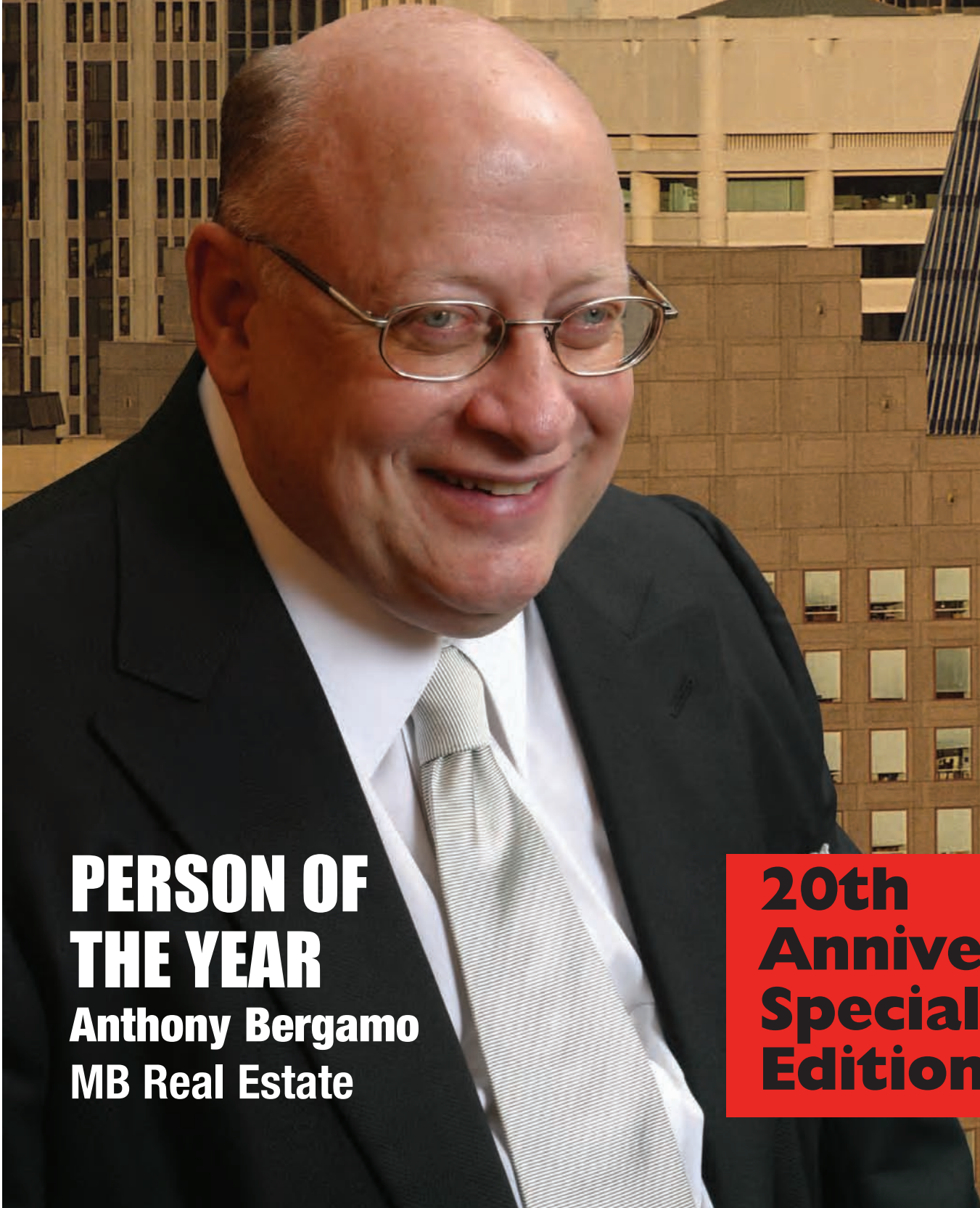


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American Society for Industrial Security / New York City Chapter

Spring 2010



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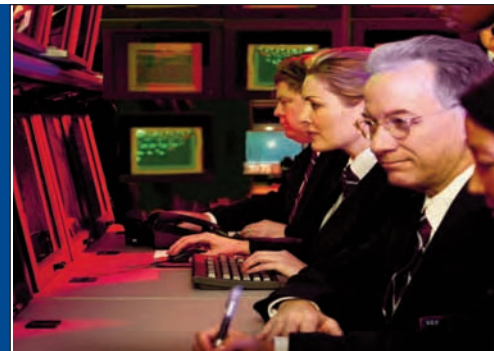
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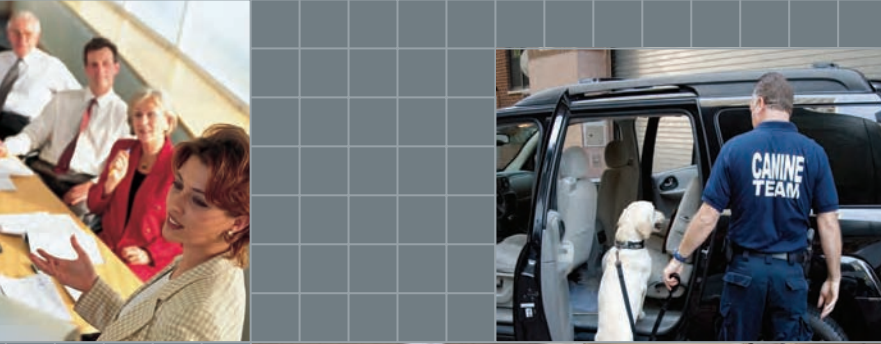
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# From The Editor's Desk



Back in 1991 it was impossible to think we'd be celebrating 20 years of annual security shows with ASIS NYC Chapter in 2010! It began with a group of us collaborating around a table in a basement meeting room at Rockefeller Center. It's evolved into a program of seminars and exhibits that take countless hours every year and have proven valuable enough to enhance our professional and business development. Thank you for your continuing support and for making it all possible.

"Put a blank piece of paper over it."

Long ago, that was what a consultant recommended to a full room of business executives. He suggested that instead of keeping our own meeting agendas on the top sheet of clip boards, we hold our thoughts for a few minutes. "Just listen to what's on everyone else's mind first," he concluded.

Sometimes everyone lives up to your worst expectations. However, if you work with dynamic, thoughtful individuals, sometimes you will be bombarded with a wealth of information and ideas. In our case, when I sent out the "GET INK" email earlier this year, I expected to get great ideas and interesting perspectives in the material you submitted. It was a significant reward and continues making me proud to be your colleague.

Based on the topics you brought up outside our Show theme, there are many areas to explore beyond what's contained in this issue. So, added to my agenda is identifying ways we can get your viewpoints on significant challenges either into print as magazines and newsletters or onto web with feedback channels, or into some combination. Goal: to have insightful content more easily available for review and discussion.

Onto today: at the Jacob Javits Convention Center we're celebrating our 20th Anniversary SECURITY SOLUTIONS Show. I am mind-boggled that the time has slipped by. (The other title I wanted to use for this column was: "Who'd'a Think It!")

My greatest appreciation to Ray Dean whose leadership keeps these annual events dynamic and to the many people who work on the Shows. My special thanks to all those who have assisted me "backstage" with preparations for 20 seminars; to the panelists and speakers

who've taken the stage on their own time and at their own expense; to those who work with us at the Chapter Booth on Show days, and to people who have encouraged me when I've questioned whether the hundreds of hours we put into each event counts for much. This year, Don Francisco, Don Aviv, Charlie Scholl, Joette Faherty (who proof-read endless streams of copy) and Jay Zwicker, along with our 6 outstanding panelists, get my special thanks.

It's a tough economy. Companies are still folding. Nothing is exactly the way it used to be. And, if change has accelerated in these 20 years, then in the next decade change will be exponential. I still don't 'text' unless forced to; my technology skills lag behind those of 30 or 40 year olds. But I still get those interesting phone calls from security executives facing a challenge connecting with their organization's management or from persons in government law enforcement with ideas they want to share. Now, based on what we've started with GET INK, I am looking forward to continuing inspiration from your different perspectives!

And fast-forward to the fall for a moment: Larry Loesch, our Chapter Chairman and Kevin O'Brien, our Vice Chairman, are planning a new educational initiative for the Chapter. Members attending the new program will be able to learn from top-caliber experts and earn additional CPP and other recertification credits.

Enjoy this 20th Show. Volunteer. Expect the unexpected. Prepare for the next crisis...

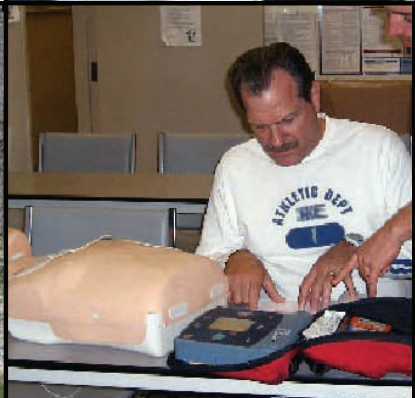
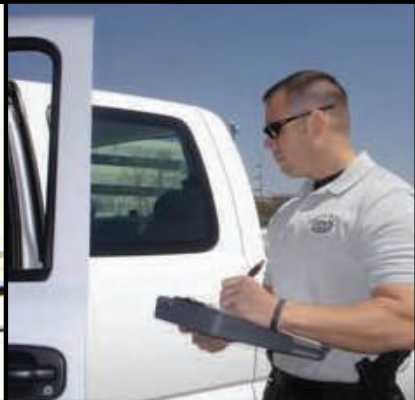
Keep those cards and letters coming folks!

And thank you,

Erica

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Dear Friends and Colleagues:

Physical security requirements continually evolve and require security professionals who can meet the seemingly incessant bombardment of unexpected challenges. The current state of the economy and the pressures it exerts on the workplace demand that vigilant security professionals are on the job. We remain committed to preserving, protecting and defending New York to ensure its rightful place as a global leader in commerce and tourism. I encourage each and every member to be active and involved in the New York City Chapter of ASIS International. We have approximately 1,600 members, which makes us the largest in all of ASIS. Our Chapter represents the best and brightest in the security sector.

This Chapter organizes and provides a number of services and events including monthly luncheons where speakers inform attendees on a wide range of time sensitive security-related topics; an annual trade show that is the foremost venue where local and regional providers display new products and services; and annual seminars to educate and train members preparing for today's security needs. Our Chapter is only one in the country to hold its own annual CPP review course and to do so at a

discounted rate, subsidized by the Chapter. CPP review courses have been presented under Chapter auspices since 1996 and continue to attract large numbers of members interested in furthering their professional credentials and expertise.

Our Chapter membership represents the entire spectrum of security professionals including several hundred security contractors and practitioners from the New York City metropolitan area. We provide a forum where security professionals come together to further common goals and share experiences and best practices. Corporate security professionals, including those from many Fortune 500 companies, security services providers, and Federal, State and local law enforcement are all involved in our Chapter. As always, keeping businesses and institutions safe and secure requires the partnership of law enforcement and security professionals.

I value your input — it is essential to our Chapter and to our continuing education as security leaders. Please contact me directly at [larry.loesch@alliedbarton.com](mailto:larry.loesch@alliedbarton.com) with your ideas and comments.

Join the ASIS NYC mailing list and sign up your colleagues so you will all receive luncheon announcements, chapter news, online copies of our Security Director magazine, and notices of major events and news that affects the security industry. ([www.asisnyc.org](http://www.asisnyc.org))

I look forward to seeing you at the 2010 ASIS NYC Security Solutions Expo at the Jacob Javits Convention Center on April 30th.

Thank you for your support.

Regards,  
Lawrence F. Loesch

# 1990

As Walter Winchell always started...

**June 1st, 1990**...the start of a new summer season and a Trade Show was to be born. The discussion revolved around creating something new. A baseball, basketball, or football team was out...we were too old for that. Besides, Wally Millard wanted to be the quarterback and Don McGuire thought he was quicker than Wally. As soon as Pat Kelly decided he would play center...they both bailed out. So we decided to start a Trade Show instead.

Our first Trade Show was held at the Penta Hotel on April 30th, 1991. In those days the luncheon was \$35.00 and our first seminar was titled Operation "Apple Shield". Bob Disney was our Chapter Chairman and Neil Gallagher...then Chief, Counterterrorism, of the FBI in Washington, DC...was the keynote speaker at our luncheon. Bob Diamond and I co-chaired the event...and would continue to do so for many years to come.

Our monthly Chapter meetings were hosted at the McGraw-Hill building and our Person of the Year event was normally held at our November or December luncheon. Just for the record...our first golf outing was held in June of 1989, Pat Kelly and I co-chaired

it and it was called our "Golf and Tennis Outing"...that continued until our tennis players got to old to play tennis anymore. At that point it became the ASIS NYC "Annual Golf Outing".

In April of 1992 our second trade show was held, and we moved to the New York Hilton Hotel. We needed the extra space to accommodate the growing number of vendors wanting booths following the success of our first show. In our third year, then Chapter Chairman Pat Kelly decided to move our Person of the Year event, and make it part of the trade show. 1993 was the first time our Person of the Year event was held at our Annual Trade Show. Our Person of the Year Award was presented to Police Commissioner Ray Kelly at that event. In January of 1994 we all mourned the passing of Gene Casey and in 1995 the "Gene Casey" award for Chapter Service began...its first recipient was Joseph Spillane.

1996 gave birth to *Security Director* Magazine. Jerry Nachman, Vice President of WCBS TV was on the cover as our Person of the Year, and Erica Harrison working with Don Blauweiss Advertising & Design created our first magazine issue. This was also the year that we needed to

find a new venue for our monthly luncheon meetings as McGraw-Hill would no longer be available. We tried several different locations including Rosie O'Grady's "Manhattan Club, One Chase Manhattan Plazas' 60th floor, and the "200" Club located at 200 Fifth Avenue.

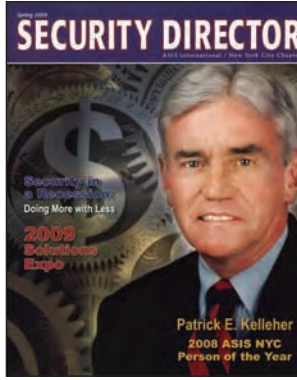
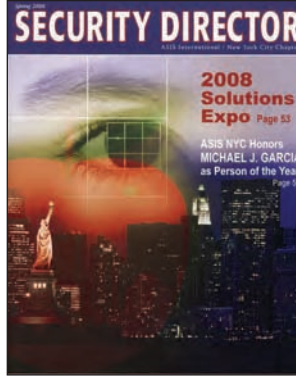
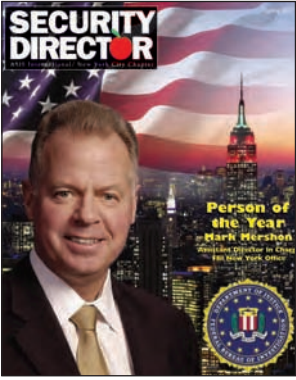
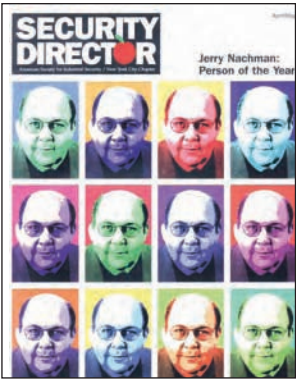
In 2001 our trade show had outgrown the New York Hilton and we needed to find a new location to host our event. Only one venue in New York was large enough to accommodate us. The Jacob Javits Center became our new show home that year and has continued as such ever since.

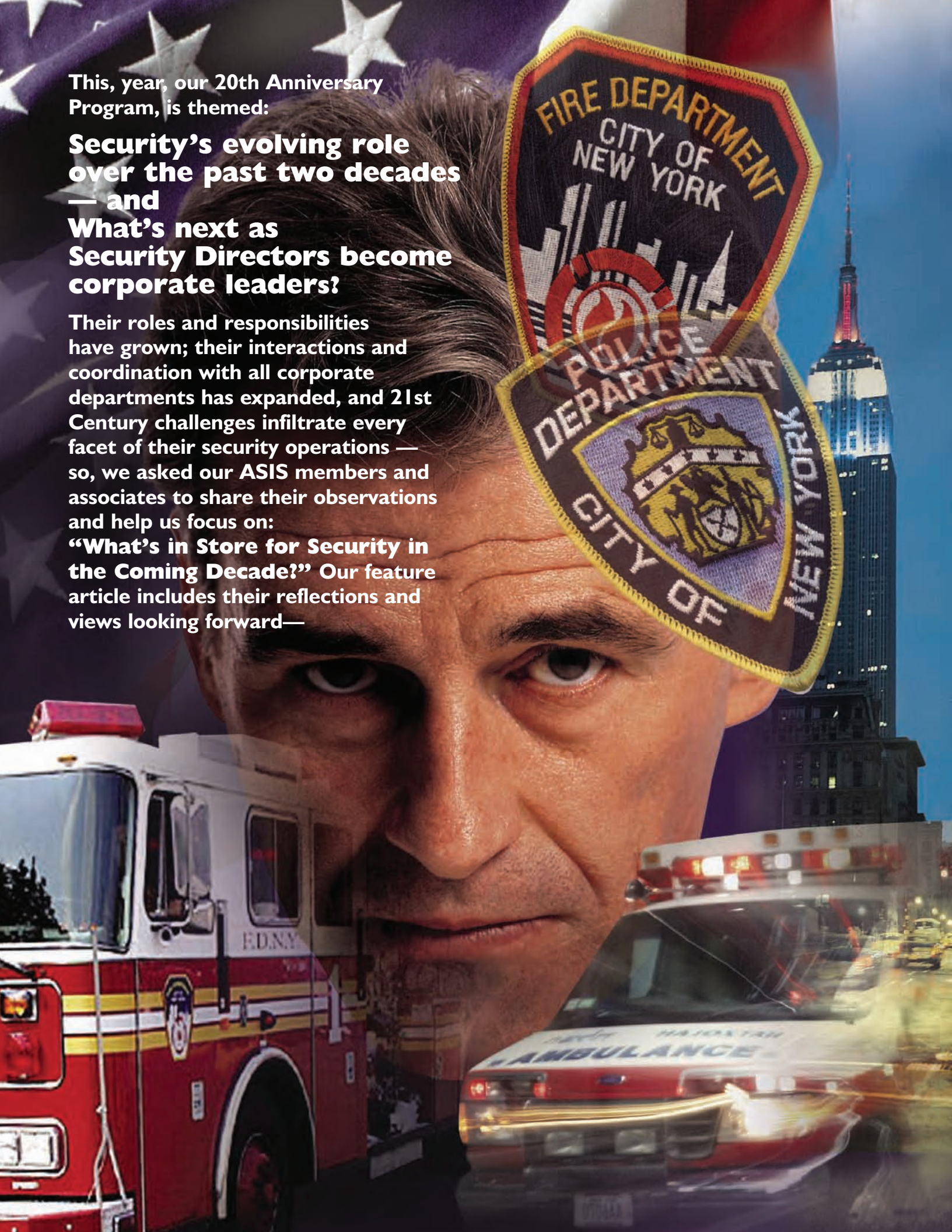
Over the years many of our members have participated in, and worked hard at making our trade show a success. Hundreds of chapter members, spanning all 20 years of its history, have played an invaluable part. Thank you all for all your time and efforts and for allowing what has become a New York City Chapter institution to continue through now and into the future.

**Raymond Dean, CPP**  
**Trade Show Chairman**  
**ASIS NYC Chapter**



# 2010





This, year, our 20th Anniversary Program, is themed:

**Security's evolving role over the past two decades — and What's next as Security Directors become corporate leaders?**

Their roles and responsibilities have grown; their interactions and coordination with all corporate departments has expanded, and 21st Century challenges infiltrate every facet of their security operations — so, we asked our ASIS members and associates to share their observations and help us focus on: **“What's in Store for Security in the Coming Decade?”** Our feature article includes their reflections and views looking forward—

# The Wow Factor

**From Mark Listewnik  
Senior Editor  
CRC Press/Taylor & Francis and  
ASIS Boston Chapter Member**

First, let me start by saying I am not in the security industry. I am in the publishing business. In fact, I have been in the publishing business going on 13 years, 9 of them publishing in security management, electronic security systems, and Homeland Security.

I have worked for CRC Press for the past 3+ years, and worked for another major science and technology publisher prior. My job is to sign and publish textbooks and professional reference titles, most of which upon publication, have been carried and sold through the ASIS International bookstore. As an invested 3rd party observer and participant, I have a lot of second-hand knowledge and exposure to extensive first-hand experience.

This job has given me the opportunity to work with such prominent names in the field as: Eugene Ferraro, Chuck Sennewald, Jim Broder, Geoff Craighead, and Philip Purpura, among many other dedicated authors who are true professionals and are part of the life-blood of the association. All I have to say is: "Wow!" Wow is the operative word for many reasons.

Wow shows my genuine admiration for the many dedicated professionals who, predominantly work "behind the scenes" to protect their company's assets, brands, reputation, facilities and, most importantly, their people (either their employees, customers, visitors, or in many cases all of the above).

I have heard innumerable stories—and I know all of you have either heard them as well or lived them personally—of commitment to the safety of others, often to the detriment of one's own personal time and family life.

With knowledge comes power, but, more importantly, responsibility. And that is what I would say is standard for professionals in this line of work, despite the many challenges of working in the security industry.

And speaking of challenges, I say Wow to the outgrowth of technology. In my years publishing to the security arena, technology and technological capabilities have exploded, growing exponentially—IP video surveillance, biometric technologies, access control and sensors, fire and alarms and now notification systems for myriad facility systems — all serve to enhance traditional policies for managing information, people and locales allowing for safer environments. I mention these without even going into: e-mail, cell phones, texting, Twitter, and other Web 2.0 technologies that sometimes are as much hindrance as help.

With technology's benefits also become an equal number of challenges—not the least of which is the necessity to be "tuned-in," keeping up with events 24x7, and being tech-savvy. Given the increases in threats to business, downtime from work can be reduced to a minimum. In many cases, burnout and fatigue are only countered with relentless perseverance, determination and a sense of purpose. It's what's needed to push through difficult times and, most often, proves to be enough.

Lastly, Wow to the number of responsibilities security personnel have to deal with and respond to with growing frequency. Business continuity, brand protection, HR responsibilities, and de facto legal advisor have all been added to many professionals' standard, pre-existing every day responsibilities for risk assessment, physical security, investigations,

training, background screening and being the all-around "backstop" for safety and security issues within a company.

It would be no small feat for several dozen individuals collectively, let alone a single individual or, frequently, a small team of professionals to operate in all of these spaces—with virtually no margin for error and often on shoe-string budgets.

**No period in history has been more dynamic; the pace of change and the nature of our world moves increasingly fast. If the past is any indication, then we are all in for a bumpy ride.**

As the old adage goes, "May you live in interesting times." No period in history has been more dynamic; the pace of change and the nature of our world moves increasingly fast. If the past is any indication, then we are all in for an interesting, and, dare I say, bumpy ride.

Security professionals must be up to the task to meet these growing and ever-shifting challenges. Dedication in the face of adversity and change are hallmarks of security professionals. They are worthy goals for just about every individual. Many an average citizen could benefit by just taking one page from the playbook of characteristics that describe true security professionals. In a world where so much is in flux, it's good to know there are people you can count on—and they definitely make for the Wow factor!

*Mark Listewnik is Senior Editor for CRC Press ([www.crcpress.com](http://www.crcpress.com)), and a member of the ASIS Boston Chapter.*

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# Practical security in a complex information environment

From Don Aviv  
COO and Security Director  
of Interfor, Inc.

One of the biggest challenges that I face as a security director, and one which will continue to be a challenge for security professionals going forward, is providing comprehensive information security and physical security when almost all proprietary information is stored and transmitted digitally and often accessed remotely as increasing numbers of employees are working from home, either full-time or after hours.

If your company allows employees to work from home, consider their home offices as a part of the overall security purview of the company. Start with an initial physical security assessment of their residences and manage it through the corporate security department. Check the basics and recommend/have installed window locks and door deadbolts. Make sure there is a high-quality electronic alarm system, centrally monitored, and that works whether the employees use landlines or cable/internet-based phone systems. Supply lockable storage files. Do a new site assessment every two years and have a review check-off sheet that you can go over with employees to focus on security procedures and identify any changes in their living arrangements annually.

Hard copy client-related documents get shredded at the office. Supply shredders for home offices and insist employees use them so it becomes habit. Review security procedures with each employee on a regular basis.

Supply your employees with all the hardware they use externally, such as

laptops, PCs and PDAS. You control the data. If lost, stolen, or employees are dismissed you can wipe or lock them remotely. All electronic communications including video conferencing, emails, and instant messaging need to be managed on the company's network, never free networks such as Gmail or Yahoo. And finally, employees should be instructed that company issued computers and PDA's are not to be used by other members of the household.

Our need for a speedy, agile and mobile workforce keeps growing. Our challenge as security professionals is to adapt; to invent technical and practical solutions that protect our clients and their information while allowing our employees all the flexibility they require to continue growing our businesses.

*Don Aviv CPP, PSP, PCI, is COO and Director of Security for Interfor, Inc. He can be reached at: don.aviv@interforinc.com*

## The Security Director's Role in Security Technology

by David G Aggleton, CPP, CSC

Over the last few years security technology has become, well, more technical. Security equipment, from cameras to door controls and intercoms, are now IP addressable and often communicate over the corporate network. And that network is jealously guarded by the information technology (IT) gurus in the company. Even if the decision is to build a dedicated security network, there is a good chance that the IT department will take responsibility for it – and for anything that connects to it.

Depending on the hardware standards that IT has developed, that may mean that serious coordination issues need to be resolved before purchasing new or upgraded security systems.

**While it is useful to learn the language of IT, the security director must insist that technical discussions use lay terms and not “techno-babble.”**

Servers, workstations, monitor screens, operating systems, anti-virus software and network switches are just some of the components that IT may insist on specifying and, possibly, purchasing and maintaining.

While the IT folk understand the network and its hardware, more often than not they do not have any experience with the application of security equipment, e.g. what openings need protection and where to mount a camera for best coverage. This is where the security director is essential in the development of the technology element of the security program. We know that this element cannot work in a vacuum and, to be really effective, the technology relies on security staff to monitor, respond and administer the systems.

While it is useful to learn the language of IT, the security director must insist that technical discussions use lay terms and not “techno-babble.” Or bring your own champion to the meeting – a staff member or consultant with the skill sets from both camps. The security director may need to work closely with IT but should not let them dictate the application – he or she must still “own” the functionality and operation of the security systems.

*Dave Aggleton, CPP is Principal Consultant at Aggleton & Associates, Inc., a security consulting and systems design firm. He can be reached at: dave.aggleton@aggleton.com or 914.524.4110*

# Campus Security and the Global Studies Expansion

By Jay Zwicker, CPP

During the last 10 years, colleges and universities throughout the country have seen an increase in student interest for studying abroad. Programs ranging from a two week intercession to an entire year-long experience are now common place at many institutions. This has created new responsibilities for Public Safety and Campus Security departments.



Colleges affiliated with host institutions in particular countries have responsibility to vet the venues where students will be housed and attend classes. Frequently, these facilities are within the overall fabric of host institutions that have their own security processes and procedures in place.

For institutions that “own or control” the site(s) where academic, administrative or educational programs are offered, conducting appropriate due diligence with regard to security guard companies and security integrators is crucial.

Under both scenarios, pre-departure orientations for students covering topics from crime prevention tips to emergency protocols, to how to safely navigate their new environment are absolutely necessary. Registering with

the U.S. embassy and current news events on a wide range of topics are just as important as the academic and cultural highlights of the program.

As an example, NYU is part of a minority of universities that run their own programs and sites, all in large urban areas worldwide. Public Safety works closely with the Global Studies department and in conjunction with Student Health services. Pre-departure orientations each semester address a wide range of topics and are then followed up with an on-the-ground site-specific orientation. We focus on specific security and safety topics germane to the location and region.

For instance, pickpocket incidents are prevalent in Florence and Buenos Aires as opposed to Accra, Ghana where home burglaries are a problem.

The added dimension of compliance under the Federal Jeanne Clery Act can become an arduous responsibility when we add in the required overseas study sites’ data as

well. Since 1990, all Higher Education institutions receiving Title IV money must provide students and prospective students with crime statistics for the last 3 calendar years. An annual campus security report includes: crime reporting procedures, campus facilities and programs, crime awareness and prevention programs and safety tips along with institutional policies on sexual assault, drugs and alcohol, etc.

As we prepare a new generation of college students and graduate students so they can operate in a global economy with vision beyond traditional borders, those in higher education public safety are also taking on a new, expanded global responsibility. We work diligently to ensure the students security and well being in a more complex and challenging world.

*Jay Zwicker, CPP, is Assistant Director, Strategic Planning, Crime Prevention and Clery Compliance for New York University, Department of Public Safety. He can be reached at: [jay.zwicker@nyu.edu](mailto:jay.zwicker@nyu.edu).*

## Reactive to Interactive: The Role of Security Officers Today

By John Farrell  
Director of Security and Life Safety

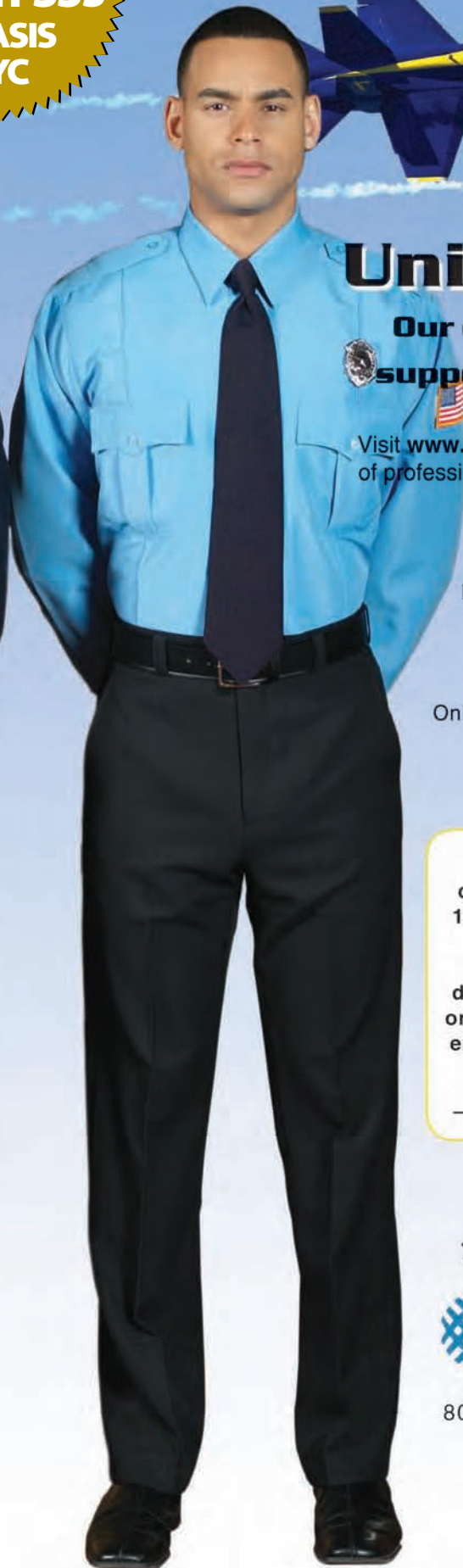
When I started twenty years ago, security in Commercial Real Estate (or almost any industry) was limited to “standing by”, waiting for something to happen. A human “statue” that’s only interaction with guests, employees and tenants might be to take a report after something happened. Post 9-11, old style “observe and report” security is gone forever!

Today’s Security Officer has to be significantly more “user friendly”. Officers are now our primary “meet and greet” staff for most facilities. It is almost universal that your security staff gives tenants/clients/guests and business partners their first impressions of how your entire organization operates; and we all know ‘you only get one first impression!’

Today’s and tomorrow’s officers must be computer literate to use interactive visitor management systems, security access systems and a much more sophisticated world of CCTV/DVRS and internet-based applications. They must also be articulate to assist during an EAP drill; give information while checking in guests or announcing visitors to tenants’ phones. These are all important tasks that, if done poorly, impact on that first impression. We are graded daily by their actions. And, as our industry and nation continue

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—Scott Jackson, Vice President, Davis Security Services, Inc.

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to attract individuals from around the globe, reinforcing clear communication is even more essential

Most importantly Security Officers must now have “enhanced” observe and report responsibilities. Thanks to the NYPD’s SHIELD program (a public/private sector security partnership) today’s Security Officers can have training for Terrorism Awareness, Detecting Vehicle-Borne Improvised Explosive Devices and Detecting Hostile Surveillance to name but a few courses. Certainly CPR/AED and First Aid training that many Security Officers now have, allows them to work as a First Responders during incidents.

The image of today’s Security Officer is far different from the one that was the standard twenty years ago. Today’s Security Officer is mission critical to the core structure and operation of any industry!

*John Farrell is Director of Security and Life Safety, SL GREEN Realty Management. He can be reached at: john.farrell@slgreen.com*

## Seven Short Steps to Successful Security Awareness

**By Tracey J. Bray, CFE, CFSA, CFSSP Director, Loss Prevention & Security**

In August 2001 PSECU (Pennsylvania State Employees Credit Union\*) organized a Loss Prevention & Security unit. Within only a few short weeks as the appointed Director of Security, the 9/11 tragedy occurred and our unit was thrown into the spotlight. Among other things, executive management wanted to know what precautions could be implemented, how quickly existing programs could be evaluated, and what recommendations for enhancements would be forthcoming. We succeeded in our challenges and initiated a business-wide culture of

security awareness and loss avoidance by developing Seven Short Steps to Security Awareness. The steps in this process included:

1. Enhance the Security Unit’s understanding of security management and loss prevention through education and certification.
2. Evaluate existing corporate security practices for gaps.
3. Introduce core security concepts to executive management and the Board of Directors.
4. Educate key organizational personnel on security management
  - Create a common language.
  - Identify an interdisciplinary group of stakeholders.
  - Provide an organizational wide tool for measuring risks and controls.
  - Facilitate the enculturation of security.
5. Integrate a participative security philosophy within the organization.
6. Ensure the Board of Directors and executive management receive pertinent activity reports and updates on new initiatives or implementations.
7. Create a framework for assessment and evaluation.

The implementation of a holistic communication model has facilitated concise and frequent dialogue between management and employees, and has proven most effective in achieving the desired security oriented culture. This communication model is further supported through initiatives that include, in part: an annual threats and vulnerabilities presentation with the Board of Directors, published responses to employee security-related concerns by the CEO, on-line employee surveys to identify additional areas of opportunity and

encourage employee engagement, and the dissemination of headline news to reinforce the importance of the controls and procedures in place.

While general employee security awareness in the workforce certainly contributes to the success of the security

**While general employee security awareness in the workforce certainly contributes to the success of the security program, there can be no substitute for enthusiastic top-down support in garnering long-term employee participation.**

program, there can be no substitute for enthusiastic top-down support in garnering long-term employee participation. As this initiative is purely dynamic, we celebrate the fact that continuous improvement is key to its future and development. With due appreciation for the inevitable nature of change, we embrace the opportunity to continuously revisit all seven steps in the process to ensure the program remains robust and pertinent to the risk culture of the credit union.

*Tracey J. Bray, CFE, CFSA, CFSSP is Director, Loss Prevention & Security at PSECU. She can be reached at: tbray@psecu.com*

(\*PSECU also serves hundreds of businesses and organizations across Pennsylvania including students, alumni, faculty and staff of HACC and all schools in the State System of Higher Education.)

*We’d be remiss to not focus on security services management and the perspectives of executives who are immersed in this segment of our industry. They employ the largest numbers and cover the most territory both literally and figuratively. The following several segments encapsulate some of the trends and issues.*

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# Upcoming Challenges and The Next Generation of Security Officers

By Robert J. Tracy  
VP, Summit Security Services, Inc.

This last decade has seen an explosion in integrated security systems that mesh building and protection systems while providing live video streams with sophisticated content and reports in “real time.” However, as the protection industry’s arsenal has improved, so has the battery of tools available to attackers, terrorists and those who intend harm.

Our real experience with terrorism has changed how we deal with incidents that in the past might not have raised an eyebrow. We look to people skilled at harnessing technology (from facial recognition, to motion analytics and beyond) to enhance our efforts in providing safe secure environments for clients and their employees. Fortunately, today, there is a larger pool of security officers who are comfortable using digital products and who are technologically proficient. Their skills were developed in early childhood. As today’s young adults, they transfer those skills into their professional lives.

The next generation of security officers, those entering the field now, probably will not be stymied by digital advances. The goal has to be to meld the human element — the face, the person, the voice of people trained in security procedures along with the most sophisticated data analysis to truly enhance security in coming decades. It also means that trained and capable officers will become more valuable to their employers and the clients served.

Contact information for Robert Tracy,  
VP, Summit Security Services is:  
[RTracy@summitsecurity.com](mailto:RTracy@summitsecurity.com).

# Security Training Evolves To Meet Challenges of New Millennium

By Lawrence Loesch  
NYC Chapter Chairman, ASIS, and  
Vice President/General Manager,  
AlliedBarton Security Services

Today, security officers are often viewed as the first line defense and are trained to meet clients' cultural, site— and industry-specific needs. Working in conjunction with local law enforcement, fire companies and emergency medical responders, well-trained security officers have become an increasingly important part of communities' overall safety and security network. As Charlie Connolly points out elsewhere in this article, 75% of our nation's infrastructure and 80% of our communications systems are already in the hands of the private protection profession, making it essential that these officers have a high level of training and review.

Our officers' emergency preparedness and response training is far more advanced than it was in years past. In the NY metropolitan area, the training curriculum reflects diligent attention to mitigating the increased risks faced by everyone working in high-rise and high-occupancy buildings. With the proper training, security officers can secure a dangerous area, evacuate facilities and coordinate emergency response.

Additionally, security officers play a key role in preventing emergencies and stemming loss by monitoring access, conducting patrols and ensuring that safety and security procedures are followed.

However, there are no standards upon which all constituents have agreed and set mandates. There are still states with no required training/licensing for private security personnel. Even in states where contract officers meet exacting standards, with ongoing training and periodic review, proprietary security personnel may not have to comply with the same mandates.

When responding to corporate RFPs, contractors are agreeing to accomplish specific tasks, conduct training in specified ways, and meet defined job/post parameters. There are usually criteria for how protection services will be measured. Site-specific training will be extensive and officers will have to demonstrate their ability to perform myriad tasks. From a national perspective, we may need to focus on certain added aspects of training in one region that do not have application everywhere. In the Rocky Mountain States it would be advisable to have officers pass off-road driving courses and always have training in treating hypothermia. Flood and hurricane response training might apply to officers working in areas prone to those types of disasters.

**Security officers play a key role in preventing emergencies and stemming loss by monitoring access, conducting patrols and ensuring that safety and security procedures are followed.**

However, across all regions, state lines and across the nation, proprietary and contract forces will better serve the public if we implement basic measurable, testable criteria for officer selection, training and certification. It is the best way for the public to be assured that those providing important protection services have received in-depth training and are being required to demonstrate their ability to perform.

At AlliedBarton Security Services we use eLearning, traditional classroom

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# Person of the Year

## Anthony Bergamo

### Vice Chairman of MB Real Estate

Anthony Bergamo, Vice Chairman of MB Real Estate, is the Founder and Chairman of the Federal Law Enforcement Foundation. He has broad experience as a CEO, Operating Officer and Director of public and private companies. Mr. Bergamo also has a proud history of public service as an Independent Fiduciary for the Federal District Court, as a Commissioner of the New York State Commission for Sentencing Reform, as a member of the New York State Judicial Screening Committee, First Department, and as a member of the board of directors of the New York City Off-Track Betting Corporation.

Additionally, Mr. Bergamo serves as Chief Executive Officer of Niagara Falls Redevelopment, LLC, and was previously the Managing Director of the Milstein Hotel Group. Mr. Bergamo is a Director of Dime Community Bancorp, a publicly traded bank with \$3.8 billion in assets. He has been a Director since 1995 and a Trustee since 1986.

Mr. Bergamo earned a BS in history from Temple University, and a JD from New York Law School. He is admitted to practice in New York, New Jersey, Federal District Court, US Court of Appeals and the US Supreme Court.

In addition to his many business activities, Anthony Bergamo is Founder and Chairman of the Federal Law Enforcement Foundation. Established in 1988, this qualified charitable Foundation was originally formed to provide financial support to the families of law enforcement officers killed in action, and those agents and their families suffering from serious illness or recovering from natural disasters. The Foundation has raised millions of dollars to fund numerous programs including: Fed Kids Daycare; Inner-City Drug Reduction; FBI Summer Camp for Inner-City Youths; NYPD Vest Fund; CEO Day; PBA Widows and Children Fund; DEA Widows and Children Fund; PAL Financial Assistance; Foreign law enforcement programs; a substantial Scholarship Program; and Heroes' Night.

The members of the New York City Chapter of ASIS recognize and appreciate Anthony Bergamo's considerate on-going efforts for the wellbeing of the entire law enforcement community and their families. We are extremely honored to have him as our Person of The Year.



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# **The 2009 New York City Chapter Eugene J. Casey CPP Award for Distinguished Chapter Service**



## **Bernard M. Jacobs CPP**

Managing Director of Integrated Security Consortium (ISC) Bernard M. Jacobs retired as a Detective First Grade from the New York City Police Department with over 30 years experience. He headed the NYPD Transit Bureau Crime Prevention and Assets Protection program for over 20 years.

Bernie is a founding member and chairman of the Professional Crime Prevention Association in New York City. He served as First Vice President to the New York State Crime Prevention Coalition and holds their Crime Prevention Professional certification.

Bernie chairs the Exhibitor Relations Committee for ASIS NYC Chapter's annual SECURITY SOLUTIONS seminar and trade show programs and coordinates with NYPD to enhance opportunities for current officers to learn more about ASIS NYC Chapter and enhance initiatives for law enforcement-private security partnerships.

Bernie has done graduate work in security management and asset protection at New York Institute of Technology and holds a BA from New York University in Security Management. He is also a Certified Protection Professional, (CPP) holding the highest recognized credential from ASIS International.

"We are pleased to present Bernie with the Eugene Casey Award. His consistent, significant contributions to our annual SECURITY SOLUTIONS Seminar and Trade Show programs have enhanced success year after year. We applaud the opportunity to recognize Bernie with this special award," said Larry Loesch, ASIS NYC Chapter Chairman.



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# Speakers' Biographies



**Vin Cookingham, Ph.D.** is Senior VP & Chief Security Officer, Royal Bank of Scotland Commodities and responsible for management/prevention of international anti money laundering. He was Corporate Security Director, American Stock Exchange and Deputy Director, NASD & NASDAQ and has taught at colleges and universities. Vin holds a Ph.D. in business with an Accounting MBA, M.A. in criminal justice and B.S. in forensic science. He is veteran of the U.S. Marine Corps and a former NYPD officer holding the Department Medal of Valor. [vincent.cookingham@rbssempra.com](mailto:vincent.cookingham@rbssempra.com)



**Mario J. Doyle, CPP**, is Vice President of INTEGRATAS Security Corporation (formerly BuidingStar), a full service security and building services provider for the tri-state area. Mario is former Chapter Chairman for ASIS LI Chapter and has been active in the law enforcement community for more than a decade as a champion of public-private partnerships. He serves as the Regional Vice President for ASIS International and also currently chairs the ALDONYS - Security Guard Committee. [mduoyle@integratas.com](mailto:mduoyle@integratas.com)



**Steven Harper** is VP and CSO for the Safety & Site Management Department of the 92-acre Hugh L. Carey Battery Park City Authority, an organization he joined in 1982. Steven also authored and won a grant from the Ford Foundation, for the Minority Development Assistance Program (MPAD), which he administered. He holds a Masters in Urban Planning from Michigan State University, is a CPP and ASIS NYC Chapter member. Steven was recognized by ASIS International as one of the 12 "Outstanding CPP" of the year. [Steven.harper@batteryparkcity.org](mailto:Steven.harper@batteryparkcity.org).



**Edward Levy** is the Director of Security for the Empire State Building. He is a retired Lieutenant Colonel from the US Army and a graduate of the FBI National Academy. Ed was an Assistant Professor at the United States Military Academy at West Point, NY and also served as Global Director of Security at Pfizer and Security Director for CIT. [el Levy@esbnyc.com](mailto:el Levy@esbnyc.com)



**Martin J. Schmidt** is EVP at Information Defense Corporation. He has 25+ years experience delivering global infrastructure and information security solutions in large and SME environments. Marty currently assists organizations addressing key issues surrounding intellectual property theft and protecting electronic business assets. Marty is a member of the NY Secret Service Electronic Crimes Task Force. He can be reached at: [mschmidt@defend-info.com](mailto:mschmidt@defend-info.com).



**Richard Widup** is a Senior Director within the Corporate Security team at Purdue Pharma L.P. Before joining Purdue, Rich was Director, Americas Region for Pfizer Global Security with Western Hemisphere responsibility for brand protection, including the counterfeiting, tampering, theft or diversion of Pfizer products. At Purdue he is responsible for brand-protection related matters as well. He is also a Certified Fraud Examiner. Rich was a special agent with the FDA Office of Criminal Investigations focusing on counterfeiting, product diversion and product tampering. He is also an ASIS International Council member. He can be reached at: [Richard.widup@pharma.com](mailto:Richard.widup@pharma.com)

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Exhibitor	Booth	Exhibitor	Booth
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HID Global	207	Unitex Direct	335-434
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I.D. Sales & Associates	227-326	VidSys	511

## **3VR Security, Inc., Booth 107**

Address: 475 Brannan St., Suite 430  
San Francisco, CA 94107  
Phone: (415) 495-5790

Contact Name: Whitney Glockner  
Contact E-mail: info@3vr.com  
Website: www.3vr.com

Description: 3VR Security is the global leader in Intelligent Surveillance and Search (ISS) – a faster, more reliable, and less expensive way to fight crime, ensure people's safety, and improve customer service and business efficiency. 3VR manufactures and develops hybrid DVR/NVRs, video analytics, and specialized integrations for video surveillance.

## **A**

### **Access Management Solutions**

#### **Booth 433**

Address: 4636 Grant Ave  
Philadelphia, PA 19114  
Phone: (215) 637-0705

Fax: (215) 637-0706

Contact Name: Bill Campbell

Contact E-mail: bcampbell22esu@comcast.net

Website: www.accessmgtisol.com

Description: Manufacture representative for Designed Security Inc. Optical turnstiles, anti-tailgate, door management alarms full height mechanical turnstiles, customization of most products to meet architectural design

### **ADT Advanced Integration**

#### **Booth 407, 409**

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

Phone: (212) 481-7421

Fax: (212) 481-7423

Contact Name: Ryan Pryor

Contact E-mail: rpryor@1sst.com

Website: www.adtcommercialolutions.com

Description: ADT Advanced Integration focuses on the integration and engineering of end-to-end solutions for today's most complex security challenges. We develop and establish total security management plans utilizing advanced technology in IP-based access control, intrusion detection, digital video surveillance and perimeter detection solutions- helping you become more efficient, effective and secure.

### **AFI Security Training Institute**

#### **Booth 306**

Address: 212 Durham Ave  
Metuchen, NJ 08840

Phone: (732) 321-3700

Contact Name: Fern Abbott

Contact E-mail: fabbott@AFItraining.com

Website: www.AFItraining.com

Description: Just about any school can teach you to be a security officer, but in order to get or maintain your NY or NJ state certification, you need training from a state certified instructor. AFI's instructors are state certified, with combined experience in both corporate security & law enforcement to provide the highest quality of training at affordable rates.

### **Aggleton & Associates, Booth 503**

Address: 505 White Plains Road, Suite 204,  
Tarrytown, NY 10591  
Phone: (914) 524-4110

Fax: (914) 524-4115

Contact Name: Dave Aggleton

Contact E-mail: dave.aggleton@aggleton.com

Website: www.aggleton.com

Description: A&A is a security consulting firm specializing in the analysis of security needs and in the development of operational and technology solutions. Industries served: highrise offices, data centers, education, utilities, transportation, public buildings, pharmaceuticals, healthcare, residential and hospitality/retail. We are independent - our only allegiance is to our clients.

### **Aiphone Corporation , Booth 330**

Address: 1700 130th Ave NE

Bellevue, WA 98005

Phone: 800-692-0200

FAX: 425-455-0071

Contact Name: Tari Armenta

Contact E-mail: tari@aiphone.com

Website: www.aiphone.com

Description: Aiphone's intercom systems range from simple audio two-station door answering systems to sophisticated video systems, along with microprocessor-based commercial systems and multi-tenant residential systems. They can be found in homes, school, banks, parking garages, hospitals, manufacturing, and warehouse facilities. Whatever the application, Aiphone has a product to fit your needs.

### **Allied Barton Security Services**

#### **Booth 305, 404**

Address: 330 West 34th Street, 18th Floor

New York, New York 10001

Phone: (212) 481-5777

Fax: (212) 689-7521

Contact Name: Stephen Sacchetti

Contact E-mail:

stephen.sacchetti@alliedbarton.com

Website: www.alliedbarton.com

Description: For more than 50 years, AlliedBarton has been the premier provider of security officer solutions. The value we provide is our ability to deliver responsive services at the local level with the benefit of our national support network. This comprehensive Local Response/National Support approach is what distinguishes Allied-Barton in the security services industry.

### **Altronix Corp, Booth 319, 418**

Address: 140 58th Street

Brooklyn, NY 11220

Phone: (718) 567-8181

Fax: (718) 567-9056

Contact Name: Frank Owen

Contact E-mail: fowen@altronix.com

Website: www.altronix.com

Description: Altronix is a leading manufacturer of low voltage electronics for the Security, Fire, CCTV & Access markets. Products include: Power Supply/Chargers, Power over the Ethernet, UTP Transceiver Hubs, Surveillance UPS, Panic Hardware Device Controllers, Access Controllers, NAC Extenders, Timers, Relays,

Enclosures & Transformers. Custom designed/manufactured electronics to meet your specification.

### **AMAG Technology, Inc., Booth 406**

Address: 20701 Manhattan Place

Torrance, CA 90501

Phone: (800) 889-9138

Fax: (310) 834-0685

Contact Name: Steve Davis

Contact E-mail: stephen.davis@amag.com

Website: www.amag.com

Description: AMAG Technology offers intelligent networked solutions scaled to manage security management challenges from small, remote facilities to multi-national organizations located around the globe. AMAG's SMS' can be custom designed to provide a synergistic solution with any combination of access control, digital video, identity management, alarm monitoring, intrusion, and visitor management.

### **American Military University, Booth 534**

Address: 10110 Battleview Parkway Suite 114

Manassas, VA 20109

Phone: (304) 919-9051

Contact Name: Tim Hardiman

Contact E-mail: thardiman@apus.edu

Website: www.amuonline.com

Description: AMU is a 100% online regionally and nationally accredited university. We offer over 70 Degree Programs conferring Associates, Baccalaureate and Master Degrees. AMU is convenient and affordable.

### **ASIS Academic Programs in Colleges and Universities Council, Booth 338**

Address: 1625 Prince Street,

Alexandria, VA 22314

Phone: (703) 519-6200

Fax: (703) 519-6299

Contact Name: Jeffrey P. Grossmann, JD

Contact E-mail: grossmaj@stjohn.edu

Website: www.asisonline.org/councils

Description: The Academic Programs in Colleges & Universities Council promotes and assists in the development of security education programs at academic institutions, ASIS student membership, and security career programs. More specifically, the Council takes an active role in establishing academic criteria for the next generation of security professionals.

### **ASIS Commercial Real Estate Council, Booth 235**

Address: 1625 Prince Street

Alexandria, VA 22314-2818

Phone: (703) 519.6200

Fax: (703) 519.6299

Contact Name: Timothy M. O'Brien, CPP

Contact E-mail: intelfirm@aol.com

Website: www.asisonline.org

Description: The Council provides a credible and progressive source of information and leadership regarding security, life safety and emergency preparedness issues affecting the commercial real estate industry.

## **ASIS Crime and Loss Prevention Council Booth 239**

Address: 1625 Prince Street  
Arlington, VA  
Phone: 201-532-6057  
Contact Name: John O'Rourke, CPP  
Contact E-mail: JOR10362@aol.com  
Website: <http://www.asisonline.org/councils/CRIM.xml>  
Description: Crime and Loss Prevention Council of ASIS International.

## **ASIS Crisis Management & Business Continuity Council, Booth 538**

Address: 1625 Prince Street  
Alexandria, VA 22314  
Phone: (914) 771-9739  
Fax: (914) 771-9808  
Contact Name: Allan Schwartz, CPP  
Contact E-mail: safetrak3@aol.com  
Website: [www.ASISonline.org](http://www.ASISonline.org), see Council listing  
Description: The council's mission: to promote and educate business and industry on strategic crisis management and business continuity concepts, and tactical incident response and business recovery operations. This includes understating of the four underpinning phases of emergency management: prevention, preparedness, response and recovery. We host council-sponsored educational workshops and facilitating public-private partnerships with homeland security related agencies.

## **ASIS Fire and Life Safety Council Booth 439**

Address: 16 Penn Plaza Suite 1570  
New York, NY 10001  
Phone: (212) 268-4555  
Contact Name: Jerry Heying, CPP  
Contact E-mail: [jerry@academyofsecurity.org](mailto:jerry@academyofsecurity.org)  
Website: <http://www.asisonline.org/councils/FIRE.xml>  
Description: The F&LSC coordinates with ASIS headquarters, provides education to the membership on fire and life safety issues, OSHA, and other regulatory institutions. The council works closely with all other councils and all fire and life safety organizations throughout the world. Contact Jerry Heying, CPP, Co-Vice Chair for more information.

## **ASIS International, Booth 431-530**

Address: 1625 Prince Street  
Alexandria, VA 22314  
Phone: (703) 519-6200  
Fax: (703) 519-6299  
Contact Name: Stephanie Muckler  
Contact E-mail: [stephanie.muckler@asisonline.org](mailto:stephanie.muckler@asisonline.org)  
Website: [www.asisonline.org](http://www.asisonline.org)  
Description: ASIS International (ASIS), founded in 1955, is the preeminent organization for security management professionals, with more than 37,000 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 NYC Chapter, Booth 405, 504**

Address: P.O.B. 1514, Wall Street Station  
New York, NY  
Contact E-mail: [info@asisnyc.org](mailto:info@asisnyc.org)  
Website: [www.asisnyc.org](http://www.asisnyc.org)  
Description: The NYC Chapter of ASIS International has approximately 1600 members, making it among the largest in all of ASIS. Our membership represents the entire spectrum of security professionals, with security contractors and practitioners from the NY metropolitan area. It's a forum that brings together security professionals, including many Fortune 500 companies and the providers of security services, as well as Federal, State and local law enforcement, to further their common goals and to share experiences and best practices.

## **ASIS Private Security Services Council Booth 334**

Address: 1625 Prince Street  
Alexandria, VA 22314  
Phone: (703) 519-6200  
Fax: (703) 519-6299  
Contact Name: Gary H. Kuty  
Contact E-mail: [gary@kutyassociates.com](mailto:gary@kutyassociates.com)  
Website: [www.asisonline.org/councils/](http://www.asisonline.org/councils/)  
Description: The Private Security Services Council represents the private security industry interests within ASIS International.

## **ASSA ABLOY, Booth 517, 519**

Address: 100 Sargent Drive  
New Haven, CT 06511  
Phone: (203) 562-2151  
Contact Name: Bob Gwinnell  
Contact E-mail: [rgwinnell@assaabloydss.com](mailto:rgwinnell@assaabloydss.com)  
Website: [www.assaabloydss.com](http://www.assaabloydss.com)  
Description: ASSA ABLOY, global leader in door opening solutions, is dedicated to satisfying end-user needs for security, safety and convenience. ASSA ABLOY group companies include many of the notable hardware manufacturers including, Sargent, Corbin Russwin and Yale for locking hardware, HES for electric strikes and Securitron for mag locks and power supplies.

## **ASTIC Signals Defenses, LLC, Booth 133**

Address: 1 Easter Court, Suite E  
Owings Mills, MD 21117  
Phone: (410) 902-0356  
Fax: (410) 902-9609  
Contact Name: Chris Biddix  
Contact E-mail: [contactus@astic.com](mailto:contactus@astic.com)  
Website: [www.astic.com](http://www.astic.com)  
Description: Signals Defenses®, a Security Company whose products are designed to mitigate a wireless networks range to the perimeter of the building. The weakest point of a building is the windows. Additionally, our patented SD technology helps prevent both Radio Frequency Flood Attacks and Denial of Service (DoS) for organizations that process sensitive, classified, or financial information for clients.

## **Automatic Systems, Booth 424**

Address: 8 Haven Avenue  
Port Washington, NY 11050  
Phone: (877) 944-9498

Fax: (516) 767-3446  
Contact Name: Edie Alexander  
Contact E-mail: [ealexander@automatic-systems.com](mailto:ealexander@automatic-systems.com)  
Website: [www.automatic-systems.com](http://www.automatic-systems.com)  
Description: Automatic Systems has over 40 years of experience, leading the way in perimeter access control equipment around the world. Working in close partnership with our thousands of high profile customers we deliver flawless performance, security and superior design.

## **Avante International Technology, Inc. Booth 118**

Address: 70 Washington Rd.  
Princeton Junction, NJ 08550  
Phone: (609) 799-8896  
Contact Name: Cynthia Chu  
Contact E-mail: [cchu@avantetech.com](mailto:cchu@avantetech.com)  
Website: [www.avantetech.com](http://www.avantetech.com)  
Description: AVANTE offers an extensive array of patented RFID technologies for personnel and asset visibility in real time to within a few feet. We provide integrated web-based solutions for access control, integration with biometrics and CCTV, emergency evacuation management, shrinkage control, executive protection, IP protection and much more. Challenge Us!

## **Aventura Technologies, Booth 113, 212**

Address: 180 Adams Ave.  
Hauppauge, NY 11788  
Phone: (631) 300-4000  
Contact Name: Amanda McDonald  
Contact E-mail: [Amcdonald@ati247.com](mailto:Amcdonald@ati247.com)  
Website: [www.aventuratechnologies.com](http://www.aventuratechnologies.com)  
Description: Aventura Technologies, Inc. is an industry leading designer, developer and manufacturer of IP and analog, enterprise-level CCTV, DVR and NVR systems including; intelligent video analytics, security cameras, fiber, UTP accessories, hardware and software peripheral solutions for business, gaming and government.

## **Axis Communications, Booth 112**

Address: 100 Apollo Drive  
Chelmsford, MA 01824  
Phone: 978-614-2000  
Fax: 978-614-2100  
Contact Name: Donna-Sue Miller  
Contact E-mail: [dmiller@axis.com](mailto:dmiller@axis.com)  
Website: [www.axis.com](http://www.axis.com)  
Description: Axis, an IT company offering network video solutions for professional installations, is the global market leader in network video, driving the ongoing shift from analog to digital video surveillance. Axis products and solutions, based on innovative, open technology platforms, focus on security surveillance and remote monitoring. Axis operates worldwide with partners in more than 70 countries.

## **B**

### **BH Security, Booth 535**

Address: 10 Progress St. Union, NJ 07083  
Phone: (908) 277-0070  
Contact Name: Kevin Oliver  
Contact E-mail: [koliver@bhsecurityonline.com](mailto:koliver@bhsecurityonline.com)  
Website: [www.bhsecurityonline.com](http://www.bhsecurityonline.com)

Description: BH Security has been a leader in life safety and security since 1979, providing fire, CCTV, intrusion, access control and intercom services, fire and security solutions, including security cameras, intercom directories, gate controls, fire detection, intrusion detection and card access control. We provide peace of mind with staff on-call 24/7 for our customers' life safety and security needs.

## **Bowles Corporate Services Booth 123, 222**

Address: 555 Eighth Ave  
New York, NY 10018  
Phone: (212) 629-9201  
Fax: (206) 339-3884

Contact Name: Gary Slodowski  
Contact E-mail: gslodowski@bcs.ws  
Website: www.bcs.ws

Description: Metropolitan NYC based Security firm that has been providing uniformed security officer services for since 1992, with offices in NYC, LI, NJ, PA, DE, MD, FL and Europe.

## **BrickHouse Security, Booth 531, 533**

Address: 980 Avenue of the Americas  
New York, NY 10018  
Phone: (800) 654-7966

Contact Name: Lydia  
Contact E-mail: lleavitt@brickhousesecurity.com  
Website: www.brickhousesecurity.com

Description: BrickHouse Security provides security and surveillance products to consumers and businesses including roughly half of the Fortune 500, and more than 500 local and national government agencies such as the NYPD and the FBI. We offer a wide range of leading-edge safety, protection, and counter-surveillance products to help our customers protect what they care about most.

## **C**

### **California University of PA, Booth 435**

Address: 135 Technology Drive  
Canonsburg, PA 15317  
Phone: (724) 597-7400  
Fax: (724) 597-7402

Contact Name: Charles P. Nemeth JD, PhD, LLM  
Contact E-mail: Nemeth@calu.edu  
Website: www.calu.edu/go

Description: California University of Pennsylvania, Middle States Accredited, 157 years young, part of the Pennsylvania State System of Higher Education, is proud to offer ONLINE undergraduate and graduate programs in Legal Studies. The M.S. in Legal Studies includes tracks in Law & Public Policy, Criminal Justice and Homeland Security. VA approved!

### **Canon USA, Booth 213, 312**

Address: One Canon Plaza, Lake Success, New York 11706  
Phone: (516) 328-5000  
Fax: (516) 328-5079

Contact Name: Brian Fishler  
Contact E-mail: bfishler@cusa.canon.com  
Website: http://www.usa.canon.com

Description: Canon offers a comprehensive line of IP Security Cameras, From our ultra wide angle lens on the VB-C300, to our best in class

40x Optical Zoom found on our VB-C60 PTZ camera. Our latest addition, the VB-C500VD Vandal Dome is equipped with a multi-directional shock absorption system. We also feature monitoring & recording software, domes and housings are also available.

### **Celayix Software, Booth 114**

Address: 400 - 1090 West Pender Street  
Vancouver, BC V6E2N7  
Phone: (888) 591-5558  
Fax: (888) 591-5559

Contact Name: Annie Brunton  
Contact E-mail: a.brunton@celayix.com  
Website: www.celayix.com

Description: Celayix Software is a premier provider of Employee Scheduling and Workforce Management Solutions. With an industry leading product portfolio, we empower a wide variety security companies all over North America. Please contact us and learn how we can decrease your labor costs, increase productivity, and improve both employee and customer satisfaction. Please visit our website for more details.

### **Compensation Guidance Services Booth 507**

Address: 5308 New Utrecht Ave.  
Brooklyn, NY 11219  
Phone: (718) 871-5044

Fax: (718) 871-7891  
Contact Name: Aaron Silber  
Contact E-mail: aaron@compensationguidance.com

Website: www.compensationguidance.com  
Description: Our firm offer a Workers Compensation Insurance Recovery Program. We will reduce current and past policy premiums and facilitate refunds to your company for what you have been overcharged, currently and retroactive. We only get compensated a percentage of what we recover. If we do not recover there are no fees.

### **Cross Match Technologies, Inc. Booth 423, 522**

Address: 3950 RCA Blvd., Suite 5001  
Palm Beach Gardens, FL 33410  
Phone: (561) 622-1650  
Fax: (561) 622-9938

Contact Name: Scott Clinton  
Contact E-mail: scott.clinton@crossmatch.com  
Website: www.crossmatch.com

Description: Cross Match Technologies, Inc. is a provider of biometric identity management systems, applications and enabling technologies to governments, law enforcement agencies and businesses around the world. Offerings include fingerprint and palm scanners, facial recognition systems, biometric software, iris scanning technology, document readers, and related services.

## **D**

### **Data Management Inc, Booth 425**

Address: 537 New Britain Avenue  
Farmington, CT 06034  
Phone: (800) 243-1969  
Fax: (800) 428-1951

Contact Name: Kim Isabelle  
Contact E-mail: kisabelle@datamanager.com

Website: www.visitorpassolutions.com

Description: Visitor Pass Solutions (by Data Management, Inc.) are a line of expiring visitor passes for both manual and computer printed visitor management systems, providing three key components of access control: visitor sign-in, identification, and tracking. These solutions are trusted by schools, hospitals, businesses, and government facilities worldwide.

### **Dave Charles, Booth 410**

Address: 1212 Pittsford-Victor Road  
Pittsford, NY 14534  
Phone: (610) 256-4255

Contact Name: Dave Charles  
Contact E-mail: dcharles@lenel.com  
Website: www.lenel.com

Description: OnGuard's Total Security Knowledge Management Solutions seamlessly integrate synergistic technologies. OnGuard offers advanced access control, alarm monitoring, digital video, intrusion detection, asset tracking, information security integration, credential production, and employee and visitor management functionality. Individual application modules are available as stand-alone systems or can be deployed in any combination to deliver a single, seamlessly integrated solution.

### **DMP, Booth 209**

Address: 2500 N Partnership Blvd  
Springfield, MO 65803  
Phone: (800) 641-4282  
Fax: (800) 743-5725

Contact Name: John Luzzo  
Contact E-mail: info@dmp.com  
Website: www.dmp.com

Description: DMP is a privately held independent manufacturer of innovative intrusion, fire, access control, network and cellular communication products that are designed and made in the United States of America. DMP is the recognized leader in alarm communication over data networks, with products that are available through professional electronic security companies.

## **E**

### **EasyLobby, Booth 310**

Address: 35 Highland Circle  
Needham, MA 02494  
Phone: (781) 455-8558  
Fax: (781) 455-6766

Contact Name: Howard Marson  
Contact E-mail: sales@easylobby.com  
Website: www.easylobby.com

Description: EasyLobby provides the industry's most affordable, feature-rich, and easy to use Visitor Management solutions. EasyLobby SVM™ (Secure Visitor Management) automates the entire process of registering a visitor and printing a badge. We allow you to accurately capture detailed visitor information in seconds without typing. Register for a free online demo.

### **Elmridge Protection Products, LLC Booth 332**

Address: 6615 W. Boynton Beach Blvd., #320,  
Boynton Beach, FL 33437  
Phone: (561) 244-8337  
Fax: (561) 244-8339

Contact Name: Ira Gurvitch  
Contact E-mail: info@elmrIDGEprotection.com  
Website: www.elmrIDGEprotection.com  
Description: The iEvac Fire Escape Hood is the first smoke escape device Certified to the new American Standard, ANSI/ISEA-110. It has also been Designated as an Anti-Terrorism technology by the U.S. Department of Homeland Security, Office of the Safety Act.

## F

### **F.M. Valenti, Booth 309, 311**

Address: 5 Bourbon St.  
Peabody, MA 01960  
Phone: (978) 536-2666  
Fax: (978) 536-2065  
Contact Name: Sean Valenti  
Contact E-mail: sean@fmvalenti.com  
Website: www.fmvalenti.com  
Description: F.M. Valenti, Inc.: We Represent Quality. FMV has been the leading Manufactures' Representative Company serving the Northeast Security & Professional Audio Visual Markets for 43 years. Our 12 person staff is here to support your efforts in the field. Lines include Arecont, Exacq, IDenticard, IFS, RGB, Samsung, Stentofon and Winsted.

### **FBI - Federal Bureau of Investigation Booth 539**

Address: 26 Federal Plaza  
New York, NY 10278  
Phone: (212) 384-8341  
Contact Name: Scott L. Kerns  
Contact E-mail: NYRECRUITING@IC.FBI.GOV  
Website: w.fbijobs.gov  
Description: The Federal Bureau of Investigation (FBI) is a law enforcement and domestic intelligence agency charged with protecting and defending the United States against terrorist and foreign intelligence threats; upholding and enforcing the criminal laws of the United States; and providing leadership and criminal justice services to federal, state, municipal, and international agencies and partners.

## G

### **Genetec, Booth 411**

Address: 2280 Alfred-Nobel  
St-Laurent, Qc H4S 2A4  
Phone: (514) 332-4000  
Fax: (514) 332-1692  
Contact Name: Erica Deri  
Contact E-mail: ederi@genetec.com  
Website: www.genetec.com  
Description: Genetec is a pioneer in the physical security and public safety industry and a global provider of world-class IP video surveillance, access control and license plate recognition (LPR) solutions. With sales offices and partnerships around the world, Genetec caters to markets such as transportation, education, retail, gaming, government and more.

### **Global Elite Group/ Global Security Associates, Booth 210**

Address: 825 East Gate Blvd. Suite 301  
Garden City, NY 11530  
Phone: (516) 414-0487  
Fax: (516) 414-0488

Contact Name: William McGuire  
Contact E-mail: wmcguire@globaleliteinc.com  
Website: www.globaleliteinc.com  
Description: The Global Elite Group and Global Security Associates is best known as a high-end boutique security firm serving the New York market. With operations across the United States we stand ready to serve your security needs. Please visit us online to learn more.

### **Global Rescue LLC, Booth 231**

Address: 115 Broad Street, Ste 350  
Boston, MA 02110  
Phone: (800) 381-9754  
Fax: (617) 507-1050  
Contact Name: Martha Williams  
Contact E-mail: mwilliams@globalrescue.com  
Website: www.globalrescue.com  
Description: Global Rescue is the premier provider of medical, security, advisory and evacuation services worldwide. If you become ill or injured while traveling and require inpatient hospitalization, Global Rescue will come get you, by any means necessary and evacuate you to your home country hospital of choice. Field Rescue teams deploy worldwide to the most remote regions.

### **Gotham Shredders & Binding Inc Booth 131**

Address: 120 S. Main St. Suite B  
Phillipsburg, NJ 08865  
Phone: (866)869-6851  
Contact Name: Jack Preiss  
Contact E-mail: jackp@gothamshredbind.com  
Website: www.gothamshredbind.com  
Description: Gotham specializes in data security and contaminated mail isolation systems

### **Guardscreen, Booth 306**

Address: 4244 Brainy Boro Station  
Metuchen, NJ 08840  
Phone: (732) 549-7078  
Fax: (732) 494-5083  
Contact Name: Fern Abbott  
Contact E-mail: fabbott@guardscreen.com  
Website: www.guardscreen.com  
Description: Guardscreen maintains a comprehensive registry of security officers' employment histories, which provides a single point of contact for prospective employers requiring timely verification and exchange of accurate information. Guardscreen's registry of security officers' employment histories ensures the integrity and accuracy of information exchanged, as well as reducing the administrative and cost burdens for all program participants.

### **Guardsmark, LLC, Booth 208**

Address: 15 West 44th Street, 4th Fl.  
New York, NY 10036  
Phone: (212) 221-1000  
Fax: (212) 221-3221  
Contact Name: Scott Coburn  
Contact E-mail: Coburnscottj@guardsmark.com  
Website: www.Guardsmark.com  
Description: Guardsmark protects the security and safety of hundreds of thousands in a wide range of industries and settings, from corporate headquarters and high-technology facilities to

manufacturing plants, research and development centers, banks, office buildings, hospitals and foundations. Guardsmark serves over 400 cities with more than 150 offices throughout the United States, Canada, Puerto Rico and the United Kingdom.

## H

### **Henry Brothers Electronics Booth 413, 512**

Address: 17-01 Pollitt Drive  
Fair Lawn, NJ 07410  
Phone: (201) 794-6500  
Fax: (201) 794-8341  
Contact Name: BethAnn Iapicco  
Contact E-mail: biapicco@hbe-inc.com  
Website: www.hbe-inc.com  
Description: Henry Bros. Electronics, an established player in electronic physical security, specializes in integrated security systems and emergency preparedness. HBE provides products and services to customers nationwide. Customers include transit authorities, seaports, airports, universities, office-buildings, hospitals and airlines. The company's operations are based around four primary business units: Security Integration; Emergency Preparedness; Mobile Digital Recording, and Airlorlite Communications

### **HID Global, Booth 207**

Address: 15370 Barranca Parkway  
Irvine, CA 92618  
Phone: (979) 686-5183  
Fax: (978) 685-0813  
Contact Name: Jim Rawlinson  
Contact E-mail: jrawlinson@hidglobal.com  
Website: www.hidglobal.com  
Description: HID Global is the trusted source for secure identity solutions for millions of customers around the world. Recognized for innovation, quality and partnerships with industry leaders, HID Global is the supplier of choice for OEMs, distributors, system integrators and application developers. HID Global is an ASSA ABLOY Group brand.

### **Hill & Smith, Inc. Perimeter Solutions Booth 106**

Address: 1000 Buckeye Park Road  
Columbus, OH 43207  
Phone: (508) 344.2323  
Contact Name: Andrew Knott  
Contact E-mail: andrew.knott@hillandsmith.com  
Website: www.hsperimetersolutions.com  
Description: Hill & Smith Inc. Perimeter Solutions are a market leading company, manufacturing high performance fencing products to suit every application. A start-to-finish package with on-site manufacturing, galvanizing and a state-of-the art powder coating plant on one site, plus a team of skilled and experienced professionals whose attention to detail, quality and service is unrivalled in the industry.

## I

### **I.D. Sales & Associates, Inc Booth 227, 326**

Address: 88 Sunnyside Boulevard Suite 308,  
Plainview, NY 11803

Phone: (516) 349 8881  
Fax: (516) 349 8816  
Contact Name: Ivan Fried  
Contact E-mail: ivan@idsalesreps.com  
Website: www.idsalesreps.com  
Description: Manufacturers Representative firm covering the New York and New Jersey marketplace. We specialize in analog and I.P. network video applications. Representing: Azalea Networks, wireless mesh solutions DNF Security, servers and ISCSI storage EverFocus Electronics Fujinon optics Hudson Video, LCD display solutions NVT/Network Video Technologies ONSSI, I.P. video management software Scallop Imaging 180 degree Megapixel solution SONY Security Systems Products

#### **Idesco, Booth 313, 412**

Address: 37 West 26th Street  
New York, NY 10010  
Phone: (212) 889-2530  
Fax: (212) 889-7033  
Contact Name: Scott Etess  
Contact E-mail: sales@idesco.com  
Website: www.idesco.com  
Description: Security Systems Integration -- Digital ID Badging systems - ID Printers; ID Badging Software; Badging Supplies; Access Control -IP network ready solutions; Biometrics; Turnstiles, Digital Video Surveillance, IP Cameras; video analytics; Remote Access Visitor Management, Integration Design, Service and Support

#### **IndigoVision, Booth 104**

Address: 29-A Mayfield Avenue  
Raritan Center Business Park, Edison, NJ 08837  
Phone: (908) 315-0288  
Fax: 908) 822-0031  
Contact Name: Tully Rubin  
Contact E-mail: .rubin@indigovision.com  
Website: www.indigovision.com  
Description: IndigoVision is a leading manufacturer of complete end-to-end IP video security solutions in airports, city centres, retail, ports, mines, road and rail systems, education, banking, casinos, prisons, government and the military. These enterprise-class systems improve operational efficiency, enhance public safety and enable timely emergency response. Indigo-Vision has sites including rail networks, banks, airports, casinos, and Olympic Games.

#### **Integrated Security-HG, Booth 108**

Address: One Greentree Centre, Ste 201  
Marlton, NJ 08053  
Phone: (732) 506-9300  
Fax: (932) 506-9301  
Contact Name: Jim Tapp  
Contact E-mail: JTapp@integratedsecurity-hg.com  
Website: www.integratedsecurity-hg.com  
Description: Integrated Security-HG (ISHG) is first and foremost a trusted advisor to our clients. We are the eastern region's leading Electronic Security Integrator. We are an SBE/Veteran Owned company. With an emphasis on regulated environments, we focus on the IT-centric requirements of these deployments.  
www.integratedsecurity-hg.com

#### **Intelemed Marketing Inc., Booth 110**

Address: 25 Waterview Dr.  
Ossining, NY 10562  
Phone: (914) 944-0104  
Fax: (914) 944-0105  
Contact Name: Fred Posner  
Contact E-mail: fposner1@optonline.net  
Website: www.Intelemed.com  
Description: Manufactures Representative, over 35 years cctv, alarm and security design and sales. Presenting Avigilon MegaPixel Cameras and VMS, Veracity IP accessory product as well as the new storage medium ColdStore, and lastly Premier Wireless for IP/Ethernet interconnections capability.

#### **IPVideo Corporation, Booth 327, 426**

Address: 1490 North Clinton Avenue  
Bay Shore, NY 11706  
Phone: (631) 969-2601  
Contact Name: David Antar  
Contact E-mail: David@IPVideoCorp.com  
Website: www.IPVideoCorp.com  
Description: IPVideo Corporation manufactures the network based DynaView VMS (video management) and DynaView PSIM C2S (command and control) products for the physical security market. IPVideo's products enable business, government and educational institutions to identify, prioritize and respond to all levels of security incidents.

#### **J**

#### **John Jay College of Criminal Justice, Booth 438**

#### **Jolly Technologies, Booth 510**

Address: 195 Glenn Way, Suite 200  
San Carlos, CA 94070  
Phone: (650) 594-5955  
Fax: (650) 989-2145  
Contact Name: Kurt Bell  
Contact E-mail: kurt.bell@jollytech.com  
Website: www.jollytech.com  
Description: Jolly Technologies, founded in 2000, develops and distributes a suite of secure identification software products, including Lobby Track, the World's most powerful visitor management software and ID Flow, the America's #1 selling ID card software. The menu driven interface make Jolly's products the easiest to learn and use.

#### **K**

#### **KapLogic Corporation, Booth 509**

Address: 6731 S. Franklin St  
Centennial, CO 80122  
Phone: (720) 283-7501  
Contact Name: Dick Beard  
Contact E-mail: dickb@kaplogic.com  
Website: www.kaplogic.com  
Description: Developer of the Aegis Advanced Graphical Integration Software (PSIM)

#### **Keyscan Inc., Booth 308**

Address: 901 Burns Street East  
Whitby, Ontario L1N 6A6  
Phone: (888) 539-7226  
Fax: (905) 430-7275  
Contact Name: Jenny Dick

Contact E-mail: jennyd@keyscan.ca  
Website: www.keyscan.ca  
Description: Keyscan Inc. is a leading manufacturer of premium electronic access control systems for the security market. From a 2 door to a 200 plus door system Keyscan access control is designed for total scalability, flexibility and reliability. Keyscan delivers the most advanced product features and innovations in the access control industry.

#### **L**

#### **Langbaum Associates / Pelco Booth 317, 416**

Address: 950 Route 45  
Pomona, NY 10970  
Phone: (845) 362-1141  
Contact Name: Arthur Langbaum  
Contact E-mail: alangbaum@ilasales.com  
Website: http://www.ilasales.com/  
Description: Manufacturer's Representative

#### **LCA Sales Company, Booth 117, 216**

Address: 5 Skyline Drive  
Hawthorne, NY 10532  
Phone: (800) 522-7377  
Fax: (800) 933-4789  
Contact Name: Joel Schwartz  
Contact E-mail: joel@lcasales.com  
Website: www.lcasales.com  
Description: LCA Sales is one of the leading Manufacturer's 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.

#### **Logical Decisions Inc, Booth 217, 316**

Address: 2020 N. Sherwood Forest Drive  
Baton Rouge, Louisiana 70815  
Phone: (800) 676-5537  
Fax: (800) 676-5535  
Contact Name: Patricia Krake  
Contact E-mail: patty@ldi.com  
Website: WWW.LDI.COM  
Description: Logical Decisions Inc is a design/engineering company specializing in gate systems. Crash gates for special applications, DOT/DOS tested and some computer certified. Our lift and turn operator is ideal for high end residential where function, dependability and appearance are required. If your CEO needs a secure gate let us help you through the design and manufacture process.

#### **M**

#### **Michael Stapleton Associates, Booth 408**

Address: 9 Murray Street, 2nd Floor  
New York, NY 10007  
Phone: (212) 509-1336  
Fax: (212) 509-1372  
Contact Name: Keith Mulcahy  
Contact E-mail: keithmulcahy@mikestapleton.com  
Website: www.mikestapleton.com  
Description: MSA provides high-level perimeter security for public and private entities. MSA services protect against explosive devices,

WMD agents, and potential high-risk intruders. Staff is comprised of veteran members of law enforcement, military, and business communities with specialized experience in, explosives detection, counterterrorism, emergency services, special event security, and personal protection.

## **Morse Watchmans Inc., Booth 505**

Address: 2 Morse Road  
Oxford, CT 06478  
Phone: (203) 264-4949  
Fax: (203) 264-8367  
Contact Name: Mary Ellen Orsini  
Contact E-mail:  
maryellen@morsewatchman.com  
Website: www.morsewatchman.com  
Description: Morse Watchman is a Connecticut based manufacturer of markey leading Security Management Products. The KeyWatcher is key control at it's finest, while the PowerCheck has proven to be one of the most durable, flexible guard tour systems on the market today.

## **Murdoch Security & Investigations Booth 527**

Address: 2777 Summer Street  
Stamford, CT 06905  
Phone: (203) 355-3330  
Fax: (203) 355-3333  
Contact Name: William C. Vassell  
Contact E-mail: WCVCS@AOL.com  
Website: www.SecurityServices.com  
Description: For more than 10 years, Murdoch Security & Investigations has provided security consulting uniformed protection, executive protection and investigative services throughout New York and Connecticut. The hands-on management team delivers custom security solutions, drawing from more than 100 years of combined experience.

## **N**

### **NAVCO Security Systems, Booth 233**

Address: 300 Corporate Court  
South Plainfield, NJ 07080  
Phone: (908) 753-7706  
Fax: (908) 753-7899  
Contact Name: Matt Blachford  
Contact E-mail: mblachford@navco.com  
Website: www.navco.com  
Description: NAVCO is the largest privately held national system integrator in North America. We are experts in providing electronic security and networking communications solutions for a wide range of industries efficiently and effectively throughout our system of offices. We bring the best product, software, application knowledge, service and support together to create solutions engineered for a fast-moving converging world.

### **New York State Police Wards Island Booth 526**

Address: Wards Island  
New York, NY 10035  
Phone: (917) 492-7126  
Fax: (917) 492-7159  
Contact Name: Troopers Edwin Herrera and Al Vasquez  
Contact E-mail: NYCRecruit@troopers.state.ny.us

Website: www.troopers.state.ny.us  
Description: The New York State Police offers a rewarding and challenging career with numerous opportunities for assignment to specialized services, such as counter-terrorism, drug enforcement, evidence tech, scuba, k-9, mobile response, and school resource officer. The NYSPP provides police services on a statewide basis through preventive patrol, investigating crimes, enforcing traffic laws, and responding to emergencies and disasters.

### **Niscayah, Booth 331, 430**

Address: 10-09 49th Avenue  
Long Island City, NY 11101  
Phone: (718) 937-0500  
Fax: (718) 937-0597  
Contact Name: Raymond Dean  
Contact E-mail: Ray.Dean@Niscayah.US  
Website: http://www.niscayah.us  
Description: Niscayah is one of the largest Security Systems Integrators in the world, specializing in the design, installation, and support of technology-based solutions. Customer service is the cornerstone of our business model; our customers tend to be large organizations with complex security challenges and varied operating environments. We are committed to generating strategic and creative solutions that allow our clients to achieve their security objectives.

### **NYPD Cadet Corps, Booth 238**

Address: 235 East 20th Street, Room 740  
New York, NY 10003  
Phone: (212) 477-9218  
Contact Name: Angela Ho  
Contact E-mail: angela.ho@nypd.org  
Website: www.nypdcadets.com  
Description: The Police Cadet Corps is an excellent opportunity to explore a career in police work as a part-time civilian employee while completing a four year degree. Financial benefits of the program include tuition assistance of up to \$20,000. Cadets would work in Department facilities in flexible locations.

### **NYPD Crime Prevention Section Booth 139**

Address: 34 1/2 East 12 Street  
New York, NY 10003  
Phone: (212) 614-6741  
Fax: (212) 614-67346  
Contact Name: Sgt Stephen Carolan  
Contact E-mail: stephen.carolan@nypd.org  
Website: www.nypd.org  
Description: The Crime Prevention Section's mission is to provide crime prevention services and programs, including but not limited to conducting security surveys, lectures, administration of crime reduction programs, etc. These free services not only reduce crime but also reduce the fear and perception of crime by making the citizens and businesses a part of the solution.

### **NYS Dept of State Division of Licensing Services, Booth 134**

Address: 80 South Swan Street; AES0B  
PO Box 22001, Albany, NY 12201

Phone: (518) 473-2728  
Fax: (518) 408-2251  
Contact Name: Michael Elmendorf,  
Chief Investigator  
Contact E-mail:  
usichael.Elmendorf@dos.state.ny.us  
Website: www.dos.state.ny.us  
Description: The Department of State has statutory authority for the licensing and regulation of various occupations, including private investigators and security guard companies. Persons or businesses licensed by the Department of State are subject to statutes and regulations designed to protect the public from untrustworthy or incompetent persons or businesses

## **O**

### **On-net Surveillance Systems, Inc. Booth 105, 204**

Address: One Blue Hill Plaza , 7th Floor,  
Pearl River, NY 10965  
Phone: (845) 732-7900  
Contact Name: Adam Messina  
Contact E-mail: amessina@onssi.com  
Website: www.onssi.com  
Description: With core competencies rooted in both the IT and professional security markets, OnSSI's IP video management solutions deliver substantial value to thousands of installations globally, in public safety, government, enterprise, industrial, and educational settings.

## **P**

### **Pace University, Booth 525**

Address: 861 Bedford Road  
Pleasantville, NY 10570  
Phone: (914) 773-3814  
Fax: (914) 989-8356  
Contact Name: Joseph Ryan, Ph.D  
Contact E-mail: jryan@pace.edu  
Website: www.pace.edu/homelandsecurity  
Description: For more than 100 years, Pace University has been preparing leaders in their fields by providing an education that combines exceptional academics with professional experience. A private metropolitan university, with locations in New York City and Westchester, Pace enrolls approximately 13,500 students in bachelor's, master's, and doctoral programs.

### **Parabit Systems Inc., Booth 132**

Address: 35 Debevoise Avenue  
Roosevelt, NY 11575,  
Phone: (516) 378-4800  
Fax: (516) 378-2055  
Contact Name: Sales  
Contact E-mail: sales@parabit.com  
Description: Parabit is a provider of Kiosks, Digital Signage, ATM Access Control Systems, Surveillance and Telecommunications Equipment, Displays and Enclosures as well as Integration, Installation, Remote and On-Site Services.

### **Pentagon Force Protection Agency Booth 135**

Address: 9000 Defense Pentagon  
Arlington, VA 20301  
Phone: (703) 697-4151  
Fax: (703) 681-3822

Contact Name: Mike Massarotti  
Contact E-mail: michael.massarotti@pfpa.mil  
Website: www.pfpa.mil  
Description: We are a civilian defense agency comprised of security professionals who provide a variety of security services to protect the world's largest low rising office building and its' 25,000 occupants. We accomplish this by using highly trained and dedicated police officers, state of the art equipment & technology, and effective partnerships with other public safety agencies.

## **PowerDsine, Booth 230**

Address: 534 Broadhollow Road, Suite 350  
Melville, NY 11747  
Phone: (631) 756-4680  
Contact Name: Stu Cohen  
Contact E-mail: stucohen@microsemi.com  
Website: www.microsemi.com/powerdsine  
Description: PowerDsine® Power over Ethernet midspans from Microsemi enable delivery of up to 60 watts of clean, reliable power to network security cameras, IP phones, wireless LAN and WiMAX access points, thin client computers, and other Ethernet devices using existing CAT-5, CAT-5E, and CAT-6 network infrastructures.

## **S**

## **Salient Systems, Booth 111**

Address: 10801 N. Mo Pac Expy., Building 3,  
Suite 700, Austin, TX 78759  
Phone: (512) 617-4800  
Contact Name: Meredith Oakes  
Contact E-mail: meredith.oakes@salientsys.com  
Website: www.salientsys.com  
Description: Salient Systems' CompleteView™ is the premiere application software for IP and analog video management. Salient's advanced software suite provides enterprise-level video management which is scalable and easily adaptable. Salient Systems also offers a full line of hybrid network video surveillance platforms built for the rigors of continuous duty operations.

## **Schneider Electric, Booth 417, 516**

Address: 210 Meadowlands Parkway  
Secaucus, NJ 07094  
Phone: (201) 348-9240  
Fax: (201) 348-9530  
Contact Name: Bob DeSimone  
Contact E-mail:  
bob.desimone@buildings.schneider-electric.com  
Website: www.schneider-electric.com/buildings  
Description: Schneider Electric is the leading buildings solution company in the world. We specialize in security, building automation, lighting control & energy savings.

## **SecureUSA, Booth 138**

Address: 4250 Keith Bridge Rd  
Cumming, GA 30041  
Phone: (770) 205-0789  
Contact Name: Aaron Ling  
Contact E-mail: aaron.ling@secureusa.net  
Website: www.secureusa.net  
Description: SecureUSA is a leading perimeter security solutions provider offering Turn-Key solutions from our offices in NY/NJ and GA.

## **SecureWatch24, Booth 419, 518**

Address: One Penn Plaza, Suite 4000  
New York, NY 10119  
Phone: (212) 729-5400  
Fax: (212) 729-5401  
Contact Name: Desmond Smyth,  
President and Founder  
Contact E-mail: info@securewatch24.com  
Website: www.sw24.com  
Description: SW24 specializes in property protection and management...24 hour enterprise class integrated video surveillance, wireless monitoring, and access management. Secure-Watch24, working in partnership with investment property owners and management, installs facility-specific surveillance systems for the purpose of enhancing physical plant security and data accessibility.

## **Securitas Security Services Booth 205, 304**

Address: Two Campus Drive  
Parsippany, NJ 07054  
Phone: (973) 397-6753  
Fax: (973) 397-2491  
Contact Name: Patricia M. Rusak  
Contact E-mail: Patti.Rusak@securitasinc.com  
Website: www.securitasinc.com  
Description: Securitas Security Services USA is a knowledge leader in security. As the nation's leading security provider, Securitas USA and its affiliates offer Security Solutions, including Uniformed Security Officers, Mobile Patrol and Consulting & Investigations. Everywhere from small businesses to large corporations, our 100,000 employees are making a difference.

## **Securitech Group, Booth 323, 422**

Address: 54-45 44th Street, Maspeth, NY 11378  
Phone: (718) 392-9000  
Fax: (718) 392-8944  
Contact Name: Uriah Parker  
Contact E-mail: uparker@securitech.com  
Website: www.securitech.com  
Description: Securitech is a manufacturer of effective and innovative control trim solutions for electric locking. Electrically-released trim works with all types of locks and exit devices with built-in switches for REX, door position, latch position, etc. Securitech also offers code-compliant interlocks and custom design products.

## **Security Director News, Booth 127**

Address: 106 Lafayette Street  
Yarmouth, Maine 04096  
Phone: (207) 846-0600  
Fax: (207) 846-0657  
Contact Name: Tim Purpura  
Contact E-mail:  
tpurpura@securitysystemsnews.com  
Website: www.securitydirectornews.com  
Description: 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 these risks, providing their organizations with sound security solutions. For more information, visit: www.securitydirectornews.com.

## **Service Works, Inc., Booth 125**

Address: 95 Megill Road  
Farmingdale, NJ 07727  
Phone: (732) 919-7900  
Fax: (732) 919-3950  
Contact Name: James G. DeStefano  
Contact E-mail:  
jdestefano@serviceworksinc.com  
Website: www.serviceworksinc.com  
Description: Security Systems Integrator providing Installation and Service of Access Control, CCTV, Alarms, Perimeter Protection and other Physical Security systems.

## **Siedle Security Systems, Booth 102**

Address: 750 Parkway  
Broomall, PA 19008  
Phone: (800) 874-3353  
Fax: (610) 353-9595  
Contact Name: Karl Lamprecht  
Contact E-mail: karl.lamprecht@siedleusa.com  
Website: www.siedleusa.com  
Description: Siedle is a leading communication technology company in the worldwide intercom and access control markets. We provide first rate intercom and access control systems to not only commercial and industrial buildings, but also to the rapidly growing challenges of residential buildings.

## **Spada Uniforms, Booth 508**

Address: 25 West 37Th Street, 2nd Floor  
New York, NY 10018  
Phone: (212) 888-1835  
Fax: (212) 888-1923  
Contact Name: Samuel Mezrahi  
Contact E-mail: sam@spadauniforms.com  
Website: www.spadauniforms.com  
Description: Full service uniform supplier in midtown Manhattan. We provide security (hard/soft look and executive) uniforms, work uniforms and doorman uniforms. Alterations, custom embroideries & screen-printing done on premises. With our walk-in service, friendly staff & attention to detail, we've proven ourselves to be #1 when it comes to style, service & quality.

## **Syska Hennessy Group, Booth 219, 318**

Address: 1515 Broadway  
New York, NY 10036  
Phone: (212) 921-2300  
Fax: (212) 556-3333  
Contact Name: Paul F. Benne  
Contact E-mail: pbenne@syska.com  
Website: www.syska.com  
Description: Syska Hennessy Group is a multi-national engineering firm with offices throughout the US and abroad. Syska's Security Services Team offers a wide range of security consulting and engineering services.

## **T**

## **T3 Motion, Inc., Booth 211**

Address: 2990 Airway Avenue, Bldg A  
Costa Mesa, CA 92626  
Phone: (714) 619-3600  
Fax: (714) 619-3616  
Contact Name: Jeff Smith  
Contact E-mail: sales@t3motion.com

Website: [www.T3Motion.com](http://www.T3Motion.com)

Description: T3 Motion Inc. specializes in cost effective, clean technology vehicle solutions for professional markets including law enforcement, security, retail, government and the military. T3 Motion designs, develops and manufactures professional grade zero gas emission vehicles such as the T3 Series ESV. The T3 is cost effective and produces zero gas emissions.

### **TEAM Software, Booth 513**

Address: 407 S. 27th Ave

Omaha, Nebraska 68131

Phone: (800) 500-4499

Fax: (402) 661-3199

Contact Name: Dan Kusmierski

Contact E-mail: [dank@teamfinancial.com](mailto:dank@teamfinancial.com)

Website: [www.teamfinancial.com](http://www.teamfinancial.com)

Description: TEAM provides software solutions and associated services that streamline operations and administrative processes, saving your staff valuable time and arming your executives with powerful data to make smart business decisions. Our goal is to help your organization increase efficiency and realize more profit. Since we're in business to serve our customers, outstanding customer service is our top priority.

### **TEC Solutions, Booth 226**

### **TimeSight Systems, Booth 523**

Address: 16000 Horizon Way - Suite 800

Mt. Laurel, NJ 08054

Phone: (856) 206-9739

Fax: (856) 206-9738

Contact Name: Mike Gluck

Contact E-mail: [mgluck@timesightsystems.com](mailto:mgluck@timesightsystems.com)

Website: [www.timesightsystems.com](http://www.timesightsystems.com)

Description: TimeSight Systems delivers the next-generation of networked video recording for the exploding video surveillance industry. In a market driven by insatiable demand for high resolution video and longer retention, TimeSight's unique technology offers the highest resolution possible at up to 90% less servers and storage as compared to other systems.

### **Toxin Alerting Building Systems Booth 109**

Address: 65-37 Fresh Meadow Lane

Flushing, NY 11365

Phone: (718) 312-3178

Contact Name: Mark Bimonte

Contact E-mail:

[mbimonte@toxinalertbuildsys.com](mailto:mbimonte@toxinalertbuildsys.com)

Website: [www.toxinalertbuildsys.com](http://www.toxinalertbuildsys.com)

Description: CBRN Protection

### **Tyco Security Products**

#### **Booth 122, 124**

Address: 6 Technology Park Drive

Westford, MA 01886

Phone: (978) 577-4000

Fax: (978) 577-4392

Contact Name: Sherri Goldstein

Contact E-mail: [sgoldstein@tycoint.com](mailto:sgoldstein@tycoint.com)

Website: [www.americandynamics.net](http://www.americandynamics.net),

[www.swhouse.com](http://www.swhouse.com), [www.kantech.com](http://www.kantech.com)

Description: Tyco Security Products is a diversified, global company that provides vital products and services to customers in over 60 countries. Our wide-range of access control, video, and intrusion brands—Software House, American Dynamics, Kantech, CEM Systems, DSC®, Sur-Gard, and Bentel — combine for three decades of delivering innovative technology to customers of all sizes.

## **U**

### **U.S. Coast Guard Auxiliary Units Booth 234**

Address: 2005 East 58 Street

Brooklyn, NY 11234-4103

Phone: (718) 258-7687

Fax: (718) 258-7687

Contact Name: Victor Kleinman

Contact E-mail: [yaw21380@optonline.net](mailto:yaw21380@optonline.net)

Website: [uscgabrooklyn.com](http://uscgabrooklyn.com)

Description: The US Coast Guard Auxiliary is a force multiplier of vetted and trained volunteers devoted to the support of Coast Guard missions and provides a broad inventory of vital skill, assets, and experience.

### **U.S. Postal Inspection Service, Booth 427**

Address: P.O. Box 555

New York, NY 10116-0555

Phone: (212) 330-3350

Fax: (212) 330-2154

Contact Name: Robert Hoffman

Contact E-mail: [rjhoffman@uspis.gov](mailto:rjhoffman@uspis.gov)

Website: [www.uspis.gov](http://www.uspis.gov)

Description: As one of our country's oldest federal law enforcement agencies, founded by Benjamin Franklin, the United States Postal Inspection Service has a long, proud, and successful history of fighting criminals who attack our nation's postal system and misuse it to defraud, endanger, or otherwise threaten the American Public.

### **U.S. Security Associates, Booth 432**

Address: 1400 Broadway Suite 2312

New York, NY 10018

Phone: (212) 867-7500

Fax: (212) 661-2702

Contact Name: Keith I. Oringer

Contact E-mail:

[kioringer@ussecurityassociates.com](mailto:kioringer@ussecurityassociates.com)

Website: [ussecurityassociates.com](http://ussecurityassociates.com)

Description: U.S. Security Associates (USA) is a premier national provider of uniformed contract security services. With leading-edge technology, award-winning training programs and responsive management teams, USA is ISO 9001:2008 nationwide in addition to being SAFETY Act Certified. We are dedicated to superior officer performance and outstanding customer service. Contact us today!

### **Unitex Direct, Inc., Booth 335, 434**

Address: 8226 Goldie Street

Walled Lake, MI 48390

Phone: (800) 682-1606 x 230

Fax: (800) 360-9211

Contact Name: Dan Mendelson

Contact E-mail: [dan@unitexdirect.com](mailto:dan@unitexdirect.com)

Website: [www.unitexdirect.com](http://www.unitexdirect.com)

Description: For 18 years, Unitex Direct, Inc. provides uniform, accessories and equipment for contract and proprietary security across the USA. Create emblems, embroidery and silkscreen and apply quickly to your garment order. Stock programs for rapid delivery.

### **Universal Security Systems**

#### **Booth 223, 225, 322, 324**

Address: 310 Oser Avenue

Hauppauge, NY 11788

Phone: (631) 951-0604

Fax: (631) 951-0717

Contact Name: Edward Newman

Contact E-mail: [newmane@univsystems.com](mailto:newmane@univsystems.com)

Website: [www.univsystems.com](http://www.univsystems.com)

Description: Universal Security Systems designs, installs and services electronic and physical security solutions for commercial, industrial, education, transportation and government clients throughout the Greater New York Metro Area. Our solutions include Access Control, CCTV, Perimeter Intrusion Detection, Vehicle Gates as well as Crash Rated Gates and Fencing.

## **V**

### **VidSys, Booth 511**

Address: 8219 Leesburg Pike, Suite 250

Vienna, VA 22182

Phone: (703) 883-3730

Contact Name: Kelly Fiedler

Contact E-mail: [kfiedler@vidsys.com](mailto:kfiedler@vidsys.com)

Website: [www.vidsys.com](http://www.vidsys.com)

Description: VidSys is the leading provider of Physical Security Information Management (PSIM) software that enables organizations to reduce operational costs and improve situation response times while reducing risks and increasing safety, security, and asset protection.



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instruction and on-the-job training. Then, as a follow-up we complete skill-based testing and regular evaluations to ensure that security officers meet high performance standards. We engage them and prepare them for additional responsibilities and future opportunities.

The partnership between private and public sectors has grown and the bonds have strengthened over the past ten years. We anticipate that these great strides will continue. However, the basic issue of setting a national base-line for security officer assessment, training and licensing must be addressed so we can meet

**The partnership between private and public sectors has grown and the bonds have strengthened over the past ten years. We anticipate that these great strides will continue. We anticipate that these great strides will continue.**

the needs of our complex, multi-dimensional economy and 21st century challenges.

*Lawrence Loesch, NYC Chapter Chairman, ASIS, and Vice President/ General Manager, AlliedBarton Security Services, can be reached at: [larry.loesch@alliedbarton.com](mailto:larry.loesch@alliedbarton.com).*

## Accessible Security

**By Robert S. Tucker  
President T&M Protection Resources**

For companies facing monetary constraints and scaling back on proprietary or contract coverage, an alternative strategy can help improve safety on a smaller budget. Consider working with a contract firm that offers On-Call or Fractional CSO security

programs and has experts in-house, offering a full range of security services and management expertise on an as needed or proactive basis.

On-Call security services can range from emergency preparedness or business continuity planning to explosive detection and executive protection. Services are managed from a single source including security officers available for special assignments or events or for as long as required.

Much like Fractional CFO services, companies may find a Fractional CSO Program useful. A dedicated Chief Security Officer (CSO), knowledgeable about their organization's needs, is

available to manage security issues and respond to crises as they arise. Think of this as similar to fractional ownership or leasing arrangements for corporate aircraft; clients pay for a defined amount of service and avoid long-term overhead.

These approaches represent cost-effective ways for companies to access needed risk mitigation and security services helping them safeguard their business operations and reputations.

*Robert S. Tucker is Chairman and CEO of T&M Protection Resources. He can be reached at: 212-422-0000 or [www.tmprotection.com](http://www.tmprotection.com).*

*And now from people to products...*

## Digital Solutions for Visitor Management

**By John V. Murzycki  
Marketing Director, EasyLobby, Inc.**

Managing visitors has changed

dramatically in the last decade. If an organization is still using a paper book for visitor sign-in, they are missing out on features digital visitor management systems can provide to help enhance facility security.

When persons come into buildings through regular entrances, they can be tracked and recorded. If there are lobby attendants, a digital system can notify them as to who is in the facility and their stated purpose for being on-site. The system can also alert lobby attendants to people attempting to gain access through regular entrances who are not wanted and attendants can take appropriate action.

Ideally, lobby management software integrates with access control systems, so you can provide visitors with proximity access cards at check in. Systems usually scan a license or business card and issue customized visitor ID badges, all within 20 seconds per visitor without typing.

Unlike a paper sign-in book, visitor information can be kept confidential. Management can remotely access this information identifying the individuals visiting who were documented by the system; where and who they are supposed to be visiting and when they are expected to exit.

Also, good visitor management systems allow you to easily design different badges for various categories of visitors, or a different badge look for different days of the week.

So the next time you see an organization using paper sign-in books for guests, suggest that they move into today's method for managing visitors.

*John V. Murzycki is Director of Marketing at EasyLobby, Inc. He can be reached at: [jmurzycki@easylobby.com](mailto:jmurzycki@easylobby.com)*

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# The Future of Security Uniforms

By Dan Mendelson  
President, Unitex Direct, Inc.

What will security uniforms look like in the future? Hard to say, but even in the sci-fi television classic *Star Trek*, image mattered. Captain Kirk, patrolling the universe on the *Enterprise*, always wore a uniform, and was smartly dressed no matter the occasion.

Uniforms are the ultimate communicator of a company's style, advancing brand image and creating a solid impression even before employees speak. Studies support this. According to J.D. Power & Associates, customers prefer doing business with employees in uniform, for they are more confident in the quality of the service received. Uniformed employees, the study also suggests, are more competent, knowledgeable, attentive and courteous than their non-uniformed counterparts. It can be a deciding factor for customers when making purchases.

In the security industry, they also allay fears in times of distress. Image-making marketing tools, their importance in gaining – and keeping a competitive edge should not be overlooked.

What's the right look for your security firm? That depends — the answer has evolved over time. Back in the

'80s, the "soft" look was all the rage, only to pivot back to a "hard" appearance after 9/11. Today, choosing a hard or soft style depends on the job; white collar businesses opt for the blazer and pant 'soft' approach, while high visibility guards who need to convey power and authority adopt the harder look embodied by police uniforms.

The impetus behind private security's hard look dates back to the first police officers, the "Bobbies" of London, who wore a dark blue, paramilitary-style uniform. In 1845, the city of New York established the first official police force in the United States, and it, too, adopted the dark blue uniform in 1853. Others quickly followed.

The look remains, but with modern sensibilities. Gone are the Bobbies' woolen, uncomfortable uniforms. Customers in both private security and law enforcement can now buy pants that stretch and shirts designed to resist stains, in a variety of natural, blended or synthetic fabrications.

What's in store for private security uniforms in the future? The new Patrol Duty Uniform™ by 5.11 may offer clues. Made of 65/35 poly-cotton, and Teflon® treated for stain and soil resistance, the PDU is traditional in appearance with functional features. The manufacture claims the wash and wear fabric won't fade even after 50 washings.

Kirk would be pleased.

*Dan Mendelson is treasurer of the ASIS Detroit Chapter and President of Unitex Direct, a national uniform supplier. He can be reached at 800-682-1606 x 230.*

*20 years ago, security systems with long-range radios as extra back-up signaling devices were "cutting-edge." The radios could literally be sealed into walls, invisible to an intruder, and even if phone lines were cut and power disrupted, an alarm signal would be sent to the monitoring station.*

*Today, it's commonplace to find cellular technology as back-up alarm signaling devices. Apparently, in the coming decades, microprocessor-based wireless transmitting systems may become usual choices for fire detection and monitoring systems as well.*

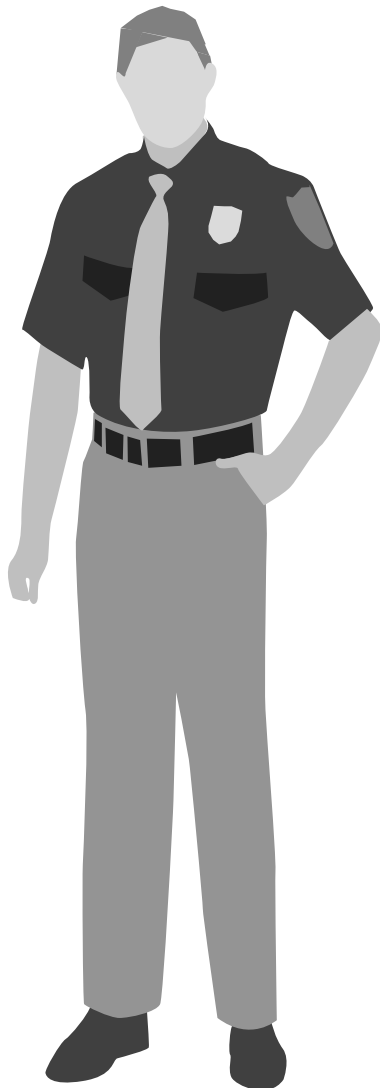
*Why is this of concern to security directors? At one time, fire protection systems were the bailiwick of facilities managers. However, with new FDNY regulations last decade, companies have added the Emergency Action Plan (EAP) Director title along with fire safety director to security directors' job descriptions. So, security directors have become deeply involved in managing fire protection and response equipment.*

*Here are excerpts of emails received from Richard Cantor, President of Amerigard, concerning wireless fire alarm systems:*

*"Wireless fire alarms are uniquely suited for construction sites, landmark buildings, temporary systems, asbestos-laden or hazardous sites, and multiple buildings on a campus where all facilities get monitored from one command center.*

*Here's how they work: each initiating device has a bi-directional radio transceiver, which checks in every 180 seconds broadcasting on four different frequencies. Its test signal is then acknowledged by a repeater which*

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also relays the signal to the control panel. If the device does not receive an acknowledgement it automatically boosts its power and re-transmits over 26 frequencies looking for an alternate signal path. All done automatically, it makes the system self-curative and immune to jamming. The technology is called frequency hopping spread spectrum (FHSS).

Installations of wireless fire alarm systems cost a fraction of hardwired systems. If a hardwire system is \$1,000,000, the work can be done wireless at between \$200,000 and \$400,000, saving 60% or more.

New wireless systems are UL listed and UL listed to the very latest revision, complying with 100% of NFPA 72 requirements. That's never been done before.

All devices have to send supervisory signals in less than 200 seconds. That requirement created two major problems. The first: how do you get up to 1000 devices on a large system sending wireless signals within 200 seconds and not have signal clashes or missed signals? With FHSS, if one frequency gets blocked, all effected devices automatically start broadcasting on 26 different frequencies until they establish a new clear signal path on a new set of 4 frequencies. It takes milliseconds.


The second: how to get every device transmitting a signal every 3 minutes without killing battery life. By using better batteries and putting transmitters to sleep between transmissions, it works! Each control can handle 1024 devices out of the box having them all send supervisory signals within 180 seconds, exceeding NFPA check-in requirements.

Will it be adopted everywhere right away? "...Perhaps not... However, those who doubt the migration will come have only to look at the cell phone explosion. 20 years ago few people had cell phones, now virtually everyone has one. Many other advances are impressive, but for the most part, are evolutionary. An NFPA-compliant wireless fire alarm system is revolutionary!"


*For additional information on wireless fire alarm systems contact Richard Cantor at: [rcantor@amerigard.com](mailto:rcantor@amerigard.com).*

*In keeping with the fire protection theme, here was an interesting paragraph we received about technology that lowers oxygen content in computer rooms to prevent combustion in the first place:*

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## A Different Approach to Fire Prevention for Data Centers and Mission Critical Facilities

By Mel Appelbaum, PhD

Fire suppression and extinguishing systems for computer rooms have changed over the last 20 years. However, they have limitations. When a fire starts, the suppressant that puts out the fire can do as much damage as the blaze itself.

As security directors have been mandated to take on additional responsibilities as fire and life safety directors, the fire protection equipment and related installations that were once relegated to facilities managers are now under security's asset protection umbrella.

There are over 500,000 data centers in place in the USA, which are now the backbone of almost all industrial and commercial operations. The high values inherent in this complex equipment, combined with companies' dependence on computers for continuity of operations, make loss prevention and security a high priority.

The ultimate form of fire protection is prevention. One of the developments in this decade is a patented technology that can be used to keep oxygen levels in data centers below the percentage necessary to support combustion. Thus, the hypoxic (reduced oxygen) environment prevents a fire from starting in the first place. In this case, the technology is a nitrogen-enriching process using regular air and the technology itself is "green."

In rooms that are not used by people on a regular basis, but house equipment accessed only occasionally for maintenance or repair, the reduced oxygen environment provides a new fire prevention tool. (People can survive in this reduced oxygen/nitrogen dominant environment however it is not recommended for long term exposure.) As long as prevention is better than any possible cure, this new fire prevention system may be worth consideration.

*Mel Appelbaum Ph.D. of Resources Worldwide Inc. can be reached at: 908 272 7933 or by email at: MiddieMD@aol.co*

*In this short examination of our theme, some overall perspectives worth your attention...*

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# Reflections on Security's Evolving Role

**By Robert Loudon, Ph.D.,  
Professor of Criminal Justice &  
Homeland Security Studies**

This year's seminar theme, security's evolving role over the past two decades, presents an excellent opportunity for reflection; to look back in order to prepare for the future. I have been a member of ASIS International and the NYC Chapter for just about that same time frame. And, for the two decades before that I was a member of the NYPD. So, I look back on four plus decades to plan ahead. History is a great teacher.

The period covering the past two decades includes, among other things, the vehicle bombing of the WTC in 1993; the Oklahoma City Murrah building bombing in 1995; multiple attacks against US interests around the world in 1996, 1998 and 2000... and, of course, the attacks of September 11, 2001.

Post 9/11 we are at war on multiple fronts; the manner in which the federal, state and local governments monitor, react to and manage threatening events has been drastically transformed; laws, procedures and technology have exponentially revolutionized the way we work.

Yet, a basic description of the protection professional, in the private and the public sector, has not changed: To provide for the protection of assets in the least hostile most cost effective and efficient approach possible.

The old un-attributed quote "All roads lead to Rome" has been replaced by the truism that all roads, seas and airways lead to New York. Protection professionals in NYC, given all that occurs around us and happens to us, and with deference to our protection professional brothers

and sisters around the world, face great challenges, yet invariably rise to the occasion. Although we may never be as insulated as we were twenty years ago, we will innovate and continue to strive in ways that improve and enhance security for tomorrow so we can mitigate threats and address concerns unimagined just a few short years ago.

When I started in policing in 1966 private security was frequently looked down on and viewed with disdain; a function to be tolerated. Today, appropriately, we are recognized as govern-

mental, academic and private sector leaders; working to maximize safety and security and protecting the proverbial bottom line at the same time.

*Robert J. Loudon, Ph.D., is Professor of Criminal Justice & Homeland Security Studies, Georgian Court University, Lakewood, NJ; NYPD Chief Hostage Negotiator (retired). He can be reached at: loudenr@georgian.edu.*

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# Personal Viewpoint on Private Security's Journey the Past Quarter Century.

By Charles P. Connolly

It's been 52 years since I began my career in the public and private protection profession. I have observed during the past 25 years an incremental progression of recognition and partnership between the police and security professions. Then, there was an arms-length relationship between the two protection sectors. Policing authorities considered themselves independent, highly protective of their turf and suspicious of private sector motives and standards of performance. They claimed justification for limited interaction due to an absence of standards and licensing, skepticism regarding the quality of security personnel and their training. Essentially, there was failure to recognize security's contribution to the public welfare.

That was then; it is no longer the case now. The process of cooperation and recognition, while not perfect, has vastly improved particularly in the United States and increasingly so in Europe and other parts of the world. Why the sea of change? Perceptions among law enforcement practitioners have changed. The crossover of second careers toward private security, an industry that dwarfs public protection by 2-3 times, enhanced a better understanding of what private security does and can do to keep this nation safe.

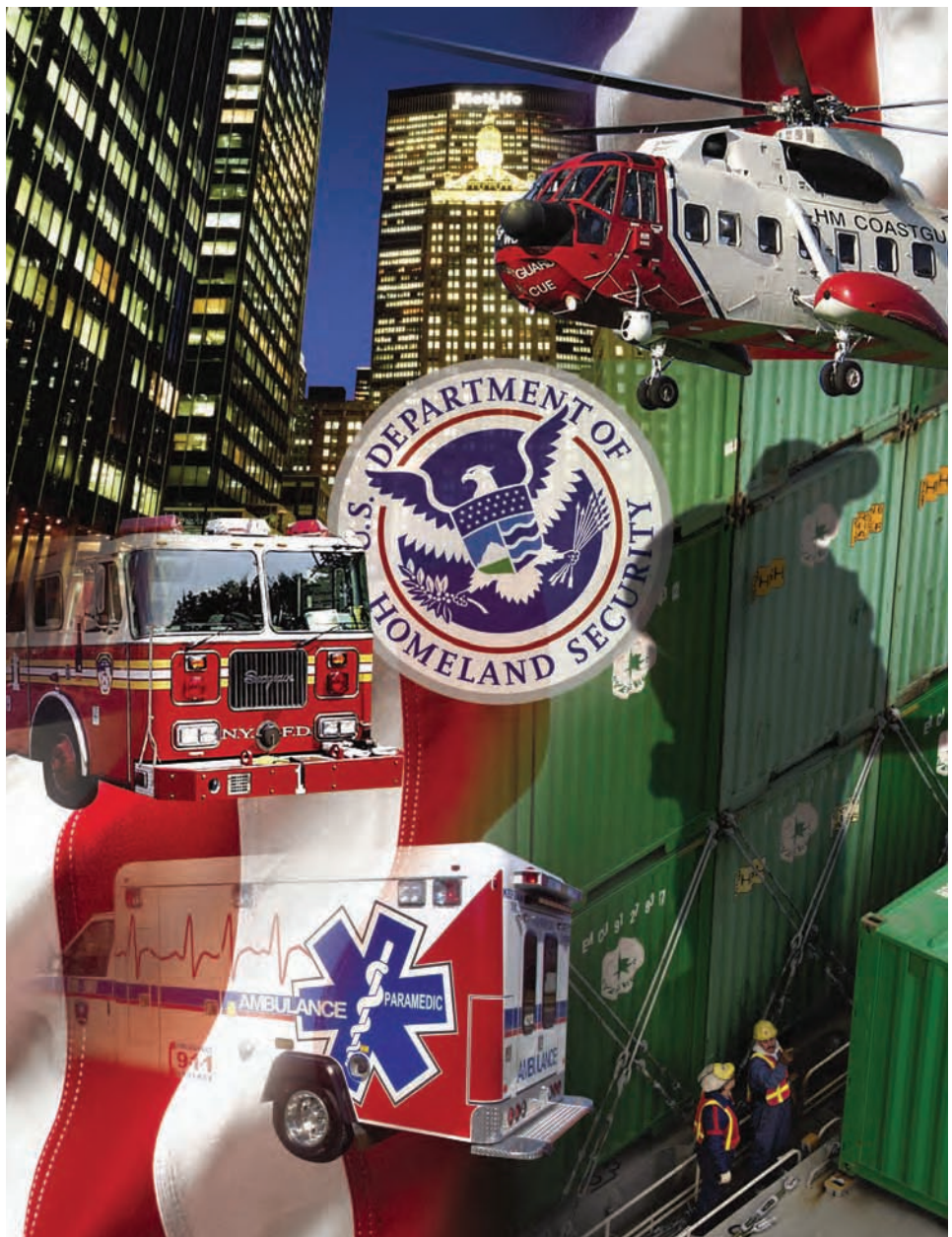
Complementing any crossover has been the emergence of a cadre of smart non-law enforcement security careerists joining the industry. Despite a decade in decreases in some crime statistics, the emerging challenge

of terrorism has led police officials to recognize that they will not possess sufficient resources to respond to the needs of the general population, much less many segments of commerce, education, recreation, gated communities, etc. 75% of our nation's infrastructure and 80% of our communications systems are already in the hands of the private protection profession. Privatized asset protection will continue to increase as policing is forced to be more selective in its enforcement profile. As someone who travels between the public and private protection sectors, I've witnessed the melding of a greater

understanding of the need for a mutual partnership pact, and this will continue.

I suspect the future will be a vision of increasing interactions, if we are to safeguard our economic and personal well being. Private security will continue to hold the larger zone given its size, improved technology and constrained governmental budgets. We'll see greater emphasis on introducing non-sworn personnel into policing: civilian analysts, private sector expert witnesses in highly technical criminal proceedings, etc. We've already seen the value of

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adding private expertise in the FBI and other large policing organizations.

In terms of real cooperation, particularly in the global arena and in some domestic urban regions, there will be an increased quality in the "intelligence" exchanges among police agencies and corporate security. As I indicated: what was then 25 years ago is no longer NOW!

*Charles Connolly is currently doing consulting work and can be reached at: [cpretnypd@aol.com](mailto:cpretnypd@aol.com).*

*And, finally another interesting perspective looking forward:*

## Security Over the Next 20 Years

**By Dr. Kevin C. Daly  
CEO of Maxxess Systems Inc.**

Germany unites; Drexel fails; Mandela freed; Exxon indicted; Hubble launched; Windows 3.0 released; Gulf War begins; World Wide Web kicked off; US President Breaks his "no new taxes" pledge. All of these things happened in 1990 – twenty years ago this year. At the time, WTC stood for Western Texas College; the foreign troops in Afghanistan were Russian; people communicated by telephone; health care was "only" 11% of the US GDP.

What would we have forecasted for the next 20 years in Security at the time?

What should we forecast today for

the next 20 years in Security?

Here goes . . .

1. Security will become more personal, more coherent, more immediate;
2. Security will focus on the most valuable assets – people and information;
3. Security will be ubiquitous;
4. Security will lose much of its identity – it will simply be a part of everything we do;
5. Speaking of identity, credentials will be digital, unified and, of course, biometric – standalone passports, driver licenses, access badges, insurance cards, boarding passes, etc. will be a thing of the past
6. Security of IP, by IP and for IP will be the norm;
7. Video will be everywhere – video intelligence will move to the sources;
8. Mobile, mobile – all will be mobile;
9. Public/private and national/international borders will blur;
10. Privacy will continuously battle with convenience and utility – and will usually lose;

This will not come about as the result of a seismic shift, but as the result of a constant pressure to accept that security is not just a part of what we do – but a part of who we are.

*Kevin C. Daly, PhD., is CEO of Maxxess Systems Inc. in Anaheim CA. He can be reached at: [kdaly@maxxess-systems.com](mailto:kdaly@maxxess-systems.com)*



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# People in the News

Sheriff Leo McGuire

Two-term Bergen County, NJ Sheriff Leo McGuire has been named to National Sheriff's Assoc (NSA) Homeland Security and Congressional Affairs Committees in Alexandria VA. McGuire has 25 years LE experience and was in the US Army MP as well.

John C. Regan, CPP

In December 2009, John C. Regan, CPP, was promoted to Director of Security & Investigations for the NYC Department of Transportation's Bureau of Parking. He has been with DOT for 6 years and previously served as Deputy Director of Security & Investigations.

Peter Herkenham, CPP

Peter Herkenham, CPP, has recently been appointed as Security Director for Knickerbocker Village Houses on the Lower East Side of Manhattan. Prior, Peter was Chief of Security for Stuyvesant Town and served as Operations Manager at Columbia University's Department of Public Safety.

Fern Abbott

Fern Abbott, director of AFI Security Training Institute, was invited to address the NJ State Police Private Detective Unit as part of their upcoming class for SORA (Security Officer Registration Act) instructors. Her seg-

ment is titled: "How To Be An Effective Instructor." Of 350 current NJ-certified instructors she is the only civilian selected to lead a portion of this class. Fern also coordinates exhibitor information for the ASIS NYC Chapter Trade Show.

Suzanne Levy, Esq. and Sean Pepper

Stephen Braswell, Public Relations Director for Interfor, Inc. announced the addition of two new members to their organization: Suzanne Levy, Esq., joins

Interfor as the Director of Special Projects and Sean Pepper, joins Interfor as an Investigator.

Victor Stevens, CPP, PSP

Victor Stevens announced that he recently passed the ASIS Physical Security Professional (PSP) examination and met all requirements for the PSP designation. He earned his CPP credential in 2004 and currently serves as Assistant Security Director at Brooklyn College of The City University of New York.

## Congratulations to new members of ASIS NYC Chapter

Ronald Adams	Michael Grady
Raymond Barrett	Jeannine Jennette
Scott Berlin	David Kelly
Gene Borelli	Peter Kulok
Jeremy Brecher	Gregg Lockhart
Mark Campbell	Joseph Orrico
Rafael Cartagena	Victor Placente
Felix Cassas	Michael Sweeney
Stephen Davis	Joseph Tuccio
Richard Errico	John Vidalis
Scott Flaum	Troy Williams

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# Hail to the Expo Chief!

There are few names synonymous with ASIS NYC Chapter's annual trade show program other than Ray Dean, our Show Chairman. He's the man at the forefront of the program and the face and voice we associate with its continuing success over 20 years.

From the first meeting that Bob Disney (then chapter chairman) called together in 1991, in a basement meeting room at Rockefeller Center -we were challenged to create something extraordinary! The goals were to provide security industry suppliers with a chance to show their newest products and services in the metropolitan area while delivering an informative program for security professionals from throughout the region who were invited to attend.

At first, Ray Dean and Bob Diamond co-chaired this annual program. Then, when Bob retired, the entire operation fell to Ray. And, rain or shine, good economy or not-so-good, Ray has delivered a product that rivals national shows! Under Ray's direction, a volunteer force creates a memorable event each year. And it is this seminar and trade show program that has become one of the hallmarks of our Chapter and our Chapter's success.

A twentieth anniversary means that a few gray hairs have shown up but the dynamics and the intensity of show doesn't falter or diminish. We congratulate Ray Dean on delivering on the promise every year and masterminding what has become a unique regional event that is anticipated by thousands of attendees from the northeast through the Atlantic States to Florida. We honor our SECURITY SOLUTIONS Show Chairman, Ray Dean!



# Celebrating 20 Years!





# CALL FOR NOMINATIONS



The W.H. Brownyard Meritorious Award is the most distinguished award in the security guard industry and is presented annually to an individual whose heroic or meritorious action in the face of adversity represents the best attributes of a security officer.

Created by Brownyard Group founder, William H. Brownyard, in 1987, this year's award is sponsored by ASIS International and will be presented on October 14, 2010 at the ASIS Annual Seminar and Exhibits conference in Dallas, Texas.

## HOW TO NOMINATE

Visit [www.BROWNYARD.COM/AWARD](http://www.BROWNYARD.COM/AWARD) to nominate an individual who you believe has shown heroism or service that demonstrates the best attributes of a security guard. The deadline for nominations is July 31, 2010.

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## **The Members of the ASIS Long Island Chapter Salute the NYC ASIS Chapter**

**2010 Person of the Year  
Anthony Bergamo  
and  
Eugene Casey Award  
Bernard M. Jacobs**

**We congratulate  
your Board of Officers  
for a job well-done**

**Chapter 033  
Arthur B. Colwin Jr.,  
*Chairman***



## INDEX TO ADVERTISERS

The ASIS New York City Chapter thanks the following companies and organizations for their support to the chapter through advertising in this special 20th Anniversary issue of *Security Director*.

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## Calendar of Events

### **Friday, May 2010 - Chapter Luncheon**

Location: Rosie O'Grady's, Manhattan NYSpeaker: Preet Bharara, US Attorney Southern District of NY  
Time: Noon to 2:00 PM  
Cost: \$65.00 per person –pay at: [www.asisnyc.org](http://www.asisnyc.org)

### **Monday, June 7, 2010 –**

#### **ANNUAL ASIS NYC CHAPTER GOLF OUTING**

Location: The Village Club of Sands Point  
Thayer Lane  
Sands Point, Long Island, NY 11050  
Golf Club Phone: 516-944-7400  
Time: 10:30 AM to 9:00 PM  
(Includes full lunch BBQ Buffet and 5-9 PM Cocktails and Dinner)  
Cost: \$250.00 per person.  
(To sponsor a hole on the course: \$250).  
Reservations are on a first come-first paid basis.  
Dinner only: \$50.00  
To Reserve: Contact Bob Ildefonso at: 718-875-8114 or e-mail: [bobildefonso@msn.com](mailto:bobildefonso@msn.com)

### **Thursday, September 15 2010 –**

#### **2nd ANNUAL LUNCHEON CRUISE MEETING**

Location: Leaving from Chelsea Piers,  
Pier # 62 on SPIRIT Cruise Lines  
Manhattan  
We sail the Hudson River to lower Manhattan,  
Statue of Liberty and Ellis Island  
Time: 11:30 AM to 2:00 PM  
Boarding: 11:30 Departure: Noon  
Cost: \$65.00 per person.  
Reserve and pay at website: ([www.asisnyc.org](http://www.asisnyc.org))  
beginning September 1, 2010

#### **FALL EDUCATIONAL EVENT:**

ASIS NYC Chapter will host an educational program in October featuring nationally recognized panelists. More details about this inaugural event will be made available in the next months.

This is part of our Chapter Chairman's educational initiative and continuing educational credits can be earned by attending. The session will provide critical information to assist our membership as they meet security industry challenges this year and next.

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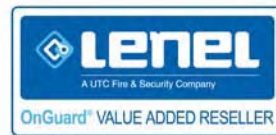
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