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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**  
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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

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# From The Editor's Desk



Security this year –increased potentials, increased perils.

Happy beginning of 2007!

As you go through this winter issue of Security Director, you'll find we're

looking a little farther off-shore than usual. There is material from Henry He, a Chinese lawyer who suggests that new business opportunities are developing for U.S. security contract companies in mainland China. Since this fastest growing economy on the planet does not operate by American business models, the potentials for profit also come with perils to avoid or side-step for success. Spend a few minutes with Henry's article if you foresee global expansion in the future for your company.

If you are already involved in business on a multi-continent scope, or you hope to work for one of the major multi-nationals, then review Jack McCann's article concerning aviation security. The issues he's addressing are "of the minute" and integrate a new set of parameters into overall protection and security plans for executives and

other corporate assets beyond U.S. borders.

There's also a chunk of information on document security. I hadn't realized so many advances in paper document security were being developed in the digital age. And paper documents are still a vital part of business no matter what continent you traverse.

In the middle ages, when confidential documents were sealed with sealing wax and entrusted to messengers for delivery, the sender and recipient had ways to find out if documents were opened while en route. The sender could mix belladonna powder in with the sealing wax. If that wax was heated to open the seals, then the poisonous powder vaporized and caused the viewers' irises to dilate. Once the documents were resealed, it was hard to tell if security had been breached. However, once messengers delivered the documents to the proper recipient, he'd bring the messengers into strong light. If their irises couldn't close down, he knew treachery was afoot.

Today, you may want to add 'glyph' technology to your arsenal of document security measures. The primer begins on page 25.

SECURITY 2007 is a short time away,

on Tuesday May 16th. This year, we are joining forces with IFMA's Greater NY Chapter for a joint show. Facilities managers and security managers are not always on the same page. So, we are "theme-ing" the project: Aligning Facilities and Security Management. More in the Journal/Show issue of the magazine... Call me with any suggestions!

If you haven't yet joined us at the new monthly meeting/luncheon location, The University Club, on the northwest corner of 54th Street and Fifth Avenue, you are missing a special experience. The room is sophisticated; worthy of your clients, and the amenities such as clear PA system and high-power video presentation equipment, make a pleasurable and productive event.

We are also updating our website so that short articles or commentary will have a "home" on a special NYC Chapter webpage. Share quick opinions, address hot topics, and pose questions for experts.

We still need your help with the magazine! Your articles are vital to us. Let me know what you want to share in print. You are the lifeblood that keeps us on the cutting edge!

Best to you all, Erica

---

## THE SECURITY EXCHANGE PROGRAM (SEP) HAS BEEN LAUNCHED!

By Oksana Farber

On June 19, 2006, our NYC Chapter proudly hosted the highly informative and provocative "Masters of Counterterrorism" seminar. The seminar highlighted the success of the Law Enforcement Exchange Program, aka "LEEP". At that time a Security Exchange Program, "SEP" was also being developed for private sector security leaders through the collaborative effort of ASIS International and JINSA (Jewish Institute for National Security Affairs). JINSA is a reputable and effective organization of Americans,

Jews and non-Jews, whose common interests are security of this great homeland of ours. This ground-breaking program is planned to be like no other Israel-security-experience program.

For those in top security functions or security leaders responsible for the safety and security of critical infrastructures, we strongly encourage you to consider participation. The 5 or 7 day trip will be at-cost, plus a contribution to help to underwrite the successful LEEP program, which has provided a superlative educational

experience for over 7000 public sector colleagues.

The first SEP will be traveling to Israel on Sunday, February 25, 2007, through Thursday, March 1, with an optional two day sightseeing program until Saturday, March 3 2007. If you are interested, please contact Jack Lichtenstein, Director of Government Affairs & Public Policy, at ASIS International headquarters in Alexandria, Virginia, at [jlichtenstein@asisonline.org](mailto:jlichtenstein@asisonline.org) or our NYC Chapter Secretary, Oksana Farber, LELC, at [oksanafarber@gmail.com](mailto:oksanafarber@gmail.com).

# CHAIRMAN'S MESSAGE



Dear Friends and Colleagues:

It is a distinct honor and privilege to serve you as ASIS International NYC Chapter Chair for 2007.

My commitment during this tenure

will be to focus on you, our worthy members, through enhanced member services and values. With your genuine interest and continuing support, I am certain that the exciting initiatives we have planned for membership and outlined below, will come to fruition.

If you attended our January luncheon, I provided an agenda that noted several immediate changes. First, we selected the beautiful University Club as our new venue. This was done to reflect the professionalism and dedication that each of you bring to our industry. Next, when members and guests arrived at the luncheon, either I or a board member personally greeted everyone. It was inspiring to see the large numbers who attended our first 2007 luncheon. I would like to extend my sincere gratitude for your continuing support to our chapter.

For those who were unable to attend, we will post past luncheon information and photos on our website to keep you informed and updated. However, the fun is in actually being there, in person, for the outstanding networking and educational experiences.

Check the website for future luncheon information and photos from past luncheons. However, the fun is in being there for the outstanding networking and educational experiences. We have already scheduled a full roster of guest speakers for upcoming luncheons, presenting topics of significant interest to our membership. The University Club facility allows visual presentations and a better quality public address system. You will enjoy

more dynamic, informative and exciting presentations. For members who are CPPs, recertification credits will be given for attendance at the end of each luncheon. Objective: attract all of our CPP members to luncheons in addition to our loyal regulars.

An outline of the initiatives includes:

- Mentoring the spirit of volunteerism through effective communication to members, encouraging proactive involvement.
- Encouraging and soliciting members to volunteer and serve our Chapter. Whatever time you can contribute makes all the difference. "Give back" through service.
- Our most valued volunteers and veteran members will be identified with special badges. If you need assistance or have an inquiry, you can readily find them.
- Organizing and encouraging study groups aimed at program certifications.
- Building strong public relations with the media to support Chapter events.
- Identifying subject experts among our Chapter members to address events/issues or have an opportunity to volunteer to make presentations at chapter luncheons.
- Maximizing the potential of our Chapter website so we continue to keep our members updated on the information highway.
- Publishing articles written by members on the website so that all members can read them on-line.
- Listening to all of your suggestions and work to make improvements accordingly.
- Continuing to support of our Trade Show.
- Initiating the new Think Tank Committee (TTC), a select group of members I recruited to assist me with

our new initiatives and programs. Please feel free to contact any TTC member if you have suggestions or ideas to share. They wear special badges at our luncheons and they will be identified on the website.

Your input is essential to our Chapter. I want you to know that we are listening. Positive as well as critical comments are important. The input allows us to improve and grow the membership as we continue to be the most active and successful of all chapters.

If you wish to reach me directly, please feel free to contact me at [ejc1030@verizon.net](mailto:ejc1030@verizon.net).

I would also like to extend a special thanks to the new board members and the other active volunteer members, all of whom have provided me with much quality assistance through their hard work efforts.

I look forward to an exciting and outstanding year with your cooperation and support.

—Jimmy Chin

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# AVIATION SECURITY FROM A NEW VANTAGE POINT

By John McCann

**W**hile providing services to American companies in Athens, Greece during the 2004 Olympics, representatives of the Beijing 2008 Olympic Committee contacted me. They expressed interest in my services as a security consultant for their upcoming Olympic Games.

Michael McCann, (no relation) former Chief of Security and Safety for the United Nations and a retired ranking officer with the New York City Police Department (NYPD), was co-commander of our full-time Command Center at the Games. During my 27-year career with NYPD, I'd worked closely with Michael. Our relationship continued during his career with the UN (in New York) and we continue to work jointly on many security projects.

From our experience, aviation security was a critical component of the 2004 Athens Olympics. It was apparent that aviation security was a growing concern

and required additional attention beyond what happened at airports or when executives travel to and from airports. Issues were going beyond plane security and arranging for flights.

At the conclusion of the 2004 Olympic Games, Michael and I met with numerous professionals in the aviation field including two notable experts: a former Federal Aviation Administration (FAA) administrator and John Goglia a former Director of the National Transportation Safety Board (NTSB). We agreed that there was a gap in the security programs that many organizations have in place; they are vulnerable when it comes to aviation safety and security.

We began formulating a comprehensive aviation safety and security package that would be useful to corporations. The objective: provide clients with the means to respond effectively in the event aviation crises affect their executives, crew or planes.

In February 2006, at the invitation of the 2008 Beijing Olympic Committee, a team consisting of myself, Mike McCann, and John Goglia, visited Beijing, China and met with a number of government representatives. All the aspects of aviation security for the upcoming games were major issues of concern. We conducted briefings and training for high-level Beijing Capitol Airport personnel. As consultants, we were setting in motion a game plan to help our client mitigate potential problems in advance.

But, to drive home the importance of examining and enhancing corporate aviation safety and security plans, all that is required is to focus on a tragic accident that occurred in Brazil involving an American corporate aviation company this last fall. The subsequent actions by the Brazilian government and press coverage of the incident underscore the ramifications for

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American corporations in the event of an aviation crisis.

On September 29, 2006, at approximately 4:57 pm, BST, a midair collision occurred over the Brazilian Amazon jungle, between a Boeing 737-800 operated by Gol Airlines of Brazil and an Embraer (EMB) Legacy 600 business jet owned and operated by ExcelAire of Long Island, New York. The accident investigation is being conducted under the authority of the Brazilian Aeronautical Accident Prevention and Investigation Center (DIPAA). Under the provisions of ICAO Annex 13, the United States National Transportation Safety Board and a team of technical advisors are assisting the DIPAA.

The corporate-type aircraft, the EMB Legacy, was on its maiden voyage, en route from San Jose dos Campos, Brazil with an en route stop in Manaus before continuing on to the U.S. After takeoff, the crew of the EMB Legacy was issued a number of interim altitudes by air traffic control during the climb and was eventually cleared to proceed on course at 37,000. The Boeing 737 was en route from Manaus to Brasilia at 37,000 feet at approximately the same time. The respective routes of flight were in opposition.

When the EMB Legacy was about 30 miles north-northwest of a prominent navigation point, the altitude transponder was no longer being received by air traffic control radar. A transponder reports an accurate indication of the airplane's altitude. Additionally, the transponder is a required component for the operation of Traffic Collision Avoidance System.

About 10 minutes prior to the collision, the crew of the EMB Legacy made more than 20 radio calls in an attempt to establish radio contact. The crew did not receive any response and the in-flight collision with the Boeing 737 occurred shortly thereafter. The Boeing



737 was destroyed by in-flight breakup and impact forces and all 154 occupants were fatally injured. The EMB Legacy sustained damage to the left wing and left horizontal stabilizer, however the crew was able to maintain control and successfully execute an emergency landing at the Cachimbo Air Base, approximately 100 miles northwest of the collision site. There were no injuries to the five passengers.

Approximately 18 hours after the accident, the EMB Legacy flight crew was detained as part of the accident investigation. Unlike the accident investigation procedures of the U.S. and the National Transportation Safety Board, the Brazilian authorities confiscated the pilots' passports and charged them as criminals under Brazilian law with "endangering air safety."

This flight crew remained in Brazilian custody for 70 days before being allowed to return to the United States. Although they were not arrested, their passports were confiscated by the Brazilian authorities. In essence they were prisoners in their hotel, unable to leave the country even as passengers on a commercial jet.

One of the loudest voices that assisted in a publicity effort to force the Brazilian authorities to release the passports and let these men come home was Peter King, Congressman, from Long Island. King responded to an outcry from friends and relatives of the executives who were passengers on the EMB Legacy. Eventually, the two pilots had their passports returned to them but the flight crews' troubles are not over. The investigation is continuing.

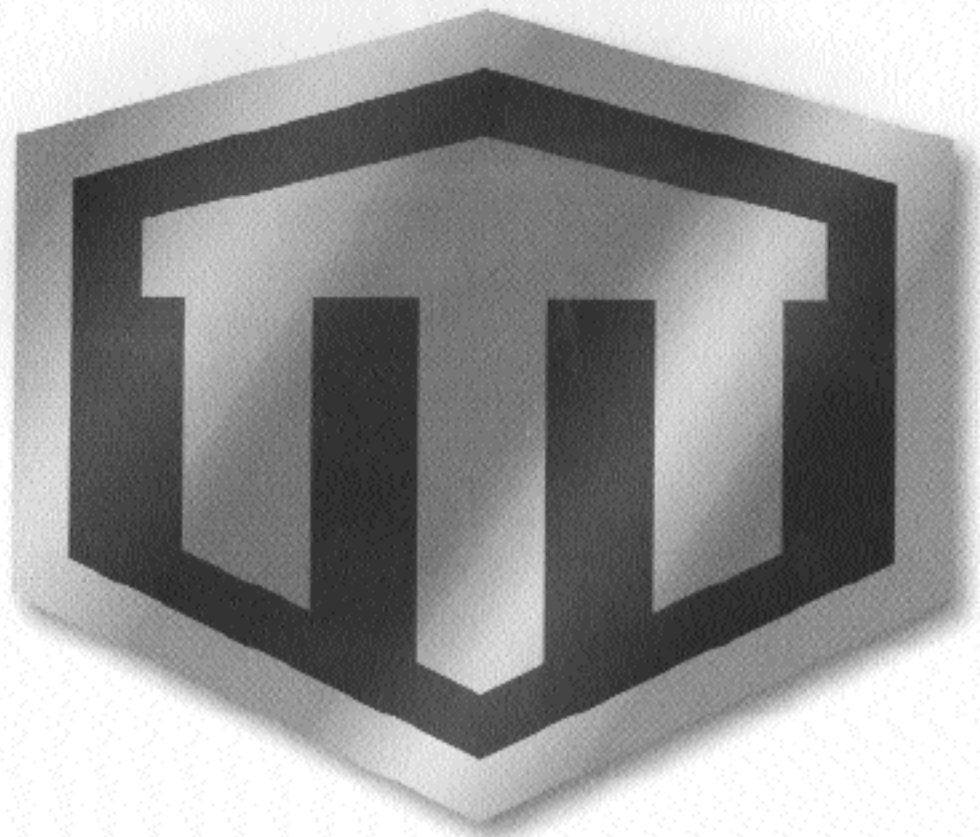
It is important to note that in the United States alone we have more than 1800 accidents a year and in excess of 10,000 other events [incidents] involving aircraft. Worldwide accident numbers are much higher than in the U.S. and incident numbers are huge.

Unlike our approach, in most countries around the world

these types of events are often treated as crimes. This means that executives can be detained indefinitely and corporate assets (jets) can be confiscated or impounded for the full length of proceedings. This is very different than dealing within the American justice system.

The intent of the program we developed was to facilitate a strategic partnership between a corporation's aviation department, corporate security department, CFO and risk management executives. The goal: to establish a comprehensive global aviation security program for corporate clients that can actually meet real-world needs.

The corporation's tangible assets may be the aircraft and onboard cargo. Even more important are the corporate executives, any accompanying passengers, and the aircraft crew. Generally, the executive protection team and corporate security executives institute a comprehensive security program for the CEO. Until now, accompanying individuals and the aircraft itself may not have been included in security response plans.



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Fractional ownership or contracting aircraft does not seem to eliminate any of the vulnerabilities. Third party organizations owning or leasing airplanes have limited coverage. Their programs are unlikely to meet the world-wide needs of major corporate clients. And their plans, as we've seen, may not cover the pilots they contract to fly.

In some past instances, even when the pilot's passport has been confiscated, the co-pilot could continue the trip, hiring another co-pilot for the balance of the excursion. However, if the Brazilian model ensues and both original pilots are detained, then what is the game plan for the grounded executives? Especially problematic situations occur if the grounding occurs in cities where the corporation does not normally operate and does not have trusted people in the vicinity.

In the unfortunate event of an aviation crisis, major corporations need a plan to answer these questions: How do we recover from the potential for negative publicity? Handle the potential depreciation of company stock value? Respond to decreased employee morale? Afford the potential for insurance claims and ensuing litigation?



Recover the aircraft and cargo?  
Conduct a non-biased investigation into the cause of the incident?

The epitome of these thought provoking questions: Can the corporation survive a damaged image resulting from a poorly handled aviation crisis?

Our corporate security director colleagues all know the fundamentals of establishing and maintaining an Executive Protection Program. They have worked with the corporate risk managers on contingency plans such as Kidnap and Ransom Programs, Key Personnel Business Interruption, and Business Continuity. They have dealt with the CFO of their companies closely regarding IRS regulations as well as the travel department, which coordinates their executive business travel. They have even included the top-level executive who deals with ramifications of the Sarbanes Oxley Act.

Now, the usually independent corporate aviation department must be integrated into the program. In the past, corporate aviation knowledge was not considered an essential skill for corporate security executives. To respond to a corporate aviation crisis, cooperation between the Director of Corporate Aviation and the Director of Corporate Security is now a necessity.

Once the lines of communication are established internally, the ability to share the knowledge and resources necessary to handle an aviation crisis will be evident.

The first step in developing an effective aviation response plan is evaluating the corporation's current Executive Protection Program. The next step



includes expanding the program to include a wider array of risk abatement strategies for aviation-related events involving: Executives, passengers, crew, aircraft, litigation exposure, and corporate reputation.

One major obstacle to developing an appropriate aviation response

plan is funding. A comprehensive aviation plan cannot be instituted without appropriate monetary allocations. Whether the company has a dedicated corporate aviation department or relies on "fractionalization," this issue requires attention.

With the beginning of the new year, what better time to examine the feasibility of your corporation establishing an in-house program and maintaining it, or outsourcing the program and its implementation. If your executives are flying outside the U.S. then a comprehensive plan is a daily concern, not to be ignored.

*John P. McCann is a retired first grade Detective from the NYPD and was one of the original members of the Hostage Negotiation Team. He is a past President of NLEA, has served on numerous committees with the IACP, and is a member of OSAC. He has provided security services worldwide for major international events, including the 1984 Los Angeles Olympics, the 1992 Barcelona Olympics, Times News Tour 1995, the Papal visit to New York City 1995, the 1996 Atlanta Olympics, the 2002 Salt Lake City Olympics, and the 2004 Athens Olympics. He is a member of ASIS International's NYC Chapter and can be reached at McCann Enterprises by phone: 212-875-0010, fax: 212-875-0054 or e-mail at: [jmccann@argusprotective.com](mailto:jmccann@argusprotective.com)*

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# WILL MORE AMERICAN SECURITY COMPANIES DO BUSINESS IN CHINA THIS YEAR?

## EXACTLY HOW WILL THAT TRANSLATE?

**J**ust before Christmas, on the December 23, 2006 "Car Talk", a syndicated radio program that Tom and Ray Magliozzi, (the "Tappet Brothers") do for National Public Radio, the two opened with remarks translated for newspaper press releases by 14 year-old Chinese students. The youngsters had been hired by the Chinese government during the recent auto show in China. The objective: to get the word out to the press about some American products making inroads in their country. The material described American car brands that are now sought after by Chinese citizens. The following is directly from the Car Talk website, courtesy of Automotive News:

"It looks as if General Motors' marketers failed to reach China in time to brief at least one Beijing-based reporter on core brand characteristics.

In a special English-language edition for the Beijing auto show last week, the Beijing Daily had these unusual takes on some GM brands.

"In North America, the Buick is the symbol of middle-aged people who have had a successful career and cocaine-snorting kids." .... The paper had this to say about GM's premium brand: "Cadillac is a name that is synonymous with quality and luxury

for most people. For others it's a name synonymous with arrogance, greed and tiny genitalia."

It was never clear whether these misinterpretations that ended up in print were intentional, but the results made the radio show's audience and the hosts laugh out loud.

Doing business in China may be slated for more than just automakers and



textile firms. It is most likely going to be an expansion target for United States security firms during the next decade. So, when we heard from Henry He, a Chinese lawyer, suggesting that American security firms definitely consider the China market, we had

some questions about how exactly business models and procedures might translate. It is more than language differences. Below are some of Henry's comments that might be worth considering if your company is contemplating this giant step.

"According to statistics from Chinese security services industry authorities, China's security services businesses employed 4 million people at the end of 2005. Many of these, unfortunately, lack the proper training. There has been about a 30 percent annual growth rate for security services and products in recent years in China. However, the current security system does not fit the fast changing situation, lacking the necessary equipment and knowledge to

keep up. From my own experience as a police officer and an attorney-at-law in Beijing, I have personally observed the high overturn rate and little development of their management systems that Chinese security service companies suffer.

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One of the largest untapped Chinese markets by international companies, the Chinese security services market, is going to open by the end of 2007, according to China's WTO commitment. Though many international companies already sell their security products in China, the security service market, such as private investigation, security guards, response services, and cash services, have not yet been allowed to enter the market.

China has had a fast developing economy within the last 27 years. However, this has been accompanied by a worsening security environment and crime rate. According to a recent survey, one of the top complaints in many Chinese cities is security issues. Consequently, there is a great and increasing demand for reliable, tailor-made security services in China by

from reliable and prestigious international companies. Many local Chinese governments also have issued bylaws to encourage security companies to engage in the services market due to being short handed of police and dramatically increased security needs.

Less than 2 years from now during the 2008 Olympics in Beijing, China will be a golden time for the security business. Many international companies have already visited China looking for opportunities, and some of them are already taking further action in anticipation of the opening of the market. For instance, Tyco has signed an agreement with a local Chinese company in order to bring its ADT alarm monitoring and response services to China. Pinkerton, subsidiary of Securitas Inc., has set up four offices in China.

business practices, including government playing a different role in the business field. Currently the Chinese government monopolizes the business, and even after it opens to international companies, some business services, such as the armed security service and cash service may still be under strict control by the government, according to Chinese security services business authorities. The Chinese government takes into consideration financial benefits and social risks (including political issues).

Conducting certain security services business activities will be difficult in China due to limitations by the current law, unless China issues new laws and regulations to regulate the security services industry. However, the good news is that new laws are slated to be issued soon according to Mr. Wenxi

Liu, the Security Services Division Director within the Public Order and Security Department at the Ministry of Public Security of China.

International companies may also face great challenges when they try to obtain business from local Chinese state owned companies and local governments. In theory, the Chinese central and local governments can give all their business to Chinese state owned security services companies, and there is no law against it, making for potential unfair competition. Also, some American laws may put American companies in a disadvantageous position to do business in the Chinese markets, for instance, the Foreign Corrupt Practices Act (FCPA).

How do you overcome disadvantages like these? First, focus on niche markets. In order to penetrate into the Chinese market effectively and efficiently, international security services can focus on offering their specialized services to other international companies, organizations, and individuals, as well as private Chinese companies at the very beginning. Then they can expand



people such as the newly rich and those in communities who, although they pay a security fee, still are robbed through their barred windows. They welcome the opportunity to live a more secure life, an opportunity that international security companies could provide. As well, more than 500 000 international and joint venture companies and millions of local Chinese organizations are looking for various security services, such as corporate investigations, access control, and security training programs,

...Many international companies fail in the Chinese market, not because they don't offer high quality services and/or products, but because they think that the main difference between Chinese people and them is language, which usually leads to serious trouble during business operations in China. International companies would achieve more success if they understood that China has a totally different legal system, different culture, and different

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their business to local Chinese state-owned companies and local government companies after overcoming the learning curve, cultural shock, and legal issues, and especially after setting up brand name awareness.

Second, hire professionals and local employees to assist your company to run your business in the Chinese market. International managers do not have to immerse themselves in Chinese culture in order to run a business successfully. However, they do need

many Chinese laws and regulations are more flexible and avoid going into great detail. Perhaps this is a necessary step for any country during a rapidly changing phase. Laws and regulations with too much detail cannot meet the needs of a rapidly changing environment. However, this does not mean international companies should take any legal issues for granted (despite complaints of lack of transparency). It is not worth your while to cross the line from a legal and business point of

actually take advantage of the Chinese accounting approach to avoid paying the tax they should pay.

Every international company considering doing business in China should take these factors into consideration. However, the security service (and related products) is still considered one of the most profitable industries in China, despite these barriers. The fact that most Chinese favour foreign over domestic brands, due to reputation, gives international companies an

advantage. Factor in the lower labour and business running costs in China and you have a winning combination. Though running a business has risks in China, most American companies still earn benefits and have a positive outlook for the future. Early this year the then Minister-Counsellor for Commercial Affairs at the U.S. Embassy in Beijing, Mr. Craig Allen, said, "I'm very optimistic about the future of American companies in China. Already we have seen tremendous growth and I can see tremendous growth continuing."

Whatever section of

the security service industry your company specializes in, by making sure that it effectively enters the Chinese security services market you can penetrate a promising new market and stay a step ahead of your competition."

*For more information on doing business in China, consider contacting Zhen He (Henry), who is an international business consultant, Chinese lawyer and economist who holds an American MBA and was a former Police Officer in Beijing. Henry has been working in the legal and business service industry for more than 10 years. His Canadian-based consulting firm can be reached at: [henryhe@securityinchina.com](mailto:henryhe@securityinchina.com) and 001-519-212-3022.*



to recognize that up to 80% of international companies that failed in their business in China were unsuccessful because of cultural conflict. By hiring trusted local employees and consultants, international companies can overcome these cultural conflicts, as well as gain a valuable network, making it easier to penetrate into the market.

This leads us to the much talked about issue of "Guan Xi" or back door-relations. It seems at times that "Guan Xi" works much better than the law in China. One reason is because of the lack of practical detail in Chinese laws. In order to meet the rapidly changing situation of China,

view, especially because the Chinese government has announced a crack-down on the corruption that results from these relations.

The differences in accounting approaches between China and the U.S. may make what seems "profitable" not always so profitable. For example, in China it is difficult to write-off bad receivables. Despite the challenges of the differing systems, last year the Chinese authorities and media complained that many international companies reported they lost money for running business in China, yet at the same time those companies continued to invest in large amounts. The Chinese taxation authorities suspect some international companies



**Frank Santamorena PSP**  
Physical Security Professional  
ASSA ABLOY ISS Program

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**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 Santamorena, 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 [FSantamorena@AssaAbloyISS.com](mailto:FSantamorena@AssaAbloyISS.com), or Phone Direct at 845-242-6525. Please visit [www.AssaAbloyISS.com](http://www.AssaAbloyISS.com) for more information on how we can help you make your facility secure.

# STREETWISE COMMUNICATION MEANS APPROPRIATE ARTICULATION

By Anthony Celano

**S**ecurity personnel are expected to communicate clearly, politely and professionally. Sounds simple enough. Yet, 'operationally speaking,' it may be trickier than you would think.

How can we communicate with others to maximize positive perceptions? How do we go about educating our staff, sharing useful insights but not boring or offending them? With this in mind, I offer the following account to consider:

I was a rookie police officer sitting in a Brooklyn Criminal Court witness box for the first time. It was a criminal case and I was feeling alone and apprehensive. The matter involved a late night, drive-by shooting which I had personally observed. I clearly recalled seeing an extended arm within a heavy white woolen sweater pointing out of the driver's side window of a white sedan and the subsequent visual and audio indicators of gunfire. Supporting my impression was the sight of the falling body of a shooting victim. An ensuing vehicle chase ended at the foot of a Brooklyn pier.

The weapon, never recovered, had been more than likely disposed of by the perpetrator tossing the gun into the water. Under questioning by the defense, there came a point where I was asked what I saw. Specifically, the

question posed to me was: "Officer, what did it look like?" Having never witnessed gunfire in the street before, I answered the query truthfully. Ridiculously truthfully! "It looked like fire crackers". The judge slammed his gavel and announced firmly in an authoritative voice: "CASE DISMISSED". My initial thoughts were that the case had to have been "in the bag" all the way. How could it be possible that the defense and the judge were not in bed together? After all, did I not see the shooting?

Disgusted, I returned to the precinct and conveyed what had transpired in the courtroom to a seasoned veteran officer, who by the way eventually attained the rank of Captain. The veteran, after being apprised of the facts, had one question for me: "Why the hell did you say firecrackers?" I, who you must understand, never actually saw the gun in the hand of the shooter due to the darkness of night, answered almost apologetically,

"Because that is what appeared like to me." The veteran raised an eyebrow after hearing my answer. Looking at me as if in pain, he asked: "Could it have appeared to you to look like the muzzle blasts of a gun?" Ever the quick learner, I immediately saw the error of my ways. I weakly nodded in the affirmative. "Well then why didn't you say it appeared like muzzle blasts instead of fire crackers?" I felt foolish

but I got the point. Looking back all these years later I have one question of my own.

Why didn't this experienced person or anyone for that matter, educate and prepare me prior to the court appearance in the first place?

The above experience stuck with me. I grew determined to prevent a recurrence of such embarrassment. Time passed, my confidence grew and I became adept at fielding questions. I devised ways to play off accusatory tones. I relished answering questions that came my way cloaked within histrionic trimmings. I came to enter courtrooms prepared for every sarcastic version of:

"Why did you..."

"How could you..."

"Why didn't you..."

"How can you..."

"You mean you didn't..."

"Who authorized you..."

I came to realize that I was mastering such give-and-take sessions when I, as a detective, began spending less and less time answering questions of a criminal, civil or administrative nature. Supervisory queries became no problem for me. Even the occasional domestic grilling was quite manageable. In short, I'd perfected what I now refer to in a general way as projecting a positive perception.

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I created and developed “Streetwise Communication” as a tool to instruct others in the art of communicating in pressure situations. Streetwise Communication is my signature course, and I created several customized training programs to deliver the information for customer service, supervision, sexual harassment, corporate professionalism, problem solving, integrity and other areas.

Security personnel are routinely required to juggle people involved in trying to gain unauthorized access and those in the workplace still addressing unresolved conflicts from elsewhere. They are supposed to have an answer to every dilemma; they are supposed to field the problems that come their way, frequently without prior notice.

It would seem a safe assumption that many security staff could use a degree of assistance and improved skills when coping with difficult customer service related situations. Such relief can come in the form of innovative training.

There are specific factors that contribute to poor customer service ratings. Many times you can unmask one real culprit as the inability to navigate the corporate environment with appropriate communication skills. This holds true for both client-contractor and supervisor-subordinate interactions. While clients and supervisors may complain of poor performance, is their lament in some way at least a communication shortcoming?

Any weakness in communication is a weakness in service and an open invitation to friction, the same friction that can lead to physical altercations, complaints and litigation.

If we were to ask professionals what they consider the ingredients that lead to a positive corporate interaction we would likely hear 3 words: courtesy, respect and professionalism. These old chestnuts should be viewed as the first building blocks. Then additional skills can be taught and honed with cutting-edge training. The objective is always communication effectiveness.



*Anthony Celano is CEO of Full Security, Inc. at 1285 Avenue of the Americas, 35th Floor, New York, NY 10019. He has presented training for Fortune 500 clients and security firms serving the management of high-profile facilities. Anthony, a member of ASIS International's New York City Chapter and retired NYPD Detective Squad Commander, holds an MA from LIU and BA from St. Francis College. He sits on several boards including Gotham City Foundation, and was a recipient of the Guardian Angels Citizen of Merit Award. Anthony can be reached at: 212-554-4000, fax 212-554-4167 or by email at: [acelano@fullsecurityinc.com](mailto:acelano@fullsecurityinc.com)*

## A FEW COMMUNICATION TIPS:

### **DON'T TELEGRAPH:**

Experts are questioning the competency of boxers when they accuse them of telegraphing their blows. A good fighter will anticipate the next punch coming his way. A superior one will lay the groundwork to make that punch come his way so he can mitigate it and use it to his advantage. It is no different when we are in the ring and throwing words instead of fists. Once we comprehend the anticipated [unfavorable] response that our adversary expects, we can circumvent the potential for a negative outcome.

### **NEVER TAKE THE BAIT**

There is no mystery that certain unsavory elements with questionable motives will intentionally provoke others to gain favorable payoffs through litigation. If we do not respond as anticipated, those with the questionable motives are less likely to take the cash home...

### **SET A GOOD EXAMPLE**

Those whose actions are setting good examples are communicating a message that furthers good morale, enhances confidence, teaches technique and instills pride.

### **CHOOSE A NON-ALIENATING TONE AND VOCABULARY**

Common, everyday words, when used in certain contexts and tones, can be every bit as alienating as specifically chosen invectives intended to insult or harm.

### **YOUR BODY LANGUAGE SPEAKS FOR ITSELF**

Every physical action, expression or habit can send an unintended message. It takes control and thought on our part to minimize the probability that others perceive us as putting them down or seeing them as unimportant. All of us have been in the presence of someone who dismissed us without ever saying a word.

It is a wise investment to properly train our people prior to putting them in situations where their deficiencies cost us. When they are not prepared to interact with the public at its worst, then the net results can prove costly in terms of reputation and money. From a management standpoint, it's much nicer to hear from clients how well our employees handled things. 'Operationally speaking' we can help security personnel avoid failure and live up to all our expectations by providing training that fosters positive perceptions.

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# FIELD REPORT WINTER 2007

By Erica D. Harrison, CPP

## LANDING ON TARGET

"Hey Rick, thought you might be interested in this!" So began a phone call from Mather Hospital's Board Chairman, Kenneth Jacoppi Esq. (Ken is one of the few people who still calls me Rick, a nickname from decades ago.) I knew that if Ken was taking the time from his busy schedule to call, there was a message not to be missed. He'd just returned from a conference on lessons learned from Hurricane Katrina for medical/hospital administrators.

It turns out that few employees at the devastated hospital in New Orleans knew the coordinates for the helipad at the hospital itself. Normally, the information would be useful to emergency medical teams, the Medi-Vac pilots, and security personnel who had to supervise the area. But it wasn't general knowledge. So in Katrina's wake, it wasn't easy to share that crucial bit of information with OEM and FEMA personnel who wanted to use helicopters to deliver drinking water and regular supplies via the air route available to the isolated health care facility. This created unnecessary delays for stranded professionals who were now serving an overwhelming and unwieldy number of people.

You can bet that the coordinates for the helipad at Port Jefferson's John T. Mather Memorial Hospital are now well known by staff in a multitude of

departments and clearly posted where emergency lighting makes them legible even in trying situations.

As the security professionals for your organization, consider ensuring that everyone knows or can easily find the coordinates for your own heli-pad or one nearby. It would be a great opportunity to review safety precautions such as never approaching a helicopter from the rear and moving toward a chopper from downgrade coming upwards, so you are in the pilot's view ...and keeping low during all movements! These instructions are not in your average site security manual unless you use a helipad on a regular basis. But today's critical incidents rarely come in forms we expect. And this simple important information might save lives or make SIP more tolerable in emergency situations.

## SIP UPDATE

Speaking about SIP, those who read the article: "5,000,000 Reasons..." in the last *Security Director* know that my feeling is Shelter in Place (SIP) is a 'hard sell' to occupants in most NYC high-rises. Their memory of 9/11 and experience in the blackout a few years ago creates a tough mindset to overcome. So it was with interest to find an article focused on SIP in the last *Security Management* magazine from headquarters. The authors suggested that when occupants were trained

about SIP statistics went from 75% saying they would leave the building in an emergency situation, to 15% saying they planned to do so.

Perhaps if the actual incident were a release of Saran gas in the subway station near the facility, occupants might consider SIP. That response is based on the gas becoming less lethal as the concentration diminishes with elevation dissipating high above the initial release point.

The *Security Management* article notwithstanding the jury is probably still out on SIP compliance in New York City. Accurate information about what the threat really is and calm, clear communication between you and the people you protect will be key in effectively managing any of these potential crises.

## WIND UP AND GO

Among the Christmas presents this last December was a bright yellow flashlight that "winds up" with a crank handle. It produces a reasonable light beam with LED's; it tunes in local radio stations and makes an alarm siren-like noise when pressed. There is even a cell-phone charger with adaptors for several different phones (though not the newest models.)

Technology has gotten to a point where this light-weight product is worth considering for roving officers



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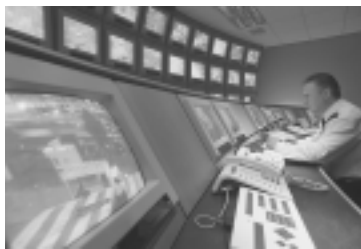
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and personnel at fixed posts in commercial buildings, as well as for the glove compartments in loved-ones cars.

The multi-purpose flashlights takes only a few cranks to give light for a reasonable time and the units are available under various brands. They can probably be quite reasonable in quantity. The “no batteries required” and “no charging required” features are significant improvements for anyone outfitting security personnel and having to count on them to be ready for every situation that arises. Of course, how you keep the flashlights on-premises and not ‘walking’ will take some monitoring and diligence all its own.

### L.U.N.A.R. Module

Fire Chief Vinny Tunkel is fit, professional and representative of firefighters you encounter in our 100-member Miller Place Fire Department. No one ever anticipates Chief Tunkel will be in a situation where he needs help. He’s the guy you expect to save others.

When Chief Tunkel ran a “Mayday” drill for our fire department this fall, he reminded everyone that firefighters get killed because they don’t see themselves as vulnerable. They don’t ask for help when it is essential. Their



*Blind-folded and in turn-out gear, a firefighter gets checked-out before donning helmet and beginning “mayday” drill.*

pride gets in the way. Tunkel reinforced the importance of asking for assistance as soon as you need it, so everyone goes home [alive].



*First Assistant Chief Vinny Tunkel of MPFD at dedication ceremonies for Station 2.*

When he wrote a review of the Miller Place drill, he also described a mayday drill he participated in while in Maryland.

“The props were supposed to surprise you as well as make you feel somewhat uncomfortable. When I did this drill in Baltimore, I remember how uncomfortable I was in the trap box. I remember the trap being closed behind me, being kind of crunched and not able to move. My breathing picked up and I was thinking, “I want out now!” But I also remembered my air management technique of controlled breathing. First I tried to settle down (because I realized my body was tense), then I slowed my breathing, then I called the mayday. When I was done I thought about what it might be like to be in a real collapse, waiting for hours in that type of position for the RIT team to get me out. Tough Stuff!”

Part of the mayday procedure requires the trapped firefighters to give incident command a LUNAR message via their radios. In this case, LUNAR has nothing to do with the moon. It stands for Location, Unit, Name, Air [left], and Resources Needed.

The firefighters participating in the Miller Place drill were in full turn-out gear, sweating. Their masks were blacked out and they couldn’t see their location; they were crawling on hands and knees following a hose line, making their way through the equivalent of collapsing walls, entangling wires, and then falling the equivalent of one level to a floor below.

Why bring it up? Are we going to force security personnel to train on SCBA gear or work in total darkness? Probably not. However, can our officers give the equivalent of a LUNAR message in an emergency? Can they operate their communication radios with either hand? Can they turn the units on and operate them one-handed? It is worth training and testing to those skills. If your equipment requires two hands to function now, when re-outfitting, make single-handed operation a criteria for choosing new goods.

Do you use plain English as regular communication rather than codes? If outside assistance is involved in rescue, plain English has become the standard and can make all the difference in being understood and rescued; or being stuck in the emergency area.



*Getting ready to take part in drill, firefighters review equipment and procedures with fire police coordinator.*

Jim Hay, one of our MPFD firefighters with years of experience in FDNY reminded everyone to use both first and last names when giving information. There may be more than one Tom or Carlos or Vinood stuck in a critical situation. You never want rescuers to assume they’ve gotten the problem solved just because one guy or gal named Sam has been brought out of a mayday condition.

Moreover, instead of saying “I’m on ONE-B,” get your team to practice giving complete descriptions of their locations. The statement might be: “ONE-B, first basement near the north elevator bank.” Big difference for rescuers!

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# A GLYPH CAN PREVENT MORE THAN A GLICH

## MARKING A WAY TOWARD BETTER DOCUMENT SECURITY

By Erica D. Harrison, CPP

**R**emember back few decades when experts predicted that paper documents would become a thing of the past? It hasn't happened and seems less likely than ever. The other day, I spoke with Dave Drab and Michael Zimmerman of Xerox Global Services about new 'wrinkles' in paper security. Dave, whose first career was with the FBI and now directs Xerox's Information Content Security, mentioned that the need for printed document security has expanded significantly. With all the electronic innovations pieces of paper are still espionage targets. Dave noted that two engineers recently pleaded guilty to economic espionage. They were stopped by the FBI trying to board a flight to S.E. Asia with top secret documents in 2001 [stolen from major California research laboratories].

In the age of high tech, the internet, and even "old fashioned" microdots, it is still pieces of paper with information clearly legible that are critical to business operations and a major security concern.

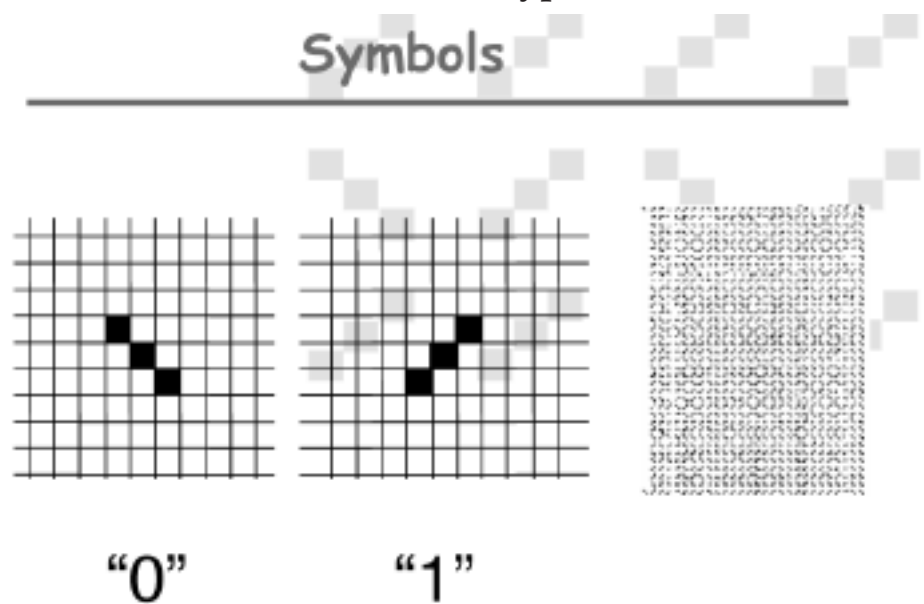
If like me, this decade you haven't been immersed in glyph-based document security, the following will give a quick overview on some useful aspects of this emerging technology.

First, what's a glyph? From News Factor Network, the simple definition:

"Generally speaking, a glyph (Greek: glyphe [carving]) is a one-color graphic image..." During recent years Xerox has moved the glyph concept into real workhorses for document management. And, with Xerox's permission, we will pepper the work with their phrase, DataGlyphs, where applicable. The dataglyphs, developed by their Palo Alto Research Center (PARC) are "tiny forward (/) or backward (\) slashes - [as small as 1/100 of an inch] -that represent the ones and zeros of binary code."

They can be applied to look like a half-tone border on a page; they get incorporated into logo designs or they can be stand-alone in an area of a page. They can even be printed on the back of a page so that the security device isn't apparent to casual readers. "Glyphs are laid down in groups on a regular, finely spaced grid to form unobtrusive, evenly textured gray or colored areas. Even when groups of glyphs are large enough to be seen by the human eye, they form a pleasing pattern that is not distracting," according to the developer.

### What do the DataGlyphs look like?



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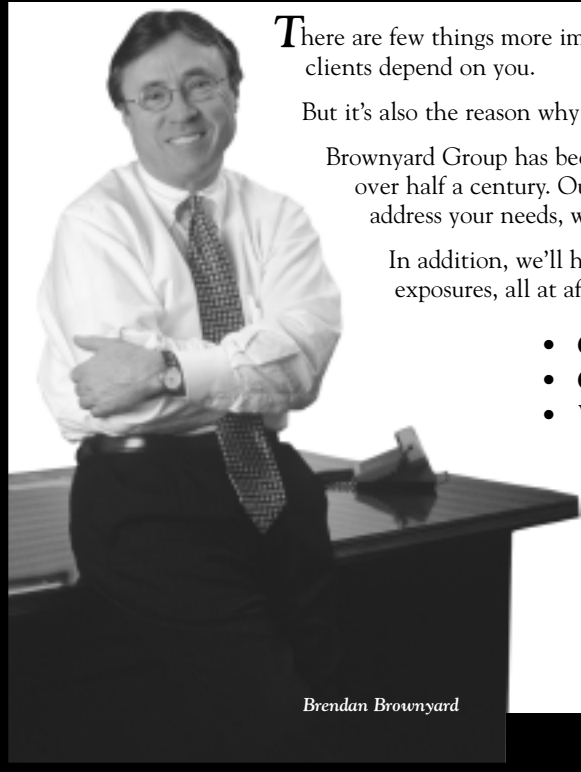
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## How Would a DataGlyph Look As A Design Element?



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"Anyone with the proper encoding software and a standard printer can create a DataGlyph, which can be treated as a standard design element or hidden in the corner of the document. Built-in error correction and randomization make them reliable. Philosophically, they begin to blur the line between the paper and digital world. "If the information that is printed on a document is also encoded on it as a DataGlyph the original document can be recovered even after it has been ripped, stained, or altered."

"Since DataGlyphs store the same types of information that a computer can, a paper document can become as powerful as software. In other words, all the electronic data for the document is encoded in the document itself. Beyond image and text, a DataGlyph can store Java or ActiveX controls for automatic downloading applets onto a client PC. It can tell a server where to route a document or a printer what type of stationery to use. Equally as useful, if someone makes notes on a DataGlyph document, a computer can lift off the annotations and either store

them separately or remove the mark-ups completely."

If you are in charge of an accounting department, it means that by adding an attractive glyph to the checks you print (as part of the design); you can verify every check you write to detect alterations. Your glyph can have the amount you wrote the check for, the company you wrote it to, your A/P sheet entry number, your bank account information, details about the recipient, whatever you want. You determine how much data to include and control. Even if you get your checks back only as copies

these days, you can "read" the glyph! Fraud detection, alteration detection, information verification...

From Mike Martin's January 21, 2005 article on "Digital Evolution Continues with Xerox Glyphs": "Dataglyphs are essentially a barcode on steroids," says Xerox researcher Jeff Breidenbach. "...More flexible, more aesthetically [pleasing], and more resistant to certain types of environmental damage ...and more flexible in the quantity of data stored." "You can store the Gettysburg Address in a postage stamp-sized space..."

Martin went on about dataglyphs: "These micro-marks can be imbedded on nearly any kind of document, the researchers say, communicating important information to a computer while the written words on the page speak to a human being." Then more from Breidenbach: "Under a magnifying glass, you can see that a dataglyph is composed of hundreds or thousands of tiny diagonal lines, leaning either forward or backwards... diagonal lines tend to unobtrusively blend – and by varying the color and thickness of these marks, we achieve a lot of aesthetic control." So, now your security team has tens of kilobytes of data storage available without getting in the way of documents themselves.

Dave gave a simple, yet dramatic example of the flexibility of a dataglyph: it can be your fax cover

page with all the regular information and routing information for the document. The fax goes directly to the intended recipient's computer. All those wasted trees, saved. Sensitive documents escape general "in" boxes. They become less available for some [unauthorized] someone. Pages don't get lost from a careless toss or casual re-assembly. In this case, the receiving computer is the "trusted" party. The printer will have to get the right to be "trusted."

Dataglyphs are becoming a dynamic management tool for administration departments. A new product line whose functionality is available now allows for glyphs that retain information on every alteration. Say you are in charge of security for a university. The Registrar's Office updates information on students' grades daily. Every entry and change made into a record causes an update in the dataglyph monitoring the work. By comparing what is on a printed transcript with an electronic "read" of its dataglyph, we have a succinct way to track whether grades appearing on the sheet are altered or accurate. It may not tell us who made unauthorized alterations, but good detective work following findings of falsification, will.

The technology of glyphs increases the probability of linking a specific document to anyone (and everyone) who accesses it, and where it is printed. Glyphs provide a way to protect the integrity of the document. But they don't/can't identify who is viewing it. You can embed sensitive information like a formula, or pricing information. It provides confidentiality. The active glyph becomes the bridge between the electronic and printed version of information. "Over time, security requirements will determine how they are used in organizations," noted Dave Drab. Envision the different perspectives of a VP of Administration and the company's chief investigator.

Authentication and authorization to act – you have a merger/acquisition in progress where information security is critical but the flow of [some] data

# RESERVE YOUR BOOTH FOR THE 2007 SECURITY AND FACILITIES MANAGEMENT EXPO/SEMINAR PROGRAM

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This year, 2007, represents the seventeenth consecutive SOLUTIONS EXPO. It will cover over 70,000

square-feet of exhibition space in the Javits Center and is expected to draw more than 8,000 attendees and industry specialists from Maine to Alabama.

In addition, the ASIS International NYC Chapter "Person of the Year" luncheon will be held in the Javits Center's banquet facility from noon to 2:00PM.

With more than 1,600 members, the New York City Chapter of ASIS International represents the largest chapter of the 35,000 professionals who belong to this leading industry organization. The International Facility Managers Association (IFMA) Greater New York Chapter has over 800 professional members in the metropolitan area, all leaders in specialized disciplines involving building and facilities management.

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back and forth among the players is going to make or break the deal. A specialized glyph, when combined with other technologies, may become your best friend.

In researching glyphs and document security, there are tangent issues such as protecting against misappropriating digital intellectual property rights. For more information, check the material from National Academy of Science's Workshop at [www.nap.edu/html/proceedings\\_sci\\_tech/ch5.html](http://www.nap.edu/html/proceedings_sci_tech/ch5.html). You will find material from Teresa Lunt and Mark Stefik on database protection. Lunt came to Xerox from the Defense Advanced Projects Research Agency and presents ideas that force thinking in three dimensions. For instance, a good researcher with only low-level access to information on employees from a major company's database can combine it with information about publicly traded companies in an area. It is plausible to make some startlingly accurate inferences about what might have been considered confidential. The issue is challenging if the "researcher" is your competition or an organization seeking to embarrass you.

Remember when we were kids and we wrote messages with lemon juice

on paper? Once the paper dried, you could see the information on the "blank" page by holding it to a candle. With new innovations, the message on a page may just vanish, period. The idea of "erasable" paper is one of the technologies we will 'see' more of in the coming years, according to both Dave and Mike. Dave said conservation and security issues surrounding things like price lists and other sensitive information will be some of the first targets for printing "toner-less" so they are no longer around once out-of-date.

Consider how URL's used in frauds just "disappear" from the internet, never to be traceable again after the crimes are committed. How about paper documents that intentionally "expire" so critical information will never be visible again after a fixed time, even if you have a candle... or a briefcase full of these sheets...

Dave said that from a security perspective, even with all the computers and electronics, documents that are printed, copied and shared, are still a main target for international espionage. Thieves are still comfortable with printed documents, since they can be the weakest link for being detected. "The copier is still a mainstream item."

My thanks go to Dave and Mike for their input. For more information that describes glyph technology, look at: [www.xerox.com/downloads/usa/en/d/dataglyphotech.pdf](http://www.xerox.com/downloads/usa/en/d/dataglyphotech.pdf) and for information on applications, use the same beginning with [Dataglyphoverview.pdf](http://www.xerox.com/downloads/usa/en/d/dataglyphoverview.pdf) after the "d/". Michael Zimmerman, Manager Public Relations can be reached at Xerox at 585-423-4588. For security concerns, Dave Drab's information is below.

### **David Drab**

*As principal of Information Content Security Services for Xerox Global Services, Drab collaborates with business units worldwide to deliver reliable security services and solutions to public and private enterprises. Drab brings a 32-year career in law enforcement to his position, including 27 years with the Federal Bureau of Investigation. Drab previously served in the FBI's Cleveland Division, where he investigated foreign counter-intelligence, terrorism and organized crime. He spearheaded the division's economic espionage program and led the investigation into the theft of Alzheimer's-disease research and related DNA materials that resulted in the first indictment under the Economic Espionage Act of 1996.*

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## **PEOPLE IN THE NEWS**

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*New ASIS NYC Chapter member John Friedlander wrote:*

"Hi Erica;  
Following our brief chat ...thought I'd drop a note announcing my new job at Cushman & Wakefield. My title is Director of Security and I'm assigned to Wachovia's 28-site Atlantic Region facilities. My contact information follows: Business cell: 201-783-5647."

**Mario J. Doyle** has been appointed Co-Chairman of the Nassau County Law Enforcement Exploring Advisory Board, a program from Boy Scouts of America. He is a regional director with BuildingStar Corporate Services

and is a licensed New York State private investigator. Doyle serves on the board for the Associated Licensed Detectives of New York State (ALDONYS) and is Chairman of the Long Island chapter of ASIS International.

ASIS member **Kyle Kohlbacher** of Fortress Global announced the appointment of **Michael D. Lentini** as Managing Director for Fortress. Mr. Lentini has over two decades of experience working as an investigator, serving as a New York City Police detective and as an investigator at Altria (formally Philip Morris).



*At the December 2006 Holiday Party, ASIS International's NYC Chapter honored the Explorer Program of the New York Police Department. Pictured above are former Chapter Chairmen Robert Ildefonso and Don McGuire making award presentations to the NYPD Explorer Program Leadership, while several Explorers look on.*

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# “IN BRIEF” PAGES DEBUT AT ASIS NYC CHAPTER WEBSITE

Introducing a New Feature at our ASIS International NYC Chapter website: [asisnyc.org](http://asisnyc.org)

Visit the: “In-Brief” Pages to find: “Opinion, Commentary and Short Takes on Current Issues in Security Management.”

Get a place in the spotlight by submitting your material to: [erica.harrison@gmail.com](mailto:erica.harrison@gmail.com).

In-Brief articles will change frequently, usually every month. Our objective is to use this venue to share with membership and other interested professionals, the latest on works-in-progress, your interim research findings, opinions about security issues of the day, and time-sensitive information that bears posting outside the magazine format. Right now, we publish Security Director in hardcopy quarterly and you may not want to flesh-out a long article on a particular subject. So, take advantage of the IN-BRIEF web space to get your ideas out there.



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## Calendar of Meetings

### ASIS International New York City Chapter Monthly Meetings

With the January 2007 monthly ASIS International New York City Chapter regular meetings will be at a new venue: The University Club at One West 54th Street, New York NY, just off Fifth Avenue.

The sit-down portion of Chapter meetings will begin at 12 noon. The cocktail reception and networking session will begin at 11:30AM. We recommend that those wishing to meet with associates, network and socialize prior to the actual luncheon, plan to be at the University Club early so we can comply with the new schedule.

The change in time format will enable our guest speakers to address attendees with more in-depth presentations. It will also support our objective to have meetings end by approximately 2:00PM for everyone's convenience.

#### Current Meeting Schedule for 2007

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Jan 12, 2007

##### Chapter Luncheon:

ASIS NYC Chapter Initiatives for 2007

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Feb 9, 2007

##### Chapter Luncheon:

Guest Speaker: Thomas Lohmann; NICB,  
Director of Operations Area 7

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Mar 9, 2007

##### Chapter Luncheon:

Detecting Hidden Objects Through Barriers  
Guest Speaker: Joseph Callerame, Ph.D.; VP,  
American Science & Engineering, Inc.

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Apr 13, 2007

##### Chapter Luncheon:

Guest Speaker: Lydia Martinez, NYPD

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May 15, 2007

Person of the Year Luncheon at  
SECURITY SOLUTIONS  
SEMINAR AND TRADE SHOW at  
The Jacob Javitts Center

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June 2007

##### Golf Outing

Dinner Meeting - TBA

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No Meetings are scheduled for July and August

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#### FEES AND RESERVATIONS:

The Meeting/Luncheon Fee is \$65.00 per person. Complete tables for 10 can be reserved for \$650.00. Reservations are made on-line at: [ASISNYC.ORG](http://ASISNYC.ORG) and paid in advance by credit card on our secure server. For additional information, please contact: Richard Lieberman at: 781-706-3233. Fax: 718-706-1498. [Rlieberman@adt.com](mailto:Rlieberman@adt.com).

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