelemed Marketing Inc.	433
Advanced Driving & Security Inc.	104	ioimage	108
Advanced Video Surveillance	320	Juma Technology	235
Advantage Security	327 - 426	JVC	134
Aggleton & Associates	503	Katharine Gibbs School	536
Alabama Metal Industries Corporation	505 - 507	Kuty & Associates, LLC	317
Allied Barton Security Services	305 - 404	Langbaum Associates, Inc.	335 - 337
AMAG Technology	520	LCA Sales Company	517 - 616
Apollo Security	204	Lenel Systems International	107
Arista Air Conditioning Corp.	212	Lockman, Inc.	319 - 321
Artemis Wellness Group	308	Medeco High Security Locks	519
ASA Institute - The College of Excellence	535	Metro Sales Group	439 - 538
ASI Modulex	218	Michael Stapleton Associates	213 - 312
ASIS Information Security Technology Council	442	Morse Watchman Inc	318
ASIS International Commercial Real Estate Council	323	Murdoch Security	443
ASIS International	527	Navco Security Systems	208
ASIS Law Enforcement Liaison	142	New York Security Systems	103 - 202
ASIS Military Liaison Council	442	Nexus Technologies	109 - 111
ASIS NYC Chapter Booth	626	NY Fire Alarm Association, Inc.	122
ASIS Privacy & Personnel Information Management Council	137	NY State Police	239
ASIS Retail Loss Prevention Council	142	NYC Department of Environmental Protection Police	642-543
ASSA ABLOY	431 - 530	NYC Police Department, Crime Prevention	539
Automatic Control Systems	521	NYPD Cadet Corps	537
Axis Communications	132	NYS Crime Prevention Coalition	638
BH Security	131 - 230	NYS Dept. Of State-Div Of Licensing	138
BNET (Business Network Emergency Recovery)	236	NYS Division of Criminal Justice Services	136
Bowles Corporate Services	419	NYS Office of Homeland Security	339
Brian T. Dooley & Associates	516	Orsus	313
Brownyard Group	127 - 226	PEI Systems, Inc.	331 - 430
BuildingStar Security Corporation	217 - 316	Quantum Secure / Proximex	405 - 504
C.H.B. Industries, Inc.	406	Schlage Electronic Security - Ingersoll Rand	223 - 224
Capstone Business Factors, LLC	612	Securitas Security Services USA	205 - 304
ChoicePoint	233	Securitech Group, Inc.	231 - 330
Command Security Corporation	518	Security Director News	534
Comtran Associates, Inc	602	Security Services & Technologies	407 - 409
Controlware, Inc.	522	Siemens Building Technologies	338
Covanta Secure Services	114	SimplexGrinnell	523
CPFilms Inc.	411	Smarter Security Systems	525
Day & Zimmermann Security Services	222	Smiths Detection Inc.	533
Defender Security	310	Software House/American Dynamics	427 - 526
Deterrent Technologies Inc.	237	SOS Security Incorporated	324
Dickinson Security Management Group, LLC	422	Spada Uniforms	436
Diebold, Incorporated	125	SSC, Inc.	438
DMP	210	SSS Siedle	102
Dortronics Systems	113	STOPware, inc.	322
Drug Enforcement Administration (DEA)	135	SWI	117 - 216
EasyLobby, Inc.	139	T & M Protection Resources, Inc.	309 - 311
El Dorado Insurance Company	412	TAC	435
F. M. Valenti, Inc	209 - 211	TEAM Financial Management Systems	416
Federal Bureau Of Investigation	143	The Boon Group	105
Fire Department NY	120	The Mechanic Group	408 - 410
GE Security	207	The New York Association of In-house Locksmiths, Inc.	133
Gem Electronics	513	Tom Patire Group LLC	238
Glasscare, Inc.	508 - 510	Transportation Security Administration	243
Global Rescue LLC	336	U.S. Security Associates	432
Gotham Shredders & Binding	421	Universal Security Systems, Inc.	219 - 221
Guardscreen	306	US Secret Service	119
Guardsmark, LLC	420	US Coast Guard Auxiliary	123
GuardTrax Inc.	417	US Coast Guard Sector NY	121
Henry Brothers	413 - 512	US Postal Inspection Service	342
HID Corporation	423 - 425	Vicon Industries	112
Homeland Security Management Institute, L.I. University	220	Wackenhut Corporation	334
HSM Electronic Protection	118	Winfield Security	418
I. Buss Uniform Company	332	World Police & Fire Games 2011 NYC	437
I.D. Sales & Associates Inc.	227 - 326	Xcaper Industries	110
IDESCO Corporation	531 - 630	XtraSales Inc.	234

Person of the Year



Mark Mershon

Assistant Director in Charge of the FBI New York Office

Mark J. Mershon was born in Jersey City, New Jersey, and received his early education in Somerville, New Jersey. He earned a Bachelor's Degree in Business Administration in 1973 from the University of Notre Dame. Prior to joining the FBI, Mark worked for Touché Ross and Company where he served as a Senior Accountant.

Mark became a Special Agent of the Federal Bureau of Investigation in April, 1975, and following a period of training was assigned to the New York FBI Office. In 1980 he was transferred to FBI Headquarters where he was assigned to the White Collar Crimes Section in the Criminal Investigative Division (CID). In 1983 Mark was transferred to the Miami Division as a Squad Supervisor.

In 1991 Mark was transferred to a new assignment with the Fugitive/Government Reservation Crimes Unit (CID) at FBI Headquarters where he served as Unit Chief. In

1992 he was assigned as Assistant Special Agent in Charge of the San Francisco Division. Mark was then assigned as Chief Inspector in the Inspection Division at FBI Headquarters in 1997.

He was designated Special Agent in Charge of the Denver Division in April 1999, and then in April 2002 Mark was assigned as the Special Agent in Charge of the San Francisco Division.

In May, 2005, Mark J Mershon was designated the Assistant Director in Charge of the New York Office, the FBI's largest field office with approximately 2,000 employees, 500 task force members, and six (6) resident agencies covering the five boroughs, Long Island, Westchester, Rockland, Putnam and Orange, Dutchess and Sullivan Counties.

Mark is married and has two adult sons.

The 2007 New York City Chapter Eugene J. Casey CPP Award for Distinguished Chapter Service



Robert Ildefonso
ASIS NYC Chapter Chairman 2005-2006

Robert "Bob" Ildefonso is the Director of Corporate Security for BlackRock. Bob is a 25 year security professional and has held senior security management positions at The Bank of New York, Shearson Lehman Brothers, Chemical Bank and JPMorgan Chase. He also served as Chairman of the New York City Clearing House and The American Bankers Association security committees and was one of the founding members of the International Bankers Security Association.

Bob is a 20 year member of the New York City Chapter and has served as Chairman, Vice Chairman, Secretary, Golf

Committee Chair, and is currently the Assistant Regional Vice President for Region 17. In addition, he has served on the Trade Show Committee for 10 years, and has served on numerous other trade show committees.

Bob is lifetime Brooklyn Heights resident where he and his wife, Victoria, of 37 years live with their daughter Elizabeth. Bob graduated from Saint Francis College with a BS in Business Management and an MBA in Finance from Fordham University.

Directory of Exhibitors

3M Solar Security Films, Inc.

1511 East Fowler Ave. - Suite N
Tampa, FL 33612
Phone: (800) 684-2400
Fax: (813) 971-2134
Website: www.blastsecurity.com

Contact: John J Centeno

E-mail: solarsecurity@mindspring.com
Nationwide provider of 3M Fragment Retention Security Window Film used to increase building occupant safety from the hazards of flying glass caused by blast loads. 3M Counter Intelligence Film is designed to prevent eavesdropping and locks down wireless transmissions from being intercepted through window glass by laser mics from outside the building.

Access Management Solutions

4636 Grant Ave.
Philadelphia, PA 19114
Phone: (215) 637-0705
Fax: (215) 637-0706
Website: www.accessmgtzol.com

Contact: Bill Campbell

E-mail: bcampbell22esu@comcast.net
Manufacturers' Representative for Design Security Inc, Turnstiles (optical and mechanical), door management alarms and custom annunciator panels. Gate Service Corp - Provider and installer of vehicular slide, barrier and crash rated gates and pedestals.

Access Systems Integration, LLC

1 Bethany Road - Suite 40
Hazlet, NJ 07730
Phone: (732) 739-5656
Fax: (732) 739-5649
Website: www.asillc.net

Contact: Jim Tapp

E-mail: jtapp@asillc.net
Access Systems Integration, LLC is a NJ-based company specializing in IP-based security applications. We provide full service, state-of-the-art products and comprehensive services securing your people and property. Locally managed solutions or web-hosted platforms along with outstanding 24x7 support are a phone call away.

Advanced Driving & Security Inc.

210 Airport St. - Suite 10
North Kingstown, RI 02852
Phone: (401) 294-1600
Fax: (401) 294-7600
Website: www.1ads.com

Contact: Anthony Ricci

E-mail: info@1ads.com
Security Driver and Executive Protection Training

Advanced Video Surveillance, Inc.

66 Clinton Road
Fairfield, NJ 07004
Phone: (800) 701-1866
Fax: (973) 227-9333

Website: www.advid.com

Contact: Joseph Riotta
E-mail: joseph@advid.com

Systems Integrator for Access Control, Closed Circuit Television, and Alarm systems. We specialize in Systems Integration. See our booth #320 for a live

demonstration! AVS provides installation and service for, NY, NJ, and Pennsylvania. We are an authorized PELCO, GE, and AMAG Technology dealer.

Advantage Security

232 Madison Ave. - Suite 1600
New York, NY 10016
Phone: (212) 689-0200
Fax: (212) 481-9706

Contact: Bruce Disanto

E-mail: brucedisanto@advantagesecurity.net
A privately owned security guard company serving the metropolitan area since 1981. Our mission statement: to provide trained, supervised and reliable personnel. To be available to our clients 24/7.

AFD Contract Furniture Inc.

88 West End Ave. - 4th Floor
New York, NY 10023
Phone: (212) 721-7100
Fax: (212) 721-7175

Website: www.afd-inc.com

Contact: David Cohen

E-mail: dcohen@afd-inc.com

Aggleton & Associates, Inc.

580 White Plains Road - Suite 670
Tarrytown, NY 10591
Phone: (914) 524-4110
Fax: (914) 524-4115

Website: www.aggleton.com

Contact: Bill Wright CPP CSC

E-mail: bill.wright@aggleton.com
Aggleton & Associates, Inc. is an independent security consulting firm specializing in the analysis of security requirements and the development of security system designs and specifications. A&A also provides field services for quality control and acceptance testing, expert witness services and both product and marketing analyses for security equipment manufacturers.

Alabama Metal Industries (AMICO)

3245 Fayette Avenue
Birmingham, AL 35208
Phone: (800) 366-2642
Fax: (205) 786-6527

Website: www.amico-securityproducts.com

Contact: Rhea Richardson

E-mail: rrichardson@gibraltar1.com
AMICO has developed the revolutionary ANC Composite Fence System non-conductive and radar transparent. AMICO's Secura Fence System consists of high strength mesh and no access fittings. Amico also manufactures Security Mesh and Secura Clips to prevent wall intrusions.

AlliedBarton Security Services

330 West 34th Street
New York, NY 10001
Phone: (917) 693-6803
Fax: (212) 689-7521

Website: www.AlliedBarton.com

Contact: Charlie Gaito

E-mail: charlie.gaito@alliedbarton.com
AlliedBarton Security Services is the industry's premier provider of highly trained security personnel to many industries and more than 175 Fortune 500 companies across the country.

AlliedBarton is American owned and managed and was the first security services company on Training magazine's Top 125 list for two consecutive years.

AMAG Technology

20701 Manhattan Place
Torrance, CA 90501
Phone: (610) 458-2100
Fax: (484) 214-0343

Website: www.amag.com

Contact: Steve Davis

Email: Stephen.davis@amag.com

AMAG Technology is one of the security industry's leading manufacturers of card and biometric access control systems. AMAG's Security Management System software with Symmetry Video Management module and ENVIS provides a complete security solution from one manufacturer. AMAG is committed to developing innovative solutions that help our customers achieve their strategic security objectives.

Apollo Security

50 Broad Street
New York, NY 10004
Phone: (212) 742-8600
Fax: (212) 742-1930

Contact Name: George K. Butson, CPP

Email: gbutson@apollosecurity.com

Apollo Security is a security services firm with one of the industry's most experienced management teams providing quality investigative and consulting services to premium corporations and institutions in New England, NY, NJ, and Pennsylvania. Through our subsidiary corporation, TransNational Security Group, we support our clients' needs across North America.

Arista Air Conditioning

38-26 Tenth Street
Long Island City, NY 11101
Phone: (718) 937-1400
Fax: (718) 937-8689

Contact: Jerry Loehr

E-mail: jloehr@aristair.com

Over a half century of reliability and an unrelenting desire for excellence is how Arista Air Conditioning/Kelnard Refrigeration have grown to become the premier design, installation, and service company in the, NY Tri State area. Look for the snowflake as the symbol of excellence and leadership in air conditioning, heating and commercial refrigeration.

Artemis Wellness Group

4244 Brainy Boro Station
Metuchen, NJ 08840
Phone: (732) 752-2220
Fax: (732) 494-5083

Contact: Dr. Ron Meola, DC

E-mail: artemiswellness@yahoo.com

Whether you golf, run, patrol, ski, conduct surveillance or have a stress-filled job, Nikken wellness products can help relieve that stress, increase your range of motion and perform better. Positively affect your life without changing your lifestyle. Enjoy a unique business opportunity where your horizons are unlimited.

Directory of Exhibitors

ASA Institute-The College for Excellence

81 Willoughby Street
Brooklyn, NY 11201
Phone: (718) 522-9800 x 2097
Fax: (718) 522-8271
Website: www.asa.edu
Contact: Marina Silguero
E-mail: msilguero@asa.edu
Founded in 1985 with 12 students, ASA now has an annual \$1.7 million Legislative Scholarship Program where NYC's 145 local elected officials, Members of Congress, the Senate, Assembly, and City Council will be able to nominate one student from their districts per semester for these scholarships. ASA includes Criminal Justice in their list of degree programs.

ASI Modulex

192 Lexington Avenue
New York, NY 10016
Phone: (646) 742-1320
Fax: (646) 742-1319
Website: www.asimodulex.com
Contact: Selwyn Josset
E-mail: selwyn.josset@asimodulex.com
Leaders in architectural sign systems, we specialize in interior and exterior sign systems. Our core market segment includes healthcare, educational, corporate and institutional facilities. Authorized dealers for the unique MIRTEC Sign Systems.

ASIS International

1625 Prince Street
Alexandria, VA 22314
Phone: (703) 519-6200
Fax: (703) 706-3706
Website: www.asisonline.org
Contact: Member Services
E-mail: asis@asisonline.org
ASIS International (ASIS), founded in 1955, is the preeminent organization for security management professionals, with more than 35,000 members worldwide. By providing members, business, government, and the public with access to a full range of programs, information, and services, ASIS leads the way for advanced and improved security performance.

ASIS International/New York City Chapter

P.O. Box 1514
Wall Street Station
New York, NY 10268
Website: www.asisnyc.org
Contact: Fern Abbott
Email: info@asisnyc.org
With 1,600 members, the New York City chapter is one of the largest, most active groups in ASIS International. Visit our website, which features chapter news, event registration and more. If you are interested in joining the chapter, please register with ASIS International and request you be placed with the New York City Chapter (#004).

ASSA ABLOY

15 Hilee Road
Rhinebeck, NY 12572
Phone: (845) 242-6525
Website: www.AssaAbloyISS.com
Contact: Frank Santamorenna, PSP

E-mail: FSantamorenna@AssaAbloyISS.com
Integrated Solutions Specialist and Door Security Solution teams work with clients to identify and define security and safety components needed to safely secure entry and/or exit points. As certified Physical Security Professionals, the ISS team identify the client's assets, assess the risks and propose cost effective locking solutions needed to maximize security and still meet specifications, budgets and codes.

Automatic Control Systems

8 Haven Avenue
Port Washington, NY 11050
Phone: (516) 944-9498
Fax: (516) 767-3446
Website: www.automaticsystems.com
Contact: Alex Rothschild
E-mail: alex.rothschild@automaticsystems.com
The Automatic Systems Group has a presence in 60 countries and over 40 years of experience and leadership in the entrance control industry. Automatic Systems has become synonymous with high quality pedestrian entrance and vehicle access control equipment; and sets the standard in these critical markets.

Axis Communications

100 Apollo Drive
Chelmsford, MA 01824
Phone: (978) 614-2000
Fax: (978) 614-2100
Website: www.axis.com
Contact: Gary Sawyers
E-mail: gary.sawyers@axis.com
Axis is an IT company offering network video solutions for professional installations. The company is the global market leader in network video, driving the ongoing shift from analog to digital video surveillance. Axis products and solutions focus on security surveillance and remote monitoring, and are based on innovative, open technology platforms.

BH Security

10 Progress Street
Union, NJ 07083
Phone: (800) 287-0074
Fax: (908) 686-2513
Website: www.bhsecurityonline.com
Contact: Duane Pinkney
E-mail: dpinkney@bhsecurityonline.com
BH Security was incorporated in 1979 to provide security and life safety solutions to the Metro, NY & New Jersey markets. Since its inception the company has developed a reputation for professional service and reliability. Today BH Security has expanded throughout the continental United States through offices and national partners.

BNET(Business Network Emergency Recovery)

11 Hanover Square - Suite 501
New York, NY 12586
Phone: (888) 353-BNET
Fax: (646) 356-6951
Website: www.ceas.com
Contact: Peter Picarillo
E-mail: ppicarillo@bnetinc.org
BNET is a not-for-profit company dedicated

to establishing practical and effective emergency and crisis management solutions through partnerships between the public and private sector. Created by BNET, the Corporate Emergency Access System (CEAS) uses a critical employee access card system to mitigate the economic loss incurred through unforeseen emergencies where access to the workplace is restricted.

Bowles Corporate Services

555 Eighth Avenue
New York, NY 10018
Phone: (212) 629-9201
Fax: (206) 339-3884
Website: www.bcs.ws
Contact: Gary Slodowski
E-mail: gslodowski@bcs.ws
Metropolitan NYC based Security firm that has been providing uniformed security officer services for over 15 years. Offices in NYC, LI, NJ, PA, DE, MD and Europe.

Brian T. Dooley & Associates

151-15 84th Street - Suite 5E
Howard Beach, NY 11414
Phone: (718) 835-3868
Fax: (718) 835-4865
Website: www.briantdooley.com
Contact: Brian Dooley
E-mail: brian@briantdooley.com
Brian T. Dooley & Associates is a mergers and Acquisitions firm that specializes in the security Industry. We represent both buyers and sellers of security companies and we work out exit strategies for each individual seller since there are no to sellers that have identical goals from the sale of their company.

Brownyard Group

21 Maple Ave.
Bay Shore, NY 11706
Phone: (800) 645-5820
Fax: (631) 666-5723
Website: www.brownyard.com
Contact: Brendan Brownyard
E-mail: bbrownyard@brownyard.com
Brownyard Group offers a complete customized insurance program for security guards including: Commercial General Liability, Excess & Umbrella Liability, Business Auto, Commercial Property, Inland Marine, Workers Compensation, First & Third Party Dishonesty, License Bonds and has an in-house Claims Facility. Our customized insurance package can be tailored to meet the needs of the entire industry.

BuildingStar Security Corporation

65 Broadway - Suit 405
New York, NY 10006
Phone: (212) 710-7887
Fax: (212) 785-4049
Website: www.buildingstar.com
Contact: Mario J. Doyle
E-mail: mdoyle@buildingstar.com
BuildingStar Security Corporation is one of the region's leading providers of security services. We provide uniformed security officers, risk assessments, background checks and investigations, certified fire safety directors and visitor desk services. Clients include building owners and tenants, international

Directory of Exhibitors

financial institutions, law and accounting firms, real estate companies and universities.

CHB Industries, Inc.

732 Nesconset Hwy. - Suite 104 B
Smithtown, NY 11787
Phone: (631) 360-0431
Fax: (631) 360-3068
Website: www.chbwindowfilm.com
Contact: Kathy Schezer
E-mail: kschezer@chbwindowfilm.com
Providing Energy Answers & Security Solutions to commercial and retail property owners operators and tenants with Hard-Glass Security Solar and Decorative Window Films and Solis Clear Solar Heat Control Film.

Capstone Business Factors, LLC

1350 Avenue of Americas, 24th Fl
New York, NY 10019
Phone: (212) 755-3636 x 37
Fax: (212) 755-6833
Website: www.capstonetrade.com
Contact: Jim Rubbinaccio
E-mail: jimr@capstonetrade.com
Capstone Business Factors, LLC, the spot factoring division of Capstone Business Credit, services clients with immediate cash flow needs in a variety of industries. Capstone Business Credit provides working capital and financial structures to middle-market firms in a cash crunch due to high product demand or turnaround/bankruptcy situations. Visit www.capstonetrade.com.

ChoicePoint

1100 Alderman Dr.
Alpharetta, GA 30005
Phone: (866) 432-7241
Fax: (901) 528-8114
Website: www.choicepoint.com
Contact: Bryn Palena
E-mail: bryn.palena@choicepoint.com
ChoicePoint helps organizations attract, screen and hire the most qualified talent in an increasingly competitive marketplace. Focused on the long-term success of its customers, ChoicePoint is continually developing flexible, integrated technologies that help organizations reduce risk, boost productivity, improve compliance and further streamline the hiring process.

Command Security Corporation

17 Battery Place
New York, NY 10004
Phone: (212) 943-0500
Fax: (212) 425-2581
Website: www.commandsecurity.com
Contact: Patricia Ballard
E-mail: pb Ballard@commandsecurity.com
Command Security Corporation stands ready to work with clients anywhere in the U.S. Our mission always: to enable business to operate without disruption or loss, and to create safe workplace environments. Our business is protection: of industry, corporations, government facilities, commercial and residential properties, health and educational institutions, retail establishments, airports and airlines.

Comtran Associates Inc.

1961 Utica Avenue
Brooklyn, NY 11234
Phone: (718) 531-7676
Fax: (718) 968-1679
Website: www.comtran-radio.com
Contact: Susan Viviani
E-mail: sviviani@comtran-radio.com
Two-Way Radio Communications Specialist.
Comtran is Lighting the Way with The Safety-Strobe, a Megaphone Signal Light, Siren, Whistle and Flashlight. The SafetyStrobe will assist you in evacuating your buildings' occupants safely. There's simply no other product on the market that can match the hand-held simplicity of the SafetyStrobe. Visit our Booth for a demonstration.

Controlware Communications Systems, Inc.

1345 Campus Parkway
Neptune, NJ 07753
Phone: (732) 919-0400
Fax: (732) 919-7673
Website: www.cware.Com
Contact: Diane Greenwald
E-mail: dianeg@cware.com
Controlware Communications Systems, Inc. is a leading global supplier of networked video solutions. Over 25 years in communications networking Controlware is ideally placed to provide highly flexible, cost-effective transmission, network design, storage, management and Intelligent Video Analysis solutions to meet the most demanding surveillance requirements for both public and private organizations.

Covanta Secure Services

40 Lane Road
Fairfield, NJ 07004
Phone: (973) 364-1119
Fax: (973) 364-1813
Website: www.covantasecureservices.com
Contact: Patrick Walsh
E-mail: pwalsh@covantaenergy.com
Energy from Waste company with secure destruction services. Service includes destruction of outdated or counterfeit products, clothing to electronic media and documents

CPFilms

4210 The Great Road
Fieldale, VA 24089
Phone: (800) 255-8627
Fax: (276) 627-3032
Website: www.llumar.com
Contact: Randy Garcia
E-mail: randy.garcia@cpfirms.com
LLumar Magnum safety and security films hold shattered glass in place should a break occur. All films reject up to 99% of incoming ultraviolet rays and have excellent optical clarity. Magnum has a durable scratch resistant surface and manufacturers warranty. Solar/safety combination films are also available. 1-800-255-8627.

Day & Zimmermann Security Services

1818 Market Street
Philadelphia, PA 19103
Phone: (610) 362-0787

Fax: (610) 362-0790
Website: www.dayzim.com
Contact: Marc Bognar, CPP
E-mail: marc.bognar@dayzim.com
For more than 60 years, Day & Zimmermann has partnered with Fortune 500 customers to provide high-quality security services while maintaining world-class safety performance. With a project-based operating philosophy and industry-specific expertise in government, pharmaceutical, chemical, and energy security, Day & Zimmermann is uniquely qualified to manage your security program.

Defender Security Services, Inc.

97-29 64th Road, Second Floor
Rego Park, NY 11374
Phone: (718) 997-0590 ext 119
Fax: (718) 997-0716
Website: www.DefenderSecurityInc.com
Contact: Richard Simon
E-mail: RSimon@DefenderSecurityInc.com
Security Officers, Fire Safety Directors, Fire Guards, Private Investigations, Pre-Employment Background Checks, Security Consultation and Design

Dickinson Security Mgmt Group, LLC

21175 Tombal Parkway - Suite 192
Houston, TX 77070
Phone: (281) 251-9168
Fax: (281) 251-2329
Website: www.hrddickinson.com
Contact: Richard Dickinson
E-mail: richard@hrddickinson.com
Dickinson Security Management Group, LLC provides a variety of software products and consulting services to the contract security industry. Trade Show visitors will be entitled to a 10% discount towards the purchase of AutoRate Pricing Pro Version 2!

Diebold, Incorporated

5995 Mayfair Road NW
North Canton, OH 44720
Phone: (800) Diebold
Fax: (330) 489-4140
Website: www.Diebold.com
Contact: Ann Poston
E-mail: postona@diebold.com
Diebold Global Security is a leading security integrator with representation in every region of the world. Focusing on the sale, installation and service of security components, Diebold Global Security provides comprehensive protection and detection solutions to the commercial, financial, government and retail markets. For more information, visit www.dieboldsecurity.com.

DMP

2500 N. Partnership Blvd.
Springfield, MO 65803
Phone: (417) 831-9362
Fax: (417) 831-1325
Website: www.dmp.coms
Contact: John Luzzo
E-mail: jluzzo@dmp.com
Digital Monitoring Products (DMP) is a privately held independent manufacturer of advanced alarm products that are designed and made in the United States of America.

Directory of Exhibitors

DMP is the recognized leader of alarm communication over data networks, wireless and network solutions, with products that are available through professional alarm installing companies worldwide. For more information, please log onto www.dmp.com.

Dortronics Systems

1668 Sag Harbor Tpke
Sag Harbor, NY 11963
Phone: (800)906-0137
Fax: (631) 725-8148
Website: www.dortronics.com
Contact: John FitzPatrick
Email: john@dortronics.com
Dortronics Systems, is the industry's quickship supplier of standard and custom finish access control products including electromagnetic locks; power supplies; key switches; pushbutton stations; heavy-duty keypad controls; stand-alone proximity card access systems; delayed egress controls; multi-zone annunciation controls; high security locks; egress bars; and emergency exit alarms.

Drug Enforcement Administration (DEA)

99 10th Avenue
New York, NY 10011
Phone: (212) 337-2941
Fax: (212) 620-6866
www.DEA.gov
Contact: Mark Waller
E-mail: Mark.E.Waller@USdoj.gov

EasyLobby, Inc.

35 Highland Circle
Needham, MA 02494
Phone: (781) 455-8558
Fax: (781) 455-6766
Website: www.easylobby.com
Contact: Howard Marson
E-mail: hmarson@easylobby.com
EasyLobby's SVM 9.0 Visitor Management software Suite provides comprehensive, enterprise-class visitor registration, monitoring, reporting and photo badging, as well as web-based pre-registration and centralized administration. EasyLobby has deployed thousands of systems globally, and is available in multiple languages. EasyLobby SVM is also tightly integrated with 28 different Access Control systems.

El Dorado Insurance Agency Inc.

2515 North Blvd.
Houston, TX 77098
Phone: (800) 221-3386
Fax: (800) 700-0126
Website: www.eldoradoinsurance.com
Contact: Josh Ring
E-mail: joshring@eldoradoinsurance.com
Since 1968, El Dorado has helped security companies find the best insurance solutions for their businesses at the lowest premiums possible. But, unlike other insurance brokers, El Dorado specializes in offering tailored programs and services to meet the specific and demanding needs of the security industry.

F. M. Valenti, Inc.

5 Bourbon St.
Peabody, MA 01960
Phone: (800) 333-6654
Fax: (800) 666-0554
Website: www.fmvalenti.com
Contact: Sean Valenti
E-mail: sean@fmvalenti.com
FMV is one of the premier manufacturers representative companies in the Northeast, specializing in Security and Professional Audio Visual products. We are celebrating our 40th year of professional service to the Dealers, Distributors and Consultants. Our Manufacturers include AWID, Cardinal Peak, Exacq, IDenticard, RGB, SDC, SimonsVoss, Stentofon, Videotec and Winsted.

Federal Bureau of Investigation

26 Federal Plaza
New York, NY 10036
Phone: (212) 384-8329
Fax: (212) 384-8088
Contact: Barbara Woodruff
E-mail: barbara.woodruff@ic.fbi.gov
The Federal Bureau of Investigation is the investigative arm for the United States Department of Justice. The mission of the FBI is to protect and defend the United States against terrorist and foreign intelligence threats, to uphold and enforce the criminal laws of the United State, and to provide leadership and criminal justice services to federal, state, municipal and international agencies and partners.

GE Security

34 Hogan Way
Moorestown, NJ 08057
Phone: (800) GESECURITY
Fax: (817) 582-5213
Website: www.gesecurity.com
Contact: Ken Nelson
E-mail: ken.nelson@ge.com
GE Security, with operations in 35 countries, provides technologically-advanced products and systems used for intrusion and fire detection, access and building control, video surveillance, explosive and drug detection, key management and structured wiring. For more information visit booth 207 or online at www.GESecurity.com.

Gem Electronics

920 A River Street
Windsor, CT 06095
Phone: (917) 863-0657
Fax: (860) 683-0396
Website: www.gemelec.com
Contact: Bill Pitcher
E-mail: gembpitcher@aol.com
Manufacture of Coax Connectors, including waterproof BNC, F and RCA Compression Type, as well as Universal Crimp-On BNC. We also supply CCTV, CATV and Home Theater Baluns, including Active and Passive 16 position Hubs. Introducing our Exciting New Direct RJ45 Cameras and Special DVR/Monitor Combo.

Glasscare, Inc.

666 Anderson Ave.
Cliffside Park, NJ 07010
Phone: (201) 943-1122
Fax: (201) 945-6543
Website: www.glasscare.com
Contact: Mel Neulander
E-mail: glasscare@yahoo.com
Safety & Security Window Film Systems: Bomb blast resistant, Anti-Intrusion, Anti-Graffiti, Hurricane Resistant. Tinted and Clear Film, with or without attachments.

Global Rescue

115 Broad St. - Suite 350
Boston, MA 02110
Phone: (800) 381-9754
Fax: (617) 507-1050
Website: www.globalrescue.com
Contact: Marina Peterson
E-mail: mpeterson@globalrescue.com
Global Rescue provides the finest emergency medical, aeromedical, security and evacuation resources available. If you become injured or ill and need hospitalization while traveling, Global Rescue will advise and evacuate you to the U.S. or home country hospital of your choice.

GlobalWare

Contact: Bobby Javier
E-mail: globalware2@sbcglobal.net

Gotham Shredders & Binding

23 Vulcanite Avenue
Alpha, NJ 08865
Phone: (866) 869-6851
FAX: (908) 387-0029
Website: www.gothamshredbind.com
Contact: Jack Preiss
E-mail: jackp@gothamshredbind.com
Gotham can help you defend your organization against information thieves! We offer a full line of commercial crosscut Shredders and our new CD & DVD data destroyer completely eradicates digital data beyond forensic recovery.

Guardscreen

4244 Brainy Boro Station
Metuchen, NJ 08840
Phone: (732) 494-1266
Fax: (732) 494-5083
Website: www.guardscreen.com
Contact: Fern Abbott
E-mail: fabbott@guardscreen.com
Guardscreen maintains a comprehensive registry of security officers' employment histories, providing a single point-of-contact for prospective employers. Our services are to the contract guard industry what the credit bureaus are to retail and banking. Our registry of security officers' employment histories ensures the integrity and accuracy of information and reduces costs.

Guardsmark, LLC

10 Rockefeller Plaza, 12th Floor
New York, NY 10020-1903
Phone: (212) 765-8226
Fax: (212) 422-5843
Website: www.guardsmark.com

Directory of Exhibitors

Contact: Ryan C Berdan
E-mail: BerdanRyanC@guardsmark.com
Founded in 1963, Guardsmark has developed a sterling reputation for the highest standards of excellence. Guardsmark, headquartered in NY, has approximately 19,000 employees, more than 155 offices and operations in more than 400 cities. We provide comprehensive security services including uniformed security services, risk assessments, executive protection, investigations and consulting services.

GuardTrax, Inc.

1828 East Fort Union Blvd - Suite B
Cottonwood Heights, UT 84121
Phone: (800) 372-7068
Fax: (800) 480-0252
Website: www.guardtrax.com
Contact: Michael C. Petty
E-mail: mpetty@guardtrax.com
GuardTrax is the supreme Suite of cutting-edge technologies that enables security managers to remotely track, monitor and manage their security personnel in real-time at all times. Say goodbye to your Guard Tour wand and see the future of Security Guard monitoring.

Henry Bros. Electronics, Inc.

17-01 Pollitt Drive
Fair Lawn, NJ 07410
Phone: (201) 794-6500
Fax: (201) 794-8341
Website: www.hbe-inc.com
Contact: JIM HENRY
E-mail: jhenry@hbe-inc.com
HBE is a leader in the security integration industry specializing in design engineering and installation of integrated systems comprised of access control, CCTV and digital video recording. Various divisions of the company also enable HBE to service customers in wireless communications and mobile digital video recording.

HID Global

9292 Jeronimo Road
Irvine, CA 92618
Phone: (949) 598-1600
Fax: (949) 598-1619
Contact: Natalea Lent
E-mail: nlent@hidcorp.com
HID Global is a leading manufacturer in the access control industry, serving customers worldwide with proximity and contactless smart card technologies; central station managed access controllers; secure and custom card solutions; digital identity and photo card management software solutions; and RFID electromechanical cylinders. To learn more, please visit www.hidcorp.com.

Homeland Security Management Institute of Long Island University

121 Speonk-Riverhead Road, LIU Bldg
Riverhead, NY 11901
Phone: (631) 287-8010
Fax: (631) 287-8253
Website: www.liu.edu/homeland
Contact: Joyce Tuttle - Director of Admissions
E-mail: Joyce.Tuttle@liu.edu

The Homeland Security Management Institute of LIU offers a 15-credit graduate-level Advanced Certificate in Homeland Security Management and a 36-credit Master's degree in Homeland Security Management. Both programs, delivered in an entirely online format, are the only NYSED-registered graduate programs in Homeland Security at any accredited university in NY, and are designed by professionals, for professionals.

HSM Electronic Protection Services

1981 Marcus Avenue
Lake Success, NY 11042
Phone: (516) 358-4900
Fax: (516) 488-5830
Website: HSMSecurity.com
Contact: Michael Milan
E-mail: Michael.Milan@HSMSecurity.com
HSM Electronic Protection Services - Now a Stanley Works Company provides Electronic Security Services to include: Intrusion and Fire Alarm, CCTV, Access Control, E-Video and E-Data Services. These unique Services allow the Authorized Security & LP Directors to control and view incidents from any PC with internet access.

I. Buss Uniform Company

121 East 24th Street
New York, NY 10010
Phone: (212) 529-4655
Fax: (212) 505-7781
Website: www.ibuss-allan.com
Contact: Jennifer Busch
E-mail: ibussallan@aol.com
I. Buss Uniform Company is NY's oldest uniform company. We specialize in security uniforms, both low profile suits and police style blouses and trousers. We carry a full range of accessories and outerwear. We custom design uniforms to give your company a distinct look.

I.D. Sales & Associates, Inc.

88 Sunnyside Boulevard - Suite 308
Plainview, NY 11803
Phone: (516) 349-8881
Fax: (516) 349-8816
Contact: Ivan M. Fried
E-mail: idsales@optonline.net
Manufacturer's Representative company, specializing in video. Analog CCTV and I.P. network based solutions and applications. Representing, Dedicated Micros, Fujinon Optics, Hudson Video LCD display monitors, N.V.T. Network Video Technologies, ONSSI On Net Surveillance, SONY Security Systems Products.

Idesco Corporation

37 West 26th Street
New York, NY 10010
Phone: (212) 889-2530
Fax: (212) 889-7033
Website: www.idesco.com
Contact: Dave Bowen
E-mail: dbowen@idesco.com
Idesco is a leading Security Systems Integrator: Digital ID Systems, Visitor Management - Access Control, proximity cards, biometrics, turnstiles; CCTV-video management, IP

cameras, motion detection, video analytics, DVRs; ID badging on-site service; id badging supplies.

IndigoVision, Inc.

409 Washington Street, #454
Hoboken, NJ 07030
Phone: (908) 315-0288
Fax: (908) 822-0031
Website: www.indigovision.com
Contact: Lee Pordon
E-mail: l.pordon@indigovision.com
IndigoVision is a leading manufacturer of IP video and alarm management solutions for the security market. These solutions deliver outstanding video quality, live from cameras and networked video recorders via IP networks. IndigoVision solutions are used for mission critical applications in airports, city centers, mines, traffic systems and the military.

Ingersoll Rand Security Technologies

7 West Cross Street
Hawthorne, NY 10532
Phone: (866) 346-2212
Fax: (914) 747-4040
Website: www.ingersollrand.com
Contact: Mike Vogt
E-mail: michael_vogt@irco.com
Ingersoll Rand Security Technologies, world class leader in providing security and life safety solutions. Schlage, Von Duprin and LCN provide training, site surveys, and specifications for patented key systems, locks, exit hardware, door controls, ADA solutions, doors, wireless and Open Architecture solutions for dealers and end users.

Integral Technologies

9855 Crosspoint Boulevard - Suite 126
Indianapolis, IN 46256
Phone: (317) 845-9242
Fax: (317) 845-9275
Website: www.integraltech.com
Contact: Steve Bassett
E-mail: sbassett@integraltech.com
Integral Technologies is a world-class provider of IT security solutions offering scalable, integrated products designed to meet the current and future needs of a growing security industry.

Intelemed Marketing Inc.

25 Waterview Dr.
Ossining, NY 10562
Phone: (914) 944-0104
Fax: (914) 914-0105
Website: www.intelemed.com
Contact: Fred Posner
E-mail: fposner1@optonline.net
Manufacture Representative Showing diversified products from MegaPixel Technology, UTP product, POS display, to Wireless Ethernet product.

Juma Technology, LLC

370 Lexington Ave.
New York, NY 10017
Phone: (646) 217-3350
Fax: (646) 217-3351
Website: www.jumatechnology.com
Contact: Paul Lesser

Directory of Exhibitors

E-mail: plessers@jumatechnology.com
Juma Technology is a full service telecommunications and IT systems integrator specializing in the convergence of voice, video and data on the network. Juma provides analysis, design and deployment of integrated communications, spanning telephony, contact centers, network optimization, security and consulting services. Juma's unmatched services received national recognition as Avaya's Business Partner of the Year for Convergence.

JVC
1700 Valley Rd
Wayne, NJ 07470
Phone: (973) 317-5131
Fax: (973) 317-5030
Website: www.jvc.com/pro
Contact: Don Thorkelson
E-mail: dthorkelson.jvc.com

Katharine Gibbs School
50 West 40th Street
New York, NY 10018
Phone: (212) 867-9300
Fax: (212) 973-8379
Website: www.gibbsny.edu
Contact: Lyn Cooperman
E-mail: lcooperman@gibbsnewyork.com
Katharine Gibbs School, NY, is committed to providing excellence in learning to a diverse population. We seek to enable students to increase their knowledge and professional goals in an ever-changing technological society. Katharine Gibbs School offers an Associate of Applied Science Degree in Criminal Justice.

Kuty & Associates, LLC
4600 So. Dixie Dr.
Dayton, OH 45439
Phone: (937) 395-3059
Fax: (937) 294-0156
Website: www.kutyassociates.com
Contact: Gary H. Kuty
E-mail: gary@kutyassociates.com
Kuty & Associates provides security companies with management, marketing and sales support including web site development, electronic newsletter and professional recruiting services and sales training.

Langbaum Associates, Inc.
950 Route 45
Pomona, NY 10970
Phone: (845) 362-1141
Fax: (845) 362-7740
Contact: Arthur Langbaum
E-mail: alangbaum@ilasales.com
Langbaum Associates is a 38 year old Manufacturers Representative organization specializing in Video Security product.

LCA Sales Company
5 Skyline Drive
Hawthorne, NY 10532
Phone: (914) 347-4900
Fax: (914) 347-0100
Website: www.lcasales.com
Contact: Joel Schwartz
E-mail: joel@lcasales.com
LCA Sales is one of the leading Manufacturers

Representative firms in the Security Industry. We specialize in high quality, state of the art solutions for IP and Analog Imaging and Storage including Network, Fiber or Wireless Transmission solutions. Complimentary technologies include Video Analytics, Perimeter Protection and Access Control.

Lenel Systems International
1212 Pittsford-Victor Road
Pittsford, NY 14534
Phone: (610) 256-4255
Fax: (585) 248-9185
Website: www.lenel.com
Contact: Dave Charles
E-mail: dcharles@lenel.com
Lenel is a leading provider of software and integrated security systems for corporate and government markets. Lenels seamlessly integrated solution provides access control, alarm monitoring, identity management, intrusion detection, digital video, remote administration, IT security, biometrics, mobile enterprise, analytics and smart card functionality. More than 13,000 systems installed globally.

Lockman, Inc.
105-04 Jamaica Avenue
Richmond Hill, NY 11418
Phone: (718) 849-7556
Fax: (718) 849-7739
Contact: Ken Schwartz
E-mail: ken@lockmansystems.com
Doors - hollow metal, kalamein, CCTV - standard, covert (sales and rentals), digital remote surveillance, Access Control - proximity cards and tags, biometrics, Locks-mechanical and electronic (magnets etc.), Parking Lot Gate Operators - slide and swing, Entrances - glass and aluminum, custom steel Intercoms - telephone entry, hard wired, audio and video, Automatic Door Operators

Medeco High Security Locks
3625 Alleghany Drive
Salem, VA 24153
Phone: (800) 675-7558
Fax: (800) 421-6615
Website: www.medeco.com
Contact: Brian Strom
E-mail: bstrom@assaabloyrss.com
For more than 30 years, Medeco has been a market leader in locking systems for security, safety, and control. Medeco locks protect government and military installations, both here and abroad, as well as schools and universities, hospitals and banks, vending machines and parking meters, homes and offices, and much more.

Metro Sales Group LLC
7 Pilz Ct.
Sussex, NJ 07461
Phone: (973) 670-4662
Fax: (509) 753-7527
Website: www.metro-sales.com
Contact: William Higgins
E-mail: higgs5@mindspring.com
Manufacturers Reps. serving Metro NYC area, N.J. and Upstate N.Y. Lines represented include: Tempest DVR's, TATung Monitors

and Cameras, ExtremeCCTV, Samsung360, Delta Turnstiles, Russound Audio, ASIM Detectors, Omnilock Access, PCSC Access Control

Michael Stapleton Associates
9 Murray Street, 2nd Floor
New York, NY 10007
Phone: (212) 509-1336
Fax: (212) 509-1372
Website: www.mikestapleton.com
Contact: Keith Mulcahy
E-mail: keithmulcahy@mikestapleton.com
Michael Stapleton Associates was one of the first four companies in the nation to have our services certified by the Department of Homeland Security under the Support Anti-Terrorism by Fostering Effective Technology (Safety) Act. Safety Act Certification provides clients liability coverage in the event of a terrorist attack if they employ our SmartTech service or Explosive Detection Canine Teams.

Morse Watchman Inc.
2 Morse Road
Oxford, CT 06478
Phone: (203) 264-4949
Fax: (203) 264-8367
Website: www.morsewatchman.com
Contact: Mary Ellen Orsini
E-mail: maryellen@morsewatchman.com
We provide clients with ultimate in key control and guard tour systems

NAVCO Security Systems
300 Corporate Court - Suite E
South Plainfield, NJ 07808
Phone: (908) 753-7706
Fax: (908) 753-7899
Website: www.NAVCO.com
Contact: Sarah Ford
E-mail: sford@navco.com
NAVCO will always be the premier provider of quality security systems. We are committed to responsible service and innovative system design. Our leadership position will be enhanced by providing state of the art equipment, people, and vision while always keeping the customers needs as our primary focus.

New York City Police Department, Crime Prevention Section
34 1/2 East 12th Street
New York, NY 10003
Phone: (212) 614-6741
Fax: (212) 614-6746
Contact: Lt. Richard Vasquez
E-mail: lt.rv@nypd.cps.org
The Crime Prevention Section's mission is to provide crime prevention services and programs to citizens and businesses of NYC, including but not limited to conducting security surveys and administration of crime reduction programs. These free services not only reduce crime but also reduce fear and perception of crime by making citizens and businesses a part of the solution.

New York Fire Alarm Association, Inc.
PO Box 54
Brooklyn, NY 11204-0054
Phone: (516) 328-6932

Directory of Exhibitors

Fax: (718) 228-7940
Website: www.nyfaa.org
Contact: Alan Glasser
E-mail: nyfaa.ny@gmail.com

NYFAA is a professional association representing the automatic fire detection and fire alarm systems industry in NYC, Nassau, Suffolk and Westchester counties. Members include many segments of the industry. We endeavor to foster understanding and increase the value of the automatic fire alarm industry in the, NY area.

New York Security Systems

20 Industrial Drive
Middletown, NY 10941
Phone: (845) 692-2000
Fax: (845) 692-7675

Contact: Nancy Markoff
E-mail: nkb@nyssi.com

New York Security Systems is dedicated to offering state of the art video security systems, developing innovative CCTV solutions for retail, industrial, commercial and institutional facilities for more than 25 years. We have assembled a team of professionals and state of the art facility to deliver those solutions and services to our clients.

NYS Office of Homeland Security Infrastructure Protection Division

1220 Washington Ave.
Albany, NY 12226
Phone: (518) 408-1681
Fax: (518) 485-0156

Website: www.security.state.ny.us
Contact: Brian Wright

E-mail: bwright@security.state.ny.us

Critical Infrastructure Protection is one of the most vital functions that Homeland Security can provide. OHS continues to coordinate the overall State effort to enhance protection of critical infrastructure and key resources (CI/KR). OHS focus continues to be on critical infrastructure assets and resources that could be exploited to cause mass casualties, catastrophic health effects or economic harm.

New York State Police

Troop NYC Headquarters
Wards Island
New York, NY 10035
Phone: (917) 492-7126
Fax: (917) 492-7159

Website: www.troopers.state.ny.us

Contact: troopers.state.ny.us

E-mail: aacasque@troopers.state.ny.us

Nexus Technologies

7 West Cross Street
Hawthorne, NY 10532
Phone: (914) 741-0055
Fax: (914) 741-0119

Website: www.nexusna.com

Contact: Len Maleonskie

E-mail: ldanzi@nexusna.com

Nexus Technologies Group provides integrated security systems for the corporate and governmental security markets by leveraging a unique combination of the latest technology and 70 years of industry expertise, Nexus provides innovative, engineered and scalable

solutions to effectively protect people property and assets for regional, national and international organizations.

NYC Department of Environmental Protection Police

2 Walker Road
Eastview, NY 10595
Phone: (888) 426-7433

Fax: (914) 742-2077

Website: www.NYC.GOV

Contact Person: Chief Ed Welch

Contact Person E-Mail: ewelch@dep.nyc.gov

The mission of NYC-DEPP is to protect and preserve the NYC Water Supply for over 9,000,000 people, covering NYC and extending 125 miles north and west of NYC, from pollution, crime and terror. DEP Police's proud history began a century ago with the creation of the first regional police agency in NYS.

NYPD Cadet Corps

235 E.20th Street
New York, NY 10003
Phone: (212) 477-9218

Fax: (212) 982-1270

Contact: Angela Ho

E-mail: angela.nypd@gmail.com

NYS Dept. of State-Div of Licensing

AES0B PO Box 22001
Albany, NY 12201

Phone: (518) 474-0397

Fax: (518) 408-2251

Website: www.dos.state.ny.us

Contact: Amy Penzabe

E-mail: apenzabe@dos.state.ny.us

NYS Division of Criminal Justice Services

4 Tower Place, 4th Floor
Albany, NY 12203

Phone: (518) 457-4135

Fax: (518) 485-7639

Website: www.criminaljustice.state.ny.us

Contact: Stephen M. Lynch

E-mail: stephen.lynch@dcjs.state.ny.us

Oversight of Security Guard Training in, NY State. The Security Guard Act of 1992 implemented standards for security guards and their training. The law created the Security Guard Advisory Council, with oversight over minimum training standards. DCJS administers those standards.

Tom Patire Group LLC

24 Wampum Road - Unit A
Park Ridge, NJ 07656
Phone: (201)475-1900

Fax: (201)475-1119

Website: www.tompatire@tompatire.com

Contact: Darren Hamilton

Email: darrenh@cdt-training.com

Contact: Tom Patire

Email: tompatire@tompatire.com

Personal Safety

PEI Systems, Inc.

10-09 49th Avenue
Long Island City, NY 11101
Phone: (718) 937-0500

Fax: (718) 937-0597

Website: www.peisystems.com

Contact: Ray Dean

E-mail: ray@peisystems.com

Founded in 1974, PEI is one of the most experienced security system integration firms in the NY Area. Our expertise covers access of a single door to enterprise systems controlling several thousand. PEI is NY's premiere IP centric systems solution provider. Our systems range from simple IP cameras and NVRs to complex Biometric and Intelligent Video analytic solutions.

Securitas Security Services USA, Inc.

Two Campus Drive
Parsippany, NJ 07054
Phone: (973) 397-6753

Fax: (973) 397-2491

Website: www.Securitasinc.com

Contact: Patricia M. Rusak

E-mail: Patti.Rusak@Securitasinc.com

A complete offer of specialized services for permanent guarding and mobile services, special events, consulting and investigation. Securitas is the market leader in guarding services in the USA. Operations are developed for medium and large regional customers, as well as nationwide and global customers.

Securitech Group, Inc.

54-45 44th St.
Maspeth, NY 11378

Phone: (718) 392-9000

Fax: (718) 392-8944

Website: www.securitech.com

Contact: Mark Berger

E-mail: mberger@securitech.com

Securitech is the leading manufacturer of innovative security solutions, from electric to multi-point locking. Securitech solutions are tailored to meet demanding end-user requirements.

Security Director News

106 Lafayette Street
Yarmouth, ME 04096

Phone: (207) 846-0600

Fax: (207) 846-0657

Website: www.securitydirectornews.com

Contact: Dennis Mercier

E-mail: dmercier@securitydirectornews.com

Security Director News reports news on changing risks, liabilities and vital issues affecting end users in the private and public sectors. Keeping abreast of our news gives security directors a comprehensive look at mitigating risks and gives them the information to provide their organizations with sound security solutions. For information, visit: www.securitydirectornews.com.

SST (Security Services & Technologies)

330 7th Avenue, 22nd Floor
New York, NY 10001

Phone: (212) 481-7421

Fax: (212) 481-7423

Website: www.1sst.com

Contact: Tom Catagnus

E-mail: tcatagnus@1sst.com

SST is North America's Premier Systems Integrator with 18 offices throughout the United States and Canada. We specialize in

Directory of Exhibitors

the quality design, installation, training and service of Access Control, Biometrics, CCTV, Photo-ID Badging, Intrusion Detection Systems, and Network Communication Systems. More information about SST is available at www.1sst.com.

Siemens Building Technologies

19 Chapin Road, B-200
Pine Brook, NJ 07058
Phone: (973) 396-4285
Fax: (973) 396-4318
Website: www.us.sbt.siemens.com
Contact: Larry McCreanor
E-mail: larry.mccreanor@siemens.com
We don't drive your business. We secure it. As the largest security systems integrator in the U.S., we deliver comprehensive solutions that help keep your people, property and assets safe. Our solutions ensure business continuity, impacting the bottom line and allowing an excellent return on investment.

SimplexGrinnell

2323 Randolph Avenue
Avenel, NJ 07001
Phone: (888) 447-4027
Fax: (212) 462-4524
Website: www.simplexgrinnell.com
Contact: Deborah Grzejka
E-mail: dgrzejka@tycoint.com
SimplexGrinnell, a unit of Tyco Internationals Fire and Security Services group, delivers single-source solutions through a portfolio of products and services including fire detection and alarm systems, fire sprinkler systems, portable extinguishers, integrated security systems, healthcare communications systems and sound and intercom systems

Smarter Security Systems, Ltd.

1515 S. Capital of Texas Highway - Suite 210
Austin, TX 78746
Phone: (800) 943-0043
Fax: (512) 328-7280
Website: www.smartersecurity.com
Contact: Dan Malachowski
E-mail: press@smartersecurity.com
Smarter Security markets Fastlane turnstiles, the world's leading brand of optical turnstiles on 6 continents, and Fastlane Door Detective, the missing link in securing access controlled doors. Fastlane, with and without barriers, features the ultimate combination of brains and beauty, sleek, architect-inspired designs with unsurpassed tailgate detection, speed and accuracy.

Smiths Detection Inc.

30 Hook Mountain Road, P.O. Box 410
Pine Brook, NJ 07058
Phone: (973) 830-2100
Fax: (973) 830-2200
Website: www.smithsdetection.com
Contact: Alan Martin
E-mail: alan.martin@smithsdetection.com
Smiths Detection offers advanced integrated security solutions for customers in civil and military markets worldwide and is a leading technology developer and manufacturer of sensors that detect and identify explosives, chemical and biological agents, weapons, and contraband. Advanced technology security

solutions also include Smiths Heimann x-ray imaging systems, millimeter-wave technology and a specialist software supply business.

Software House/American Dynamics

70 Westview Street
Lexington, MA 02421
Phone: (860) 296-8652
Fax: (410) 252-9444
Contact: Turk Cuddington
E-mail: tcuddington@tycoint.com
Tyco Fire & Security provides electronic security and fire protection solutions in over 100 countries. Its wide-range of access control and video brands, Software House, American Dynamics, Kantech, and CEM, combine for more than three decades of delivering the latest, innovative technology to customers of all sizes.

SOS Security Incorporated

1915 Route 46 East
Parsippany, NJ 07054
Phone: (973) 402-6600
Fax: (973) 402-0340
Website: www.sossecurity.com
Contact: Edward Silverman
E-mail: esilverman@sossecurity.com
Established in 1969, SOS Security Incorporated is located in 32 territories nationwide. We have been at the forefront of managing real world security concerns for our clients in a wide range of industries. From Security Officer Services, Executive Protection, Special Events to Security Concierge/Receptionist, Management and Consulting and Investigations.

Spada Uniforms

25 west 37th Street
New York, NY 10018
Phone: (212) 888-1835
Fax: (212) 888-1923
Website: www.spadauniforms.com
Contact: Sam Mezrahi
E-mail: spadauniforms@verizon.net
Supplier of a wide range of uniform needs from doorman to security personnel such as suits, blazers and slacks, security uniforms, etc. We also carry all needed accessories such as shoes, name tags, badges, patches, raincoats, vests, parkas, hats, gloves, etc. Located in Midtown Manhattan; expert tailoring and embroidery done on premises.

SSC, Inc.

25 Controls Drive
Shelton, CT 06484
Phone: (914) 347-2400
Fax: (914) 347-2424
Website: www.securessc.com
Contact: Daniel Ocasio
E-mail: docasio@securessc.com
SSC has over thirty years of experience delivering security-related services across industry. We specialize in designing strong, innovative, and cost-effective security management programs. SSC offers Security Consulting, Security Systems Integration, Uniformed Security, Professional Investigations, Computer Forensics, IT Network Security, Security Training, and Risk Management Consulting.

Siedle Security Systems

750 Parkway
Broomall, PA 19008
Phone: (800) 874-3353
Fax: (610) 353-9716
Website: www.siedleusa.com
Contact: Karl Lamprecht
E-mail: info@siedleusa.com
Siedle, a global leader for intelligent intercom systems, providing integrated security solutions. Communication to automation systems, CCTV, access control, telephones and LAN/WAN integration are possibilities with Siedle.

STOPware, Inc.

1710 Zanker Road - Suite 100
San Jose, CA 95112
Phone: (408) 367-0220
Fax: (408) 367-0223
Website: www.stopware.com
Contact: Paul Terschuren
E-mail: pault@stopware.com
PassagePoint software spans visitor management needs from basic visitor badging through high-level security. PassagePoint offers signature and photo capture, driver's license scanning, access control integration, look-out list, an Intranet/Internet Module for pre-registration via a web browser, and more. Visit www.stopware.com for information and a PassagePoint Guided Tour.

Service Works Inc.

95 Megill Road
Farmingdale, NJ 07729
Phone: (732) 919-7900
Fax: (732) 919-3950
Website: www.serviceworksinc.com
Contact: Stephen Govel
E-mail: sgovel@serviceworksinc.com
Service Works is a systems integrator specializing in video surveillance and access control systems. Our CAD engineers create custom solutions, fabricated in our own facility. Service Works provides custom metalwork, custom consoles, and custom finishes on equipment. Employing our own trainers provides us with more certified technicians than most companies.

T&M Protection Resources, Inc.

42 Broadway - Suite 1630
New York, NY 10004
Phone: (212) 417-9161
Fax: (212) 422-3305
Website: www.tandmprotection.com
Contact: Jim Coleman
E-mail: jcoleman@tandmprotection.com
T&M Protection Resources, Inc. provides highly specialized uniformed security, executive protection, explosive detection canine services, investigative intelligence, security systems technology and countermeasures to leading corporate, institutional and private clients including financial institutes, property management firms and high net-worth individuals.

Directory of Exhibitors

TAC

210 Meadowlands Parkway
Secaucus, NJ 07094
Phone: (201) 348-9240 ext 237
Fax: (201) 348-9530
Website: www.tac.com
Contact: Bob DeSimone
E-mail: bob.desimone@tac.com
TAC Americas is a Global provider of integrated security solutions. Our range of expertise includes: Access Control, CCTV, Intercoms and Single Card Campus Solutions. Our excellent Customer Service and Installation teams provide the highest level of service. TAC also provides a truly seamlessly integrated Building Automation and Security Services on one platform.

TEAM Financial Management Systems

407 S. 27th Ave.
Omaha, NE 68131
Phone: (800) 500-4499
Fax: (402) 661-3199
Website: www.teamfinancial.com
Contact: Scott Bonow
E-mail: scottb@teamfinancial.com
WinTeam is the only industry-specific, fully integrated labor, financial and operations management system designed specifically for contract security firms, and contains all you need to manage your business effectively. WinTeam contains the following modules: Personnel Scheduling; Accounts Receivable; Accounts Payable; Payroll; Human Resources; Job Costing; General Ledger; Fixed Assets.

The Mechanic Group Inc.

One Blue Hill Plaza - Suite 530
Pearl River, NY 10956
Phone: (800) 214-0207
Fax: (845) 735-8383
Website: www.mechanicgroup.com
Contact: Steve Mechanic
E-mail: smechanic@mechanicgroup.com
Mechanic Group is a leader in writing full-service insurance programs for the private security industry, including Security Officer, Private Investigation, Electronic Security, Alarm and Background Screening firms. Known for delivering insurance plans with broad form coverage, we offer quality rates and service that combine a thorough understanding of your business with a commitment to availability and quick response.

The NY Assoc. of In-house Locksmiths, Inc.

PO Box 1439
New York, NY 10159-1439
Phone: (646) 312-4475
Website: www.locksmith.org
Contact: Rick Duskiwicz, CJIL
E-mail: asis@locksmith.org
NYAIL is NYC's largest and oldest active locksmith association. Our members are the locksmiths and specialists who install and maintain the security devices in various institutions in the greater NYC area. This organization encourages education and networking for its members, for the benefit of our employers.

Transportation Security Administration

230-59 Rockaway Blvd.
Jamaica, NY 11413
Phone: (718) 995-3977
Website: www.tsa.gov
Contact: Judy Finkelstein
E-mail: judy.finkelstein@dhs.gov
TSA's mission is to protect the nation's transportation systems by ensuring the freedom of movement for people and commerce. In February 2002, TSA assumed responsibility for security at the nation's airports and by year's end had deployed a federal workforce to meet challenging Congressional deadlines for screening all passengers and baggage.

Vicon Industries, Inc.

89 Arkay Drive
Hauppauge, NY 11788
Phone: (631) 952-2288
Fax: (631) 951-2288
Website: www.vicon-cctv.com
General Public 1-800-645-9116 ext 1 for Sales
Contact: Margie Gurwin, Director of Marketing
E-mail: mgurwin@vicon-cctv.com
Vicon Industries designs, manufactures and markets a broad line of products used in integrated video surveillance systems. Vicon's efforts focus on leading edge security technologies including digital recording and IP video solutions; matrix controls; cameras, monitors; mounting accessories, remote positioning devices and fiber optic equipment used in a variety of surveillance, security, safety and control applications.

US Secret Service

335 Adams Street - Suite 3200
Brooklyn, NY 11201
Phone: (718) 840-1000
Fax: (718) 840-1440
Website: www.secretservice.gov
Contact: Michael Seremetis
E-mail: Michael.Seremetis@uss.s.dhs.gov
The United States Secret Service is one of the most elite law enforcement organizations in the world, earning this reputation throughout more than 141 years of unparalleled service. As one of the oldest Federal law enforcement agencies in the country, the USSS has a dual mission including investigations and protection of the President and Vice President of the United States.

U.S. Security Associates, Inc.

1400 Broadway - Suite 2312
New York, NY 10018
Phone: (212) 867-7500
Fax: (212) 661-2702
Website: www.ussecurityassociates.com
Contact: Keith Oringer
E-mail: Kioringer@ussecurityassociates.com
U.S. Security Associates, Inc., the 4th largest contract security provider was the first uniformed security company ISO 9001:2000 certified nationwide. In 2006, the American Society for Training and Development selected U.S. Security Associates, the only security company to receive this honor, as one of the 40 best training companies in the world.

U.S.C.G Section NY

212 CG Drive
Staten Island, NY 10305
Phone: (518) 527-2346
Fax: (518) 357-2291
Contact: Lt. Michael St.Jeanus
E-mail: mnstjean@gov.dec.state.ny
Universal Security Systems, Inc.
310 Oser Avenue
Hauppauge, NY 11788
Phone: (631) 951-0604
Fax: (631) 951-0717
Website: www.univsystems.com
Contact: Edward Newman
E-mail: newmane@univsystems.com
Universal Security Systems designs, installs and services electronic and physical security solutions for industry and infrastructure clients throughout the Greater New York Metro Area. Our solutions include Access Control, CCTV, Perimeter Intrusion Detection, Fire Alarm, Infant Protection, Vehicle Gates as well as Crash Rated Gates and Fencing.

United States Coast Guard Auxiliary

2005 East 58th Street
Brooklyn, NY 11234-4103
Phone: (718) 258-7687
Website: www.uscgabrooklyn.com
Contact: Victor Kleinman
E-mail: yaw21380@optonline.net
The US Coast Guard Auxiliary works in conjunction with the Coast Guard in helping wherever sent in accordance with the Auxiliaries mandate. We are not a military organization, but act also as the eyes and ears for National Defense.

US Postal Inspection Service

PO Box 555
New York, NY 10116-0555
Phone: (212) 330-2270
Fax: (212) 330-2154
Website: www.uspis.gov
Contact: Al Weissmann,
Postal Inspector/Public I
E-mail: akweissmann@uspis.gov
Postal Inspectors protect the USPS, its employees, and customers from criminal attack and protect the US Mail from criminal misuse. They enforce over 200 federal statutes such as mail theft, mail fraud and the mailing of dangerous items. They are armed and authorized to make arrests and execute search warrants, and also maintain physical security of USPS facilities.

The Wackenhut Corporation

19 West 44th Street
New York, NY 10036
Phone: (212) 921-4600
Fax: (212) 921-4919
Website: www.g4s.com/usw
Contact: Aurea Zeiders, CPP
E-mail: azeiders@wackenhut.g4s.com
The Wackenhut Corporation is the leading provider of quality, customer focused security solutions in the United States. The company provides its industry-leading integrated security and related services to local, regional and national customers. Wackenhut's primary service divisions include Security Services,

Nuclear Security and Energy Consulting Services,
Government Services, and Consulting and
Investigations.

Winfield Security Corporation

57 W 38th Street
New York, NY 10018
Phone: (212) 947-3700
Fax: (212) 947-8881
Contact: Paul Schaberger
E-mail: pks@winfieldsecurity.com

Winfield Security Corporation is a full service security guard company serving the NY regional area. Active in three states (NY, NJ, PA), privately held, and 100% American owned, Winfield has been meeting the security needs of a wide variety of clients for over thirty years.

World Police & Fire Games 2011, NY City

45-56 171st Place
Flushing, NY 11358
Phone: (917) 566-6161
Fax: (718) 539-2241
Website: www.2011wpfg.org
Contact: Jim Carney
E-mail: jcarney@2011wpfg.org

The World Police & Fire Games is a multi-sport, Olympic type event with 15,000 firefighters and police officers from 70 different countries competing in 65 sports over a 10-day period. The goal of these Games: to promote physical fitness and sport within the Police & Fire Services worldwide, with the emphasis for competition based on individual or team excellence, rather than country, state or providence.

XtraSales Inc.

3663 Lee Road - Suite 527
Jefferson Valley, NY 10535-0913
Phone: (914) 962-8981
Fax: (914) 962-8982
www.xtrasales.com
Manufacturer's Representative
Peggy A Caruso
peggy@xtrasales.com
Nancy A Lynch
xtrasales@optonline.net

Manufacturers' representative for the following:
ADTX – RAID storage; DigiMerge DVRs;
Elyssa/Digivue – CCTV solutions; Inter-Tel –
telephones; Keri Systems – access control/
telephone entry; Orion Images – flat screens;
PanaVise – mounts; Rainbow CCTV – lenses/
cameras; Sentry Scope – 90-degree field of view
camera; Toshiba – Surveillix DVRs/ cameras;
Videolarm – rugged cameras/housings/
mounts/polevator.



A **FIRSTSERVICE** COMPANY

- ◆ Security System Design
- ◆ Security Construction Mgmt.
- ◆ 24 Hour Security Service
- ◆ Installation/Maintenance
- ◆ Training Support
- ◆ System Integration

**North America's Premier
Systems Integrator**

330 7th Avenue ◆ 22nd Floor
New York, New York 10001
www.1sst.com ◆ 212-481-7421

Trade Show Committees

Trade Show Chairman
Ray Dean, CPP

Trade Show Coordinator
Fern Abbott

Chapter Officers
Chairman: Jimmy Chin
Vice Chairman: Larry Loesch
Treasurer: Frank Bisogno
Secretary: Oksana Farber

Board of Directors
Bob Ildefonso
John O'Reilly, CPP
Charlie Scholl, CPP

Attendance Committee
Doug Cummings
Tom Della Torre
Charlie Gaito
Tim O'Brien
Richard Patti
Laurie Venditti

Attendee Committee
Chair: Wayne Vodar
Lynn Brown
Jeff Schwartz
Richard Lieberman

Exhibitor Committee
Chair: Bernie Jacobs
Co-Chair: Mark Berger
CPP Chair: Tom Detzel
Don Aviv
Jim Coleman
Steven Gaskin
Jim Kitchen

Law Enforcement Dais Committee
Chair: Don McGuire
Joette Faherty
Keith Mulcany

Security Director Magazine & Website
Editor: Erica Harrison, CPP
Advertising: Duane Pinkney
Website: Steve May
Magazine: Don Blauweiss

Scholarship Committee
Joseph A. Spillane, CPP

Security & Safety Committee
Chair: Donald Kasten

Seminar Program Committee
Chair: Erica Harrison, CPP

Show Coordination Committee
Chair: Larry Seltzer, CPP
Donna Kirby-Reynolds

Student Auxiliary & Schools Committee
Chair: Brian Dooley

*A special thanks to Leonard J. Mackesy, Director of Security and his staff at the New York Life Insurance Company for providing his facility and hosting our ASIS Trade Show meetings.



**Do you protect
a hi-rise office
or hotel?**

**The New York Fire Safety
Institute can help you
provide the best Fire
and Life Safety program.**

We can be your source for:

- Emergency Action Plan Workshops
- Training your security team for the fire safety director job
- Log and record books as required for fire safety entires
- Drawing up a clear and accurate fire safety and disaster plan
- A "hot line" to resolve fire or building code issues

With our support you will be pro active in fire and life safety – always!

NY Fire Safety Institute

Call – 212 239-9051

Fax – 212 594-0889

Email- nyfire235@optonline.net

Member: NY Fire Protection Engineers,
UFOA and ASIS. RJ Donnelly holds a
Master of Science Degree in Protection
Management from J.Jay College



LASER CUT JIG-SAW PUZZLE

FITTING SECURITY AND FACILITIES PIECES TOGETHER

By Erica D. Harrison, CPP

This May 15, 2007, ASIS International's NYC Chapter co-hosts the annual Security Solutions and Expo Show with IFMA's Greater NY Chapter at the Jacob Javits Center. We've titled this Show: "Aligning Facilities Management and Security Management." Those who have worked through negotiating this ground know it can be like putting together a jig-saw

When something goes wrong, everyone can blame someone else subordinate to them. The security contract company still seems to be the one farthest down the chain and easiest for contracted management to change out.

puzzle where the pieces almost fit — congruent in some places, with significant gaps where it counts. The

difficult part about completing the picture: both groups can be right — at least about part of the puzzle's solution.

The security industry, as we experience it in New York, is primarily made up of companies supplying hourly-waged security officers. It is overwhelmingly a contract business with large and small firms employing personnel who cover facilities owned by others; doing work won on bids.

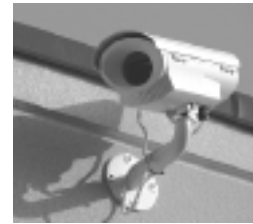
Property managers and facilities managers generally have been the direct hires of building ownership. This direct line of control accounts for different perspectives and different loyalties.

If there is a newer congruence between facilities and security, it has occurred during the last decades with the growth of property management firms. There is an increased probability that building management is contract labor as well. Once owners hire property management companies; the companies in turn hire property and facilities managers who report to them. Then they let out contracts for cleaning and/or maintenance and security, often to separate organizations.

When something goes wrong, everyone can blame someone else subordinate to them. The security contract company still seems to be the one farthest down the chain and easiest for contracted management to change out.

Step outside our area, and there are situations where security personnel wake up fast and realize that they have to become immersed in facilities management. Example: a recent \$30 million dollar update at the Washington County Jail in Jonesboro GA. The jail management could not close their only correctional center and somehow, along with complete facility modernization, had to continue processing 32,000 people who go through the facility annually. Jail management figured out how to integrate what was critical for facility management and renovation, into their security operations. They created a new cadre of security escorts for construction and maintenance personnel, thus preventing incidents with inmates and minimizing an entirely new set of potential workplace hazards. For a complete look at the components of their plan, review *American Jails*, January- February 2007.

For Integrated Security Solutions in the Tri-State Area
www.sabreintegrated.com



Sabre Integrated Security Systems, LLC.
 349 West 54th Street, New York, NY 10019
 (212) 974 1700

Providing Peace of Mind through Personalized Service for

Bear Stearns
 GVA Williams
 Motiva Enterprises (Shell Oil)
 New York Post
 Olympus Industrial
among others

SPEED KILLS... PRECISION COUNTS...



ADSI is an internationally recognized advanced driving school, specializing in training Security Drivers, Executive Protection Teams and hosting many Corporate Fleet Safety programs. We have the ability to design and implement courses for a wide audience, specializing in Corporate Security and Law Enforcement training. We have also worked with Executive Protection Teams, Governments and Heads of State throughout 28 countries spanning five continents. ADSI's realistically intense and science-oriented training approach has been a proven success for over 2 decades by professional security drivers.

Our Classes Include:

- Protective Driving
- Executive Awareness
- Train the Trainer
- Security Driver Bodyguard Seminar
- High Risk Driving
- Protective Security Operations
- Threat Detection
- Nanny Driving & Security Awareness
- Edge Weapons Programs
- Firearms Programs
- Corporate Fleet Driver Training
- Sport Utility Vehicle (SUV) Training
- Mobile Training ... Anywhere/Anytime

DRIVE TO SURVIVE

Advanced Driving & Security Inc. • 210 Airport St. Suite 10 • North Kingstown, RI 02852
 Toll Free: 888-394-ADSI (2374) • Tel: 401-294-1600 • Fax 401-294-7600
 E-Mail: info@1adsi.com • Web Site: www.1adsi.com



LASER CUT JIG-SAW continued

Different mindsets; different approaches: sometimes successful outcomes; sometimes ongoing cause for concern... a few illustrations:

This is a synopsis of information from Jim Creaghe, VP-Global Security for American Express. Jim has been able to get some unity with security and facilities people as teams at buildings throughout North America. It is no mean task. But through his efforts the organization has been able to save significant money.

AMEX used to have full-time engineers on overnight shifts at each field facility. Now they've put panels in the security console rooms that alert officers when trouble signals are received. The security officer on duty at any given console (a contract worker), alerts the engineer on-call for that particular building. The engineer can literally

rectify what's reported through the network and their PC's.

This didn't happen by magic. It was actualized through support at the highest corporate levels, with the CEO ordering the good relationship between security services and real estate management post 9/11. Jim noted that "9/11 pushed everyone together" even though security concerns are: "chartered into American Express" since they absorb their own fraud. With a good relationship between the property/facilities management team and security management, they can be "joined at the hip" in addressing issues at their leased buildings.

Now, Jim says if property managers or facility managers sees something not copasetic at any of the buildings they lease, he gets immediate notification.

What Jim did with his teams was to build trust between the security personnel (again, all contract) and the facilities people. The officers aren't calling the engineers to report false incidents and bust their "@#\$%O%Y@", and the officers are responsive if the engineers need assistance to check something out visually to confirm or rectify what's reported through the network and their PC's.

"dial-in" from his PC and examine the problem the panel is reporting. The engineer determines if he can re-set the system (and does so) or if it is an issue that actually requires his immediate attention.

What Jim did with his teams was to build trust between the security personnel (again, all contract) and the facilities people. The officers aren't calling the engineers to report false incidents and bust their "@#\$%O%Y@", and the officers are responsive if the engineers need assistance to check something out visually to confirm or

Problems never get ignored or dealt with in a "not my job" approach. Jim does the same for the property and facilities teams.

This next, sounds made up — but it's not:

The facilities manager instructs: "Stick your hand right in there. It's the button to the left — just push the wires out of the way." This is how you reset the 'trouble condition' for fire stairwell doors if they are opened to the street. Each stairwell (A, B, and C) has its own re-set button, covered independently, by what looks like a

junction box for conduit. However, the wires that go through the boxes are coaxial cable without any splices or modifications. One punch-out at the bottom of each box is knocked out. It allows just enough room for an index finger to reach in, move the cables around to feel for the push button concealed by the box, press it, and re-set the system.

The re-set configurations are located in the rear, non-public area of the building where the lights are turned off during non-business hours. The fire panel where the trouble condition sounds is in the lobby, near the security desk...

The junction box-resets provide a perfectly logical solution to the building engineer. They keep uninformed delivery people or others from playing with these systems when they have access to the "business end" at the building during normal work hours. Also, these re-sets are located near the engineer's office so facilities staff can get to them with ease. The only problem that keeps coming up is with security guards who provide coverage on weekends or when the facilities staff is not on-hand. They can't seem to find or figure out what to do when they have to reset the trouble conditions... First, which electrical box is the one that controls lights in the back area? Then which breakers? And finally they have to do what they were taught as children not to do — something that is "giant red-flag no-no" — stick fingers in electrical boxes....

Now, be the contract guard supplier. Up until recently there was no written documentation from the facilities manager describing this re-set process. After all, it's the job of the guard company to write all the post orders, right? And instruct every guard about which electrical panels turn on the lights in the back of the building so you can at least see your way clear to the reset boxes...

Each guard has to be trained on all three re-sets. Our industry experience

LASER CUT JIG-SAW continued

hasn't shown a propensity for \$7.00/hour guards who work weekend shifts to be as reliable or interested as \$25/hour facilities personnel who cover the normal work week.

Is it a surprise that on Sunday mornings, whenever a door sensor reads a 'trouble condition', the facilities manager gets a call at home from the guard at the building?

Security issues in a mixed-use hi-rise can just add layers of aggravation for the facilities management team. Take a newer building where there are both federal and corporate offices. The cooling system has proven inadequate for demand. The facilities manager now requires his security officers (\$8.50/hour contract guards) to monitor the computer graphics interface he's installed to signal building systems operating outside parameters. — Hopefully with fast notification, his engineers may be able to address potential failures before they occur. The guards have the monitoring and notification tasks along with screening visitors and being in charge of the fire command during low-occupancy periods. The federal guards, stationed at the same entry access point, only have to monitor those coming to the government offices. They easily earn twice the hourly rate.

Saturday morning, a federal guard misses identifying components of a gun in a briefcase during an unannounced test by government inspectors. On the same Saturday morning the contract guards are getting trained by the facilities manager and tested on the computer interface and fire command. Contract guards who fail the tests get fired.

The federal guard who fails his test gets reprimanded. His job remains unaffected. The facilities manager can read the tension and annoyance on the faces of his contract guards. He knows this can affect how they perform their daily 'meet and greet' functions. And it isn't easy to find guards who

know the complexities of this building and will work reliably for \$8.50 an hour. He's learned that the officers at the desk are a critical element in keeping tenants comfortable and willing to pay high leases — and the property manager told him it's difficult to keep the building fully occupied. This is not the set of conditions any facilities manager needs on Saturday morning, or on any day!

One area where puzzle pieces are relatively congruent for security managers and facilities managers is that neither usually generates profit directly from doing their jobs well. They may carefully manage and control costs

Do facilities managers have a different take on incorporating 'shelter in place' in their buildings to comply with new FDNY regulations? What is the facilities management take on joint training/drilling to coordinate building workers and security personnel in meeting new requirements?

and they try to meet budgets — but the property managers, who lease space and cut the deals or the sales executives who sell the security guard contracts are the people credited with making the money.

There is some space between puzzle pieces, when we examine how differently facilities and security managers work through certain issues. Below are a series of points presented to Nadine Cino, co-chair of IFMA's Program Committee:

- What Constitutes a Crisis for Facilities Managers vs. Security Managers?
- What suggestions can we get from facilities people who have worked through the difficulties of getting \$8-9 guards to be as articulate / attentive to building problems as their \$25.00 maintenance people?

- Some facilities managers have had success using remote monitoring services [for access control as well as low temperature signals] rather than using on-premises security personnel. How do they make it work? If it only works in part — can it be improved?

- Do facilities managers have a different take on incorporating 'shelter in place' in their buildings to comply with new FDNY regulations? What is the facilities management take on joint training/drilling to coordinate building workers and security personnel in meeting new requirements?

- If we see security issues through a facilities manager's eyes, what are we

going to focus on? Can we incorporate that emphasis into how security operations really work?

- Even though security may report to facilities management, writing post orders is a task usually left in the hands of the contract security company. The orders and the people focus on security issues first. Yet facility managers expect to have their considerations emphasized. Example: A leak develops Friday night in the plumbing on the 5th floor... the weekend security guard does rounds, secures the elevators, logs and clears visitors, but doesn't notice that the ceiling tiles are damp on the 4th floor during her 2-minute tour... the facilities manager is outraged on Monday morning.

- Which communication snafus can really be thwarted?
- Who writes the training check-off sheets for the fire command system; who trains the guards? If the facilities manager isn't taking responsibility for this, then can he complain? Or: since guards are usually transient workers, is it reasonable for the facilities manager to be spending all that time re-training on perhaps a monthly basis, new faces showing up at his building?
- Fire safety directors who cannot be understood over the PA system — they may be on the facility manager's staff or on the security contractor's roster. Meanwhile, how do you give these FSDs 'live' practice without driving tenants crazy over the intercoms?
- If property managers set the budgets — can we ever expect better solutions that cost more?
- The "Green" Issue — Is it just a

facilities management problem? Has greening made security operations better? Has it had any impact at all?

Are there fewer accidents on the hard floor surfaces that never get polished or shined? Is heating conservation just frustrating tenants who now complain daily to the guards but don't get response from management?

Sometimes, when a security firm stands outside the general facilities/security conundrum, they can generate significant results. Typically, a guard company's sales presentation will tell potential clients about what the guard company can do for them; how well they do the tasks and how reasonably. Jim Creaghe noted that when Securitas came to see him about gaining American Express's business in North America, four years ago, "they did their homework and knew the background of security in AMEX's business." Their presentation focused

not so much on the capabilities of the guard company, but on how they had analyzed what made a difference at American Express; how they were prepared to directly answer those needs. By researching and addressing what never appeared in RFP's, they scored big!

The contract companies represented in our panel at SECURITY SOLUTIONS AND EXPO 2007, including: Advantage Security, AlliedBarton Security, Bowles Corporate Services, and Securitas, are innovative organizations able to take on the non-fitting puzzle pieces and give them the best arrangements possible. But the issues that they will be facing tomorrow, and some that will be presented by Jim Creaghe and Steve Harper, Vice President of Battery Park City Authority, and others, are not simple. We'll share more answers —and fit more pieces together as soon as we've got 'em!

CAPSTONE
TRADE FINANCE

We See Your Success

Capital To Grow.

We infuse vital capital into firms like yours and employ a disciplined financial structure designed to increase sales growth and profitability.

212.755.3536 | www.capstonetrade.com

Purchase Order Finance | Trade Finance | Letters of Credit | Domestic & International Accounts Receivable Factoring

FACING THE REALITY OF TERRORISM “OVER HERE”



By Marc Prowisor

The reality of terrorism is no longer a problem “over there”. We find today’s terrorist threats in all places and aspects of our society. 9/11 was a vicious wake up call to the modern world. Despite that the fact that the western world has held it’s arms open to the people of the world, willing to assist where necessary, to take in those less fortunate, we find that there are those that we took in, are ready to rain violence and destruction on our society and families.

While our defense and security

departments rush to meet this threat, they have discovered that it takes more than the super human effort that they give, to stop this threat.

As civilians we think that it is only the responsibility of our defense forces to protect and respond to these evil organizations. The success in this mission lies within the full cooperation between all of us, uniformed and not. We have seen in recent disasters world wide how when we all join forces we arrive at the solution quicker, resulting in the saving of lives.

The best example for this concept exists in Israel, especially in the communities of Judea and Samaria. Since its conception Israel has been plagued by terrorism. Out of necessity they have had to develop some of the best anti terror apparatus available today. While Israel’s military has become legendary in the counter terror field, little is known about the other side of the coin, the civilian intervention.

When we hear the term “first responder”, we often think of police officers, the swat team or specialist teams.

Where these individuals and teams have the ability to deal with any problem, they take time to arrive. Situation reports are only begun when the “forces” arrive on the scene. The time lost till a comprehensive picture is available often has a cost of human life.

Over the past six years, terror organizations throughout the Middle East have brought on a new onslaught of attacks against the only western society in the Middle East, in hopes of using it as a stepping stone to attacks against the rest of the free world.

While politics and politicians have a direct effect on the development of these events world wide, we will look at the immediate problem, saving lives and protecting our loved ones.

In every forum, conference and discussion in the realm of terrorism and Homeland Security, we hear about the ways and solutions to protect ourselves. Technology today is taking leaps and bounds in the field. We hear from Generals and Intelligence officers what steps and equipment we need in order to defend ourselves. I believe them all to be correct. However the voice of the “first responder” or those that deal directly with the threat is often not heard. What information and equipment is he lacking, what could we do in order to increase his efficiency and those that arrive?

Millions, if not billions are being spent on security systems and training of personnel, rightly so. However, one of the most important resources is often overlooked, the Security Director/ coordinator, the people he works with and the employees or personnel readily available.

Any professional knows that organization is often the key to success. All too often terror or natural disaster situations suffer from “too many cooks in the kitchen”. Each with their own theory and S.O.P. We find that most infrastructure solutions lack internal organization and proper coordination

and operating procedures with the forces that respond. This is due to the lack of importance that our “Professionals” give to the civilian field of security.

The situation in Israel is different. It is these individuals that the armed forces depend on to give them primary situation reports and at times “tactical first response”. Being that they are most familiar with the facility or community where the event has occurred, they are the most qualified to do so. Their training covers many facets of the majority of situations that can occur, however, in the past years, experience has become the popular teacher.

While various organizations have been sending security professionals to Israel for learning forums and programs, it is extremely rare for these groups to meet with the people who are directly responsible for saving lives. “Security Director/Coordinator” in Israel takes on a different meaning. Meeting with the “higher ups” is valuable; meeting with the guys in the “real” field can be a real learning experience.

It is time to look ahead and review the concept of preparedness from a different point of view. Public awareness must be worked on. Most western societies do not want to be bothered with security issues, but reality dictates different. It is not as bothersome as it sounds, and can be done with minimal disturbance to our life styles. General awareness is a key factor. The majority of our society prefers to ignore the problem, hoping that it will go away by itself. By educating our society to just be “aware” we increase our efficiency ten fold. The individuals that are willing to be involved exist all around us and it is time to bring them into the picture. Simple training seminars are available for those of us that care. The realization that such minute effort can foil the greatest of nightmares often convinces the general public that it is “worth it” to get

involved. It is this awareness for example in Israel that has led to numerous successes in thwarting terrorism. I am not speaking of changing or creating paranoia in our general public, but letting them know that we all play a part in this challenge. Instead of letting a situation control us, we take control. We all remember how State Troopers, Police officers, and Firemen came to visit our schools as children. It is time for them to add some more topics to their lessons. This way we develop slowly and surely into a more secure society. There are

Over the past six years, terror organizations throughout the Middle East have brought on a new onslaught of attacks against the only western society in the Middle East, in hopes of using it as a stepping stone to attacks against the rest of the free world.

many techniques that can be used, and this process does not occur overnight. The outcome however is priceless.

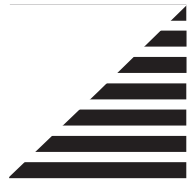
The realization that we are all together in protecting our families and loved ones, and that we can all do something about it will produce a better security solution. Our goal in the end is to grow old and enjoy our grand children, and that is the mission objective.

About the Author: *Marc Prowisor, CEO of Shilo Security Solutions, served as a first responder in Israel for over 10 years. He can be reached at: 001-305-767 4142; cell phone: 972-54-223 7727 and e-mail at marc@shilogroup.com or www.shilosec.com.*

Advantage Security

A privately owned security guard company
serving the metropolitan area since 1981

Security Guards
Investigations
Consulting



Advantage Security

232 Madison Avenue New York NY 10016
212 689-0200 Fax 212 481 9706
AdvantageSecurity@AdvantageSecurity.net

Fact: At least 32% of the contract security officers employed have worked in this industry before going to their current employer.

Fact: Not only will 1/3 of your security officer applicants have previous employment as a guard, but some of those 32% will try to hide this information by deliberately omitting one or more of those jobs from their applications.

Your problem? Trying to determine *which* of those 32% will lie to you about it by leaving those previous employments off their applications.

If your applicants are leaving previous security employments off their applications in order to cover problems or terminations, *you have no way to know about it, especially if you use that application as a starting point for your background investigation.* **Guardscreen does not conduct background investigations;** Guardscreen maintains a database of security officers' employment histories for use by contract agencies in pre-screening their applicants before they conduct their background investigation. Pre-screen your applicant before you conduct a background investigation and see how much time and money you can save.*

Guardscreen

Call: (732) 549-7078 • Fax: (732) 494-5083

Write: 4244 Brainy Boro Station Metuchen NJ 08840

Internet: www.guardscreen.com

*ask about our free, no obligation trial



SERVICE EXCELLENCE

is Our Most Important Job

At U.S. Security Associates, our mandate is to provide service excellence every day of the year to the clients we serve. *We'll stop at nothing less.*

- Uniformed security officer services
- Loss prevention
- Background screening
- Training
- ISO 9001:2000-certified nationwide
- One of the world's top training companies (ASTD 2006)
- Top 100 Training Company 2007 by *Training* magazine

Call Us

We'll show you how we can improve your security.

1400 Broadway
Suite 2312
New York, NY 10018
212-867-7500

1560 Broadway
Suite 1209
New York, NY 10036
212-391-6957

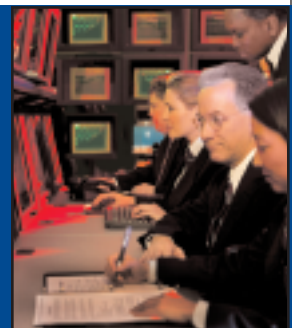
7-11 South Broadway
Suite 400
White Plains, NY 10601
914-761-7077

375 Fulton Street
Farmingdale, NY 11735
631-752-6058



1-866-735-9418 • www.ussecurityassociates.com

COUNT ON US



Reaching Higher.

Find Out Why So Many Companies Place Their Trust In Us.



At Intelli-Tec Security Services, we raise the bar and hold ourselves to the highest standards with every project we do.

From top quality components to customized designs, unmatched professional installations and unparalleled client service you will receive our commitment to excellence every day.



Delivering on our promises.

INTELLI-TEC
security services

Security With A Personal Touch™

1-800-981-SAFE (7233)

www.intelli-tec.net

NYPD SHIELD

AN OUTSTANDING ACHIEVEMENT IN PUBLIC / PRIVATE COOPERATION FOR PUBLIC SAFETY

By Oksana Farber

If the goal of public/private cooperation is to demonstrate how to facilitate successful force multipliers for the public good and its safety, than NYPD SHIELD, the New York City Police Department's information sharing cooperative program with the private security and business sectors, has attained that mission. It has solution-driven goals, a careful and detailed vetting process for member participation, and supremely well-managed organizational strategies for information sharing.

NYPD SHIELD has expanded its existing intelligence network by recognizing the industry-specific needs based on geographic locations, routinely encouraging a "two-way street" of information sharing by urging their private sector partners who are "uniquely qualified" to share different perspectives to vigilantly maintain the efficiency of the cooperative relationship.

Private sector security leaders and their staff are urged to promote and maintain open communications with police officers on the street about what is going on in their vicinities, especially those situated in critical locations.

NYPD SHIELD manages focuses on

the communities it serves as it engages the broader view of how its agencies fit into the Global War on Terror. The surge in patriotism that was evident in the aftermath of the September 11th attacks, because of the diligent work of NYPD SHIELD, has evolved into genuine civic engagement. Its almost immediate and proactive impact on the private sector community has grown exponentially since NYPD SHIELD'S launch nearly two years ago. It has become the standard in the cooperation efforts that have become so necessary between the public law enforcement sector and the private security sector in this post 9/11 climate.

NYPD SHIELD consistently and effectively seeks to enhance security awareness and eradicate complacency through education and skilled communication methods by having become a vibrant, thriving and integral part of the extended security community in the greater New York metropolitan area in addition to providing a solid support mechanism to other partnering cooperative endeavors in various communities around the country and the world.

NYPD SHIELD served as the model on which Nassau County's Security Police Information Network (SPIN)

and Suffolk County's Security Alert Network (SCAN) have been developed. Besides being the paradigm for these local and other out of state partnerships between the public and private security sectors, NYPD SHIELD has captured, amongst others, the attention of the Sydney, Australia Police Department, which sent law enforcement representatives to tour the NYPD SHIELD offices that are located at the Counter Terrorism Division (CTD) bureau headquarters in New York City.

New York Police Department personnel are situated at strategic locations all over the world: NYPD SHIELD disseminated information through the Intelligence and Analysis Briefings about the Canadian arrests which took place on June 2, 2006, when Canadian authorities arrested 17 radical Islamists who were plotting to attack several high-profile Canadian targets with ammonium nitrate-based explosives; a Lieutenant assigned to Amman, Jordan flew immediately to Mumbai (formerly Bombay: population 17 million), India after the railway bombings in July, 2006 and provided a first hand overview and detailed report on the terrorist attacks.

NYPD SHIELD has utilized the internet as a potent information vehicle.

Top 10 Reasons to Be a CPP

1. **Enhance your credibility.** Your CPP designation provides a recognizable status that allows you to be immediately accepted and respected as a reputable security management professional.
2. **Distinguish yourself.** In a competitive job market, your ability to differentiate yourself from the crowd is critical. A CPP raises your profile and broadens your exposure in the profession.
3. **Demonstrate the breadth and depth of your expertise.** Provide evidence that you've mastered the essential body of knowledge that makes up a well-rounded security management professional.
4. **Increase your marketability** with an internationally accepted designation. Your CPP carries the same meaning in all parts of the world and is in demand by multinational corporations.
5. **Confirm your leadership abilities.** CPPs are recognized as leaders in the profession. Your CPP identifies you as someone with the ability to provide leadership on critical security issues.
6. **Position yourself** for attractive senior-level positions and the income that accompanies them. Demonstrate the full range of your capabilities and let an employer know what you have to offer.
7. **Keep pace with rapid changes** in the security industry through recertification. The stakes are higher now. Continuing education is a lifelong process that's a necessity for career success.
8. **Gain career mobility.** A personally owned credential that's portable across industries and the public and private sectors creates opportunities and offers the option of a flexible career path.
9. **Enjoy liability protection** for yourself and your employer under the SAFETY Act Designation awarded to ASIS International by the U.S. Department of Homeland Security.
10. **Create an expanded network** of professional relationships beneficial to your career. Develop rewarding relationships with CPP colleagues based on a bond of mutual respect.

Will you succeed or fall behind in a 21st century security environment? If you haven't seriously considered the CPP, you owe yourself a look.

Established in 1977, the Certified Protection Professional designation is internationally recognized as the standard of professional competence in security management.



NYPD SHIELD continued

Visit the NYPD SHIELD website (www.nypdshield.org). It provides a user-friendly resource for intelligence and threat information, training for private sector security personnel, physical security planning for special events, infrastructure protection guidelines, and critical incident response roles for both the NYPD and the private sector, and counter-terrorism deployments. By expanding the potential to collect data through this electronic medium, the end result is improved law enforcement intelligence and, consequently, a greater capacity to prevent terrorist attacks. Also, an on-line Resource Library provides terrorism related documents and links on:

- Air travel
- Maritime security
- Information security
- Economic espionage
- Facility security
- Financial security
- CBRN Threat Security
- Crisis and Risk Management
- Research/reference.

Some downloadable public-sector materials are bomb threat checklists, suspicious package indicators, rules relating to revocable consent, brochures on the New York Police Department's Operation Nexus (a nationwide network of businesses and enterprises joined in an effort to prevent another terrorist attack against our citizens) and New York City Office of Emergency Management's Corporate Emergency Access System, a criminal description sheet and conference archives.

NYPD SHIELD has been included on the Department of Homeland Security's "Lessons Learned Information Sharing" website (www.LLIS.gov). The ASIS International New York City Chapter website (www.asisnyc.org) includes a link to the NYPD SHIELD website, which has been frequently referenced by the ASIS membership and visiting non-members.

NYPD SHIELD alerts are sent to requesting members between 7:30

a.m. and 8:00 p.m. on various topics: emergency incidents, traffic & transit conditions, bank robbery notifications, wanted persons, building evacuations, suspicious packages, major demonstrations & parades, etc. Additionally, the regular meetings, which draw an average of 500 members, always provide a host of information about on-going educational agendas and security related programs that address and benefit the business community's needs. NYPD SHIELD has 2,516 New York members, 660 members outside of NYC and 1,508 organizations are



represented. It is comprised of 22 sectors, ranging from law enforcement to finance & banking, hospitals, governmental agencies, telecommunications, media, education, maritime, religious, transportation, etc. Training is available to the private sector, free of charge, on:

- Introduction to critical infrastructure protection; 5 day course;
- Building design for homeland security; 3 day course;
- Terrorism awareness for the security professional; 2 or 4 hour course;
- Detecting hostile surveillance; 4 hour course;
- Vehicle borne improvised explosive device; 4 hour course.

The NYPD SHIELD personnel collect and evaluate feedback that they receive on a regular basis. The feed-

back has uniformly been positive from members and non-members alike.

NYPD SHIELD programs address concerns for private sector problems; and deepen their staff's knowledge and expertise by interacting with the private sector on a constructively disciplined formal and casual basis. After having met the NYPD SHIELD leadership and staff, I was struck by the deeply committed dedication, integrity, performance-driven work ethics and teamwork that permeated every corner of the CTD.

By increasing the social capital through public law enforcement cooperation with the private security and business sectors, the 'walls of silence' of yester-year are being torn down by the decency and care manifest through the NYPD SHIELD programs and the people behind them. NYPD SHIELD'S influence on law enforcement personnel and private security leaders has taught both sectors how to download into each other's lexicon for successful outcomes on a continuing basis. Their motto: "Countering Terrorism through Information Sharing", has unfolded into a powerful physical example of cooperation, reciprocity and liaison rapport

On March 15, 2007, NYPD SHIELD was submitted to the IACP for consideration of The Michael Shanahan Award for Excellence in Public/Private Cooperation. Commissioner Ray Kelly authorized the application and Oksana Farber, ASIS International, Law Enforcement Liaison Council member, submitted the required Narrative Description. Additionally, NYPD SHIELD leadership provided the Evaluation Criteria and 33 letters of commendation and gratitude, 13 press releases and two DVD's: one about training on "Trojan Vehicle Attacks" and another of NYPD SHIELD photos. We would like to extend our sincerest gratitude to all of the ASIS members who provided such a strong network of support for NYPD SHIELD. The winner will be announced on May 18, 2007.

INDEX TO ADVERTISERS

The ASIS New York City chapter thanks the following companies for their support to the chapter through advertisements in our quarterly magazine, *Security Director*.

Advanced Driving: www.1ads.com

Advantage Security: donaldkasten@advantagesecurity.net

AlliedBarton Security Services: www.alliedsecurity.com

ASIS International: www.asisonline.org

Assa Abloy: www.assaabloy.com

B&H Security: www.bhsecurityonline.com

Bowles Corporate Services: www.bcs.ws

Brownyard: www.brownyard.com

Building Star: www.buildingstar.com

Capstone: www.capstonetrade.com

Double Check: www.doublechecksecurityverification.com

Guardscreen: www.guardscreen.com

Intelli-Tec: www.intelli-tec.net

Mechanic: www.mechanicgroup.com

Mulligan: www.mulligansecurity.com

NY Fire Safety Institute: www.nyfsi.com

PEI Systems: www.peisystems.com

SST: www.1sst.com

Sabre: www.sabreintegrated.com

Siemens: www.usa.siemens.com/innovate

Summit: www.summitsecurity.com

T&M Protection Services: www.tandmprotection.com

US Security: www.ussecurityassociates.com

Winfield: www.winfieldsecurity.com

Calendar of Meetings

September 14, 2007 Chapter Luncheon

October 12, 2007 Chapter Luncheon

November 9, 2007 Chapter Luncheon

December 14, 2007 Chapter Holiday Luncheon

Location: The University Club (1 W 54th Street)

Time: Noon - 2pm

Parking: Central Garage, 17 E 54th Street
(\$18.00 if validated by The University Club)

Dress Code: Male members and guests are required to wear jackets, dress shirts and ties. Female members and guests are required to wear clothing meeting similar standards.

Note: The University Club operates a no cell-phone policy in public areas of the club. Please respect others by shutting off all electronic devices.

To make a luncheon reservation via e-mail, please notify Richard Lieberman at rlieberman@adt.com.

To make reservations by phone: **Office: 718 706-3233**
Cell: 917 921-6300.

You can also view the calendar of Meetings & Events on the Chapter website at www.asisnyc.org.

Your ad in
**SECURITY
DIRECTOR**
is a great way to
reach your market.
**Decision-makers
get this magazine.**

**For print specifications and rates,
contact: Duane Pinkney
908-277-0070 x123
advertising@asisnyc.org**

HOW DOES YOUR SECURITY COMPANY COMPARE?

BOWLES		YOUR FIRM?
✓	Local Ownership	
✓	24x7 communications and access to management	
✓	Bonded security officers	
✓	A.M. Best "A" insurance rating	
✓	Industry leading pre-employment screening	
✓	Unmatched employee benefits	
✓	Access to Department of Homeland Defense daily briefings	
✓	Key government and law enforcement agency affiliations	

BOWLES CORPORATE SERVICES meets these criteria, offering our clients the reassurance they need and the value they expect. Our experienced, regional management team is backed by state-of-the-art technology and a corps of dedicated, well trained and highly motivated security officers.

BOWLES — HERE TO **PROTECT** YOU

BOWLES CORPORATE SERVICES is committed to delivering superior service and value to each of our customers.

Contact **BOWLES** to start getting more from your security company today.

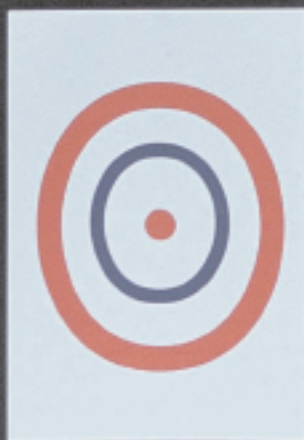


BOWLES CORPORATE SERVICES

GARY SLODOWSKI, EXECUTIVE VICE PRESIDENT

WWW.BCS.WS • 973.445.3166

exposed *vs.* protected



YOU CAN'T ALWAYS SEE A THREAT COMING, THAT'S WHY THERE'S NO SUCH THING AS TOO MUCH PROTECTION. AT THE MECHANIC GROUP, OUR COVERAGES ARE BUILT ON NEARLY 20 YEARS OF INSURING THE SECURITY INDUSTRY. EVEN WHEN YOU'RE NOT LOOKING, WE'VE GOT YOU COVERED.

TO LEARN MORE, CONTACT OUR SERVICE TEAM: **MATT DISPARTE**, **MIKE LEHNER** OR **STEVE MECHANIC**. INSURANCE BROKERS, PLEASE CONTACT **MARC KATZ**.

1.800.214.0207 | WWW.MECHANICGROUP.COM

INSURANCE BROKERAGE, PROGRAMS & RISK MANAGEMENT FOR THE SECURITY OFFICER, ELECTRONIC SECURITY-ALARM, INVESTIGATION & BACKGROUND SCREENING INDUSTRIES

