
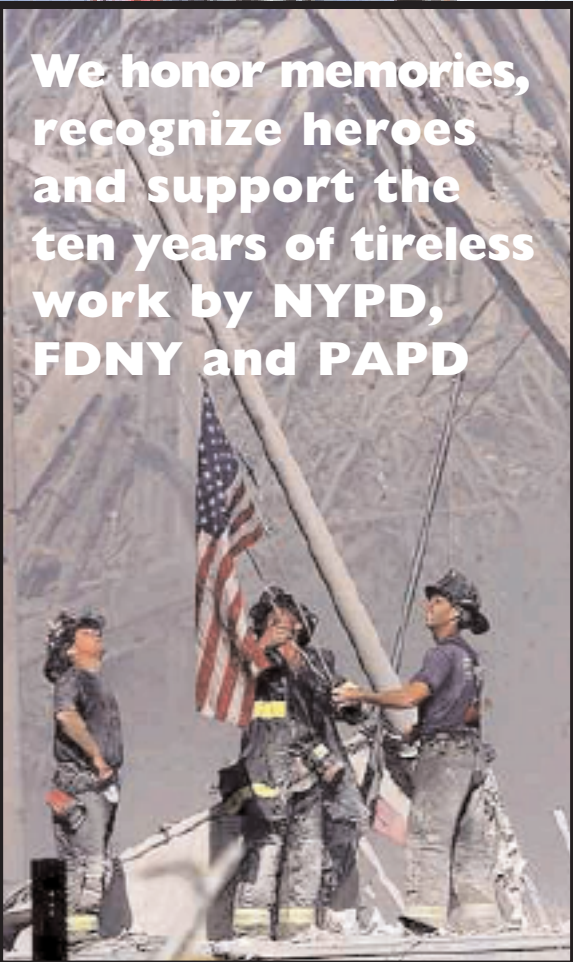


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Deutsche Bank  
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Chairman@asisnyc.org

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George Anderson  
NYPD Police Academy  
(212) 477-9727  
George.Anderson@nypd.org

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Craig Schwab, CPP  
AlliedBarton Security Services  
212-328-0211  
craig.schwab@alliedbarton.com

### Secretary

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

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Lawrence F. Loesch, CPP  
AlliedBarton Security Services  
212-328-0126  
larry.loesch@alliedbarton.com

Raymond L. Dean, CPP  
Niscayah Inc.  
718-937-0500  
ray.dean@niscayah.us

Robert Ildefonso  
718-916-9872  
bobildefonso@msn.com

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

Donald J. McGuire, CPP  
914-329-1412  
mcghome1@comcast.net

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

John C. O'Reilly, CPP  
917-882-4548  
rdny1077@gmail.com

Charles L. Scholl, CPP  
Professional Security Guard Academy  
845-825-9905  
prosecguardacademy@yahoo.com

Joseph A. Spillane, CPP  
914-771-9134

### Sergeant at Arms

Kenneth McGuire  
Michael Stapleton Associates  
201-407-0154  
kmcguire@mikestapleton.com

### Luncheon Reservations

Richard Lieberman  
WW Grainger  
917-921-6300  
rlieberman6@nyc.rr.com

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### CPP Continuing Education

Craig Schwab, CPP  
AlliedBarton Security Services  
212-328-0211  
craig.schwab@alliedbarton.com

### Law Enforcement Liaison

Patrick E. Kelleher  
917-855-6876  
ret1dc@yahoo.com

### Chip Smith

Bank of New York Mellon  
(212) 298-1322  
chip.smith@bnymellon.com

### Legislative Council Rep.

Michael McCann  
McCann Protective Services  
212-277-9623  
mccann@mccannprotectiveservices.com

### Program Chairs/Committee

Donald J. McGuire, CPP  
914-329-1412  
mcghome1@comcast.net

### Keith Mulcahy

Michael Stapleton Associates  
212-509-1336 x 235  
keithmulcahy@mikestapleton.com

Kenneth McGuire  
Michael Stapleton Associates  
201-407-0154  
kmcguire@mikestapleton.com

Don Francisco  
Advanced Electronic Solutions, Inc.  
374-386-2146  
dfrancisco@nyaes.com

### Trade Show Chairman

Raymond L. Dean, CPP  
Niscayah  
718-937-0500  
ray.dean@niscayah.us

### Chapter Information Officer

Rich Patti, CISSP  
Comtek Solutions  
856-424-1223  
rich@asisnyc.org

### Placement

Erica D. Barr-Harrison, CPP  
Aims Testing, Inc.  
631-331-6001  
erica.harrison@gmail.com

Don Francisco  
Advanced Electronic Solutions, Inc.  
374-386-2146  
dfrancisco@nyaes.com

### Membership

Andrew Turk  
Turk Technologies, LLC  
516-520-8875  
andrewturk@turktechnologies.com

## Regional Leadership

### Senior Vice President

ASIS Region XVII  
Joseph N. Masciocco  
Security Integrations  
518-452-3505  
joem@securityintegrations.com

### Vice President

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Mario J. Doyle, CPP  
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# From The Editor's Desk



*After all the upheaval,  
and a new 'lean-mean' mandate –  
what do we prepare for next?*

I asked for your input and was overwhelmed by the number and depth of your responses. We ran out of space long before running out of great information to share.\*

Some things are noticeably different: seems like fewer small start-ups... fewer 'old guard'... more new faces. My dilemma: How to be relevant to each of you?

Don't be surprised if I ask that you open doors for college/grad students who need internships and opportunities to put their technical know-how to work. Let's provide guidance so they avoid repeating hard lessons that gave us calluses and bruises. It may be tough to get even small funding but it's the right investment.

As our Person of the Year Luncheon measures the decade since 9/11/2001 and we honor memories, recognize heroes and support the ten years of tireless work by NYPD, FDNY and PAPD ensuring our safety and protection, we are also taking a moment for personal reflection. The aftermath is indelible in our hearts. Every time I'm at the corner

of Fulton Street and WTC; there's still a chill.

Here I defer to John Farrell, Assistant Director, Security & Life Safety Technologies, World Trade Center Redevelopment Project: "I hope that this will help you put together the presentation for the Annual Luncheon. The Port Authority has very dedicated people here that want to bring back this Icon area to its full glory once again and still have the solemnity to memorialize the day that took the lives of family, friends and colleagues.

I know it may sound trite, but I see daily every man and woman, architect, tradesperson, Port Authority employee, consultant and NYC and NYS Government agency employee working together to create the best and safest Class A office and Retail space in America. I have every belief that we will make it there!"

As we're emerging and reflecting, I welcome you to this ASIS NYC Security Expo for 2011 — our 21st Annual Show. The resources to do

it better, faster and smarter are all here — just waiting for you!

Please join me for the 9:30 AM seminar across from the Exhibit Hall. Don't hesitate to ask your hardest questions. Our panelists are expecting them... prepared to deliver useful answers!

A while ago, I mentioned staying relevant. At our core as security professionals, we are still and always looking out for others and concerned with protection. We strive to be ready no matter what. However, we have to capture the attention of those we want to protect. The challenge: using technology to help make our messages outstanding; worth recognizing and relevant to our constituents. As always, your ideas are welcome.

Enjoy the Show. Keep in touch.

*Erica*

\* To get your copy of all the additional articles/submissions, drop me an email at: [erica.harrison@gmail.com](mailto:erica.harrison@gmail.com).

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## What Now?

### The ASIS NYC Chapter's Approach to this Challenge

The educational program for the 21st Annual NYC Chapter Security Expo is, "What Now?" What are security directors doing about their programs going forward? We've examined ways to confront diminishing budgets, shrinking revenues and fewer staff. 2 years of downsizing on the corporate and service-provider sides and we have our new "normal."

"What Now," is really a question of sustainability. How do we continue to provide safe, secure environments going forward? Professionals reinvented themselves; companies revised strategies. Corporate security executives made a shift to risk management in approaching their jobs and we see the same paradigm shift throughout the industry. The shift has actually been leading to improvements and greater levels of professionalism.

As a Chapter we've encountered the same tough choices and we are asking ourselves: "What Now?" I believe it helps to look back first and answer: "How do we deliver what our members need going forward?" The Chapter's directors have looked back at our program delivery, staffing concerns and our ability to sustain the Chapter.

We've started thinking as risk managers to become proactive, meeting needs of our constituents. What are our upcoming challenges ... what risks do we face if we are ineffective? We've pondered these fundamental questions. As a Board we're developing mitigation strategies so we can deliver educational topics that are relevant. We surveyed you in November and we're listening to your concerns. We're now planning a new additional program for November that will deliver targeted learning sessions covering even more topics you've identified as important.

Another concern has been staffing our Chapter into the future. We have an outstanding volunteer professional staff now—but how do we implement succession planning so new professionals joining our teams can be properly prepared? The solution: move senior volunteers to strategic planning and advisory roles while newer volunteers take on operational and execution roles. We encourage mentoring; we invite you to participate and be part of ensuring bench strength for tomorrow's Chapter.

Lastly, we all understand the need for a sustainable delivery model. The

Chapter clearly needs longer term vision so we've begun forging strategic partnerships. An example, this year it's a strategic partnership with ASIS International to deliver the 21st Security Expo. It is increasingly difficult to maintain enough volunteers to deliver this program. So it could end up being sub-par or potentially no product (Expo) in the near future.

Our strategy: harnessing the professional staff at ASIS headquarters to maintain and then improve the quality of our Expo. This partnership can allow for a strong relevant program long after the current Board has moved on.

What now? The Chapter's response, which I think can be applied broadly to all aspects of our industry, is (1) think like/become a risk manager (2) identify talented staff and invest in their development (3) think long term/make your programs sustainable. I look forward to learning how industry experts on our seminar panel tackle the problem in their organizations. I believe we'll all come away with new strategies for delivering quality.

Enjoy the Expo!

**Kevin O'Brien, CPP**

*ASIS NYC Chapter Chairman*

# WHAT NOW?

As the economy begins to turn around — what's in store for: **SECURITY** Directors, **SECURITY** Contractors, and **SECURITY** Solutions Providers... It's not the same as before; there are no simple answers — What's the new game plan? How do we meet the challenges?

And when I asked thousands of you for your input on this year's theme for Security Director magazine, your submissions reinforced my long-standing belief that we have the strongest, most resilient and inventive professionals of any industry. Whether it was your individual experiences or changes you put in place to reinvent your departments and yourselves —it is that you meet incredible challenges everyday and succeed!

I've abbreviated everyone's contributions to provide space for more viewpoints, suggestions and information on practices that work. Whether you want to build professional DVRs without sweat, do more cost-effective investigations; need insights on social networking; want better security supervisors without paying more; need advice on landing a great job; or want better results with canine sweeps, it's all here, and more. As always, your comments and suggestions are my fuel.

*Erica Harrison, CPP*

# SECURITY BUDGETS AND OTHER NIGHTMARES

By John Farrell

If you've been in the security industry 10 years or more, you've experienced what I call: "The Pit and the Pendulum" of security economics. It's Edgar Allen Poe's story where an unnamed narrator goes from a happy life, to being sentenced to death during the Spanish Inquisition. It's similar to security budgets in companies today. Some budgets die quick deaths; others, because terrorism remains a top media story (and CEO's are aware of that) die a slower more painful slicing (like the pendulum). Starts with: security reductions in staff and resources... never knowing where this ends up... It's why most of us wake up screaming! But there are ways to slow the pendulum or maybe even stop it.

Just after 9/11 security budgeting included new protective and analytical technologies, a robust and redundant security staff and gave us input to all facets of business operations; shipping to Human Resources; we were part of the "team". Bring new ideas and technologies to the table; develop operational concepts never discussed before... how security can "enhance" the business model. Yet, as in the Poe tale, after stocks "crashed" in 2007, we were fully awake and aware that security was slowly being sliced to death, or my favorite

term "value engineered" out of every business aspect possible.

We need to devise a metrics system of "values added" to maintain better security at our respective industries. In real estate, in Class A office buildings, once we installed turnstiles in lobbies numbers of larcenies and burglaries plummeted.

The 'knee-jerk' reaction post 9/11 was to install them for screening out terrorists. The big "by product": a drop in crime behind the turnstiles. Many security directors failed to capitalize on statistics and help management see their support had marketing-worthy and public relations benefits.

The same for CCTV: We've all installed cameras everywhere at properties for protection against 'Terrorism', but we use video for everything from catching vandals to mitigating false law suit claims from slip-fall accidents. Access control systems are used for staff time-and-attendance, preventing anyone from 'gaming' the system. Visitor management systems prevent events like domestic violence "migrating" to the workplace. You have watch lists and photos of who security staff keeps out! Even training security staff as first responders with AED/CPR and First Aid makes us better at our jobs for aided cases and medical emergencies. We just aren't always quantifying and publicizing benefits.

Take advantage of FREE programs from government

agencies in New York: DHS and NYPD. The NYPD SHIELD program for private industry is the country's best. Courses cover everything from protecting infrastructure to searching vehicles for VBIEDS. Our officers perform these checks daily; this training has NO COST in our budgets. WHAT A DEAL!!!

**We need to devise a metrics system of "values added" to maintain better security at our respective industries.**

Negotiating budgets can get easier when you bring these added values to light. Identify all the benefits when you request extra staff in operational control centers or patrols; new video analytics for CCTV system or upgrading visitor management and access control integration. Show that synergy between staff and systems, provides more than tools to 'fight terrorism.'

Next time you have nightmares about justifying budgeting cameras on the corner where 2 robberies occurred in 2010, couch it to be more about 4 slip-falls that caused immediate financial loss to your firm. You'll more likely get funds approved in these "leaner, meaner times." You'll also be able to get some well deserved sleep.

*John J. Farrell is Assistant Director, Security & Life Safety Technologies, at the World Trade Center Redevelopment Project. Reach him at: [john.farrell@related.com](mailto:john.farrell@related.com)*

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# BUILD YOUR OWN DVR

By Charles Tanstaafi

As an investigations manager for a retail chain, we use covert cameras and recorders, typically DVRs. Yet top commercial DVRs aren't always best solutions: expensive and often requiring proprietary viewer software.

Since DVRs are basically PCs with specialized video software, I asked: "Why not build a custom machine?" Below are project details (contact me if you want exact items used):

My budget was \$1000, the general cost of quality DVRs. I worked with our IT department; we classified it as an R&D project to purchase components from vendors other than normal

**Recording software had to produce video to play on average PCs, without anything additional.**

suppliers. Initially I specified a small, ruggedized PC case with carrying handle. However, I found a refurbished, low-profile PC with 2-year warranty for \$200. The \$1,000 machine was now \$500!

Laid flat, this PC is 12" long; 3.5" high – smaller than most AV components. \$90 bought a 1 TB hard drive to replace the smaller original one. I also got a video capture card, operating system disk, monitor and RCA

to BNC adapters to ensure available cameras could interconnect/work.

Recording software had to produce video to play on average PCs, without anything additional. A time/date stamp was essential with scheduled recording options. I also compressed video to reasonable file sizes for maximize storage space (24/7-120 days). After experimenting, my software was under \$100 with all features plus support for recording 4-channels with remote-view capability. The monitor was a small 7" TV to check picture and settings especially during covert installs.

The system has one Ethernet port so an IP camera can be added and PCI expansion slot where a low-rise card can plug in for extra ports. I haven't tested it with IP cameras but we could then replace the video capture card with software – resulting in additional savings. Total cost to date: \$515 and everything works fine. The PC is quiet and once booted; the only sound is the fan, discernable only within a foot or two.

One problem was getting the video capture card to record to security camera software. Solution: install drivers and recording software that comes with the capture card; then point the security software at the capture card for the recording source. It means device drivers and recording software are installed. An easy fix in this case, but hardware/software compatibility could be an issue.

Since this is for covert applications the PC is often in dusty spaces. I include compressed air cans with detailed cleaning instructions when field investigators use the machine. Now prices for 2TB drives have dropped substantially so having extra storage might be handy.

Building DVRs out of low-cost PCs works! You may have extra equipment/software around the office that suffices. For less budget-conscious builders improve on my project with the small, rugged case with handle; 2 hard drives in RAID1 to ensure data retention if a drive fails; and add hard-sided transport case. So Build On!

Reach *Charles Tanstaafi* at: [charles.tanstaafi@gmail.com](mailto:charles.tanstaafi@gmail.com)

## SOCIAL MEDIA, BACKGROUND CHECKS AND THE LAW: WHAT YOU NEED TO KNOW

By **Angela Bosworth, J.D.**

Background checking helps weed out potentially bad hires before they get into your organization. Today, there's abundant personal information available on millions of people, publicly-posted and free on social networking sites (Facebook®, LinkedIn®, YouTube®, etc.) or through 'quick and dirty' Google searches. You can find out about potential hires without spending a dime

or leaving your desk. A recent study by Microsoft® found 70% of employers surveyed have rejected candidates based on information found on the Internet.

So what's the harm in using this material for making decisions? There are legal implications: a fine line

**Today, there's abundant personal information available on millions of people, publicly-posted and free on social networking sites.**

between due diligence and discrimination. Title VII of the Civil Rights Act creates protected class status for race, gender, religious beliefs, and national origin. The ADA and the Age Discrimination in Employment Act protect handicapped individuals and those over 40. Google searches or a glimpse at Facebook profile 'pics' can reveal information about people which is not legal to consider during hiring processes. You may be looking for deal-breakers like illegal activity or a criminal past. You may find legally protected information. Once you see it, you cannot un-ring the bell.

The University of Kentucky recently paid a \$125,000 settlement for failing to hire Dr. Martin Gaskell, top candidate for an Astronomer position at their observatory. Apparently search committee members looked at Dr. Gaskell's personal web site where he posted

material expressing creationist views. A reasonable person could conclude that the committee made a decision not to hire based on his religious views, and the University agreed to settle rather than put the case to a jury.

In CA, NY, CO, ND lawful activity such as consuming alcohol or smoking off-duty is protected.

Social media searches don't replace real background checks, especially since social media cannot be verified for accuracy. Users generate content;

search engines are not in the business of verifying it. Anyone can post a comment or tag a photo. Are subjects really your applicants? *Photoshop anyone?* So although ignoring web-derived information is absurd, it cannot be the single deciding factor in rejecting applicants.

Develop processes and policies for screening that incorporate how social media/internet-derived information fits into candidate backgrounding and evaluation. As the economy begins to recharge, consider reviewing hiring/screening policies before making those next job offers!

*For a list of helpful tips, email to: [abosworth@openonline.com](mailto:abosworth@openonline.com).*

*Angela Bosworth, J.D. is EVP of OPENonline.com. She's a member of ASIS, NAPBS, the Society for Human Resource Management (SHRM) and the Ohio State and Columbus Bar Associations.*

## RESPONDING TO A HIGH-RISE ACTIVE SHOOTER

**By Elvis Polanco, MS, CPP**

What should I do? It's the logical question employees in high-rise buildings ask if they find themselves in an active shooter environment. Though active shooting is a low-probability event, planning for real crisis response is worth considering.

Past shooting incidents in single and 2-story buildings allowed many potential victims to escape the facilities quickly. Still, images of shooters and the aftermath, burn in our minds years later when we think about the 1999 Columbine High School shootings or 32 shot dead at Virginia Tech in 2007.

The dilemma for tenants in high-rise commercial buildings is: how to escape from properties that have limited paths of egress, limited emergency exits and elevators, and thousands of other tenants who will also be trying to escape in panic. Most often no one has received emergency response training nor has anyone practiced for these types of emergencies.

In an active shooter environment, there are no concrete answers about exactly what you should do, but there are a series of approaches to consider. It's a high stress/pressure situation:

continued on page 15

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**CHALLENGING TIMES, EXCEPTIONAL EDUCATION**

- Shall you evacuate the floor/building immediately if you are not on the active shooter's floor? And don't worry about personal belongings!

- If police are on-scene where you are, don't make sudden moves towards responding

**Though active shooting is a low-probability event, planning for real crisis response is worth considering.**

officers. They will not be able to determine if you are armed or just seeking their protection. Keep hands open, unclenched, in full view of officers and arms raised if possible. (Don't carry anything in your hands!)

- If you cannot evacuate from where you are or if you hear 'live' shots, secure doors to your area with locks, desks or other heavy objects so they cannot be opened.

- Get behind metal cabinets if possible and turn cell phones to vibrate only!

- You may want to "play dead" if you are in the active shooting environment and cannot move, however this is a risky option.

- Any form of aggressive behavior that incapacitates the shooter is acceptable. Remember, aggressiveness counts towards survival!

Over the years that we've worked on training employees and management teams for responding to such incidents,

we've developed a series of questions that assist property managers better develop their response plans and a full set of options for tenants to consider before they have to face critical situations in the workplace.

For a free copy of the complete, detailed information, simply email me at: [elvis@radiant-trainingllc.com](mailto:elvis@radiant-trainingllc.com).

*Email address for Elvis Polanco, MS, CPP, President of Radiant Training & Consulting, LLC, is: [elvis@radianttrainingllc.com](mailto:elvis@radianttrainingllc.com).*

## **BEFORE YOU GET OFF THE GROUND**

**By Tom Gorgone**

I'm not sure I'm the one to address this in front of top security people in NYC but there are some major concerns with transportation security post 9/11. The US government step-in, taking control of airport screening, has affected the industry as well as Americans in general.

From a professional and personal view, I see this as intrusive, but not necessarily more effective. No doubt we needed more stringent security measures after 9/11. Terrorists that took control of aircraft were armed with box cutters — and knowledge about how to fly planes. At the time, box cutters weren't

restricted and the government knew these individuals were here taking flight training.

There's no one to "blame" for box cutters getting on the planes. However, follow-up should've been that security personnel added these and other sharp-edged devices to "restricted" lists. We are and were well prepared to maintain higher levels of security, only needing the direction of TSA through government bodies controlling them.

I recently experienced intrusive TSA actions when I flew to Oklahoma, working an EP detail that required being armed on arrival. I notified TSA that I had my firearms in my stored luggage. I made sure they were in a locked box in my baggage; magazines not in the



same container and ammunition stored in a separate box.

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# PROTECTING PEOPLE FROM HARM THROUGH EDUCATION

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After checking my luggage, I was subjected to a full body search at the TSA terminal checkpoint simply because I had checked firearms. Would I have been stupid enough to carry another firearm onto the aircraft after notifying them two guns were in my bags? Had I attempted to carry another onto the plane, wouldn't it have been detected by screening machines? The machines were silent as I passed through.

Still, I was ordered to remove more than my socks and then searched thoroughly by hand. The illogic and 'overkill' in this situation certainly made me wonder. Yes, it is harder to hijack a commercial airline in the US now. So, terrorists fly in from foreign countries with explosives wrapped in their underwear....and go through foreign security completely undetected. Fortunately this last time, the would-be bomber was incompetent and burned himself. A fast-thinking passenger subdued him preventing detonation.

So, we've made getting through US airports the least pleasant experience possible; cost the travel industry billions and I am not sure we are safer. Tom Ridge, where are you now? You've had a decade to get past plastic sheeting and duct tape and perhaps we could use your input!

*Tom Gorgone is with Forensic Investigation Specialists in Pittsburgh PA. Email to: forensicinvestigator@verizon.net.*

## LIES, TRUTH, DECEPTION – CAN WE BETTER SEE WHAT HE'S SAYING?

**By Bill Thermann**

The ability to identify when someone is attempting deception is a skill set that has taken a back-burner with technological advances. We identify a known terrorist in a crowd by facial recognition software or iris scanners. But, we may be helpless against unknown passengers or visitors who are not in databases. Given recent events, it's worthwhile to consider proven methods to better develop our human 'deception detecting' skills by learning certain well-tested interview techniques.

Israeli military and security practitioners have used non-threatening interview techniques and deceptive behavior recognition for decades, with great success. It's non-invasive and can help identify persons of interest for further screening at airline terminals, at entrances to your buildings, or when there are incidents at your facilities.

For managers and security providers dealing with internal threats or investigations, it often boils down to one person's word against another's. In these cases it's crucial to determine and articulate responses which are mismatches.

Some of this analysis has been the determining factor on TV shows such as: "Lie to Me". Facial and body-movements that are no more than nuances – minute and almost undetectable, have given defining information to trained investigators. These same movements have been incorporated into video animation for villainous and heroic characters throughout the last decade.

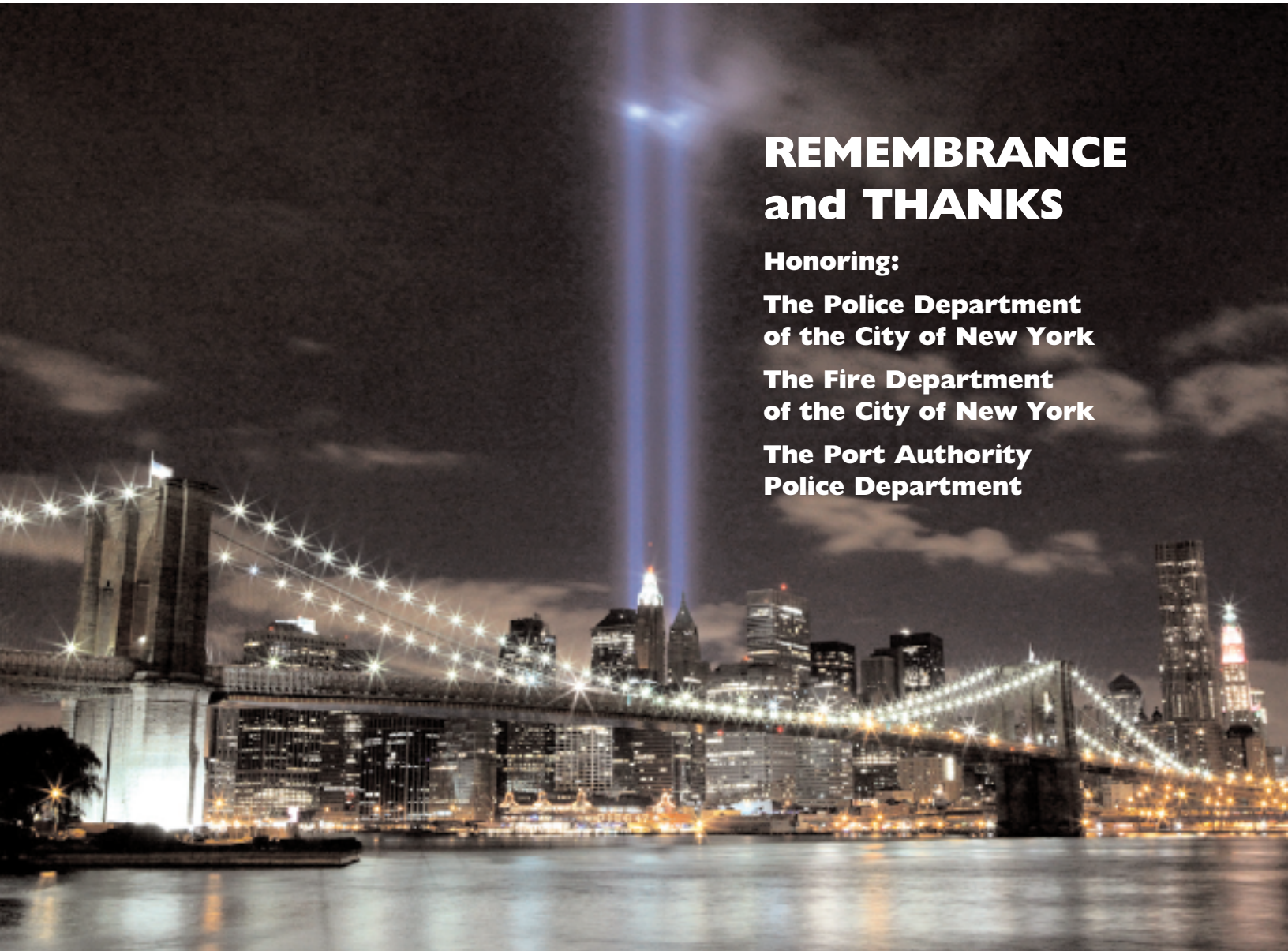
It may be time to re-read "The Gentle Art of Interviewing and Interrogation" by Bob Royal or

**Facial and body-movements that are no more than nuances have given defining information to trained investigators.**

check the library for books on how nuances are incorporated into animated characters. At NYU's interactive site you can experiment with nuances on a cartoon face at: <http://mrl.nyu.edu/~perlin/facedemo/>. Also see how Dr. Paul Ekman analyzes some portions of the TV program based on his work, at: <http://www.community.fox.com/drpaulekman/blog/>. It may also be time to consider more formal training to upgrade active listening and related skills for your security personnel.

*Bill Thermann of Due Diligence Consulting is at: [billt@duediligenceconsulting.org](mailto:billt@duediligenceconsulting.org)*

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# REMEMBRANCE and THANKS

## Honoring:

**The Police Department  
of the City of New York**

**The Fire Department  
of the City of New York**

**The Port Authority  
Police Department**

We remember the sacrifices of each agency, its members and their families, not just those who fell on 9/11, but those who have become ill or passed away from the work they did on the pile, or at the landfill, or in the area, during the aftermath of the attacks.

Since that time all three agencies have worked tirelessly to remake themselves, from the traditional public safety roles they

have always occupied, to the counter-terror organizations they have become. Since 9/11, plots have been foiled, attacks responded to and mitigated; and daily, these organizations do what is needed to keep New York City safe, and respond when it is threatened.

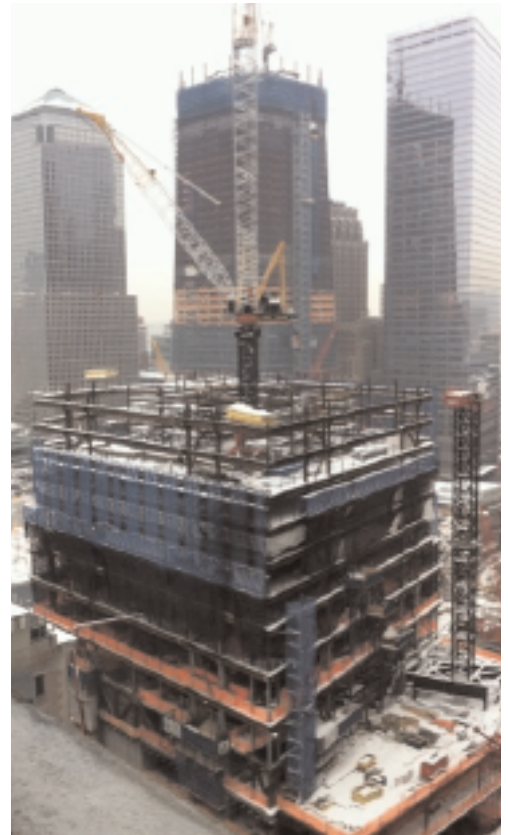
For this, the City and our organization, representing security professionals throughout the area, are truly thankful.

To this day, we recall the events of September 11th. From CBS 2's Lou Young, March 23, 2011: "A ceremonial steel beam was put in place to "top out" the new Fiterman Hall — one of the buildings slashed and shattered on the day the towers fell. At long last the Borough of Manhattan Community College is nearly whole again. Fiterman Hall stands a block from ground zero. It survived the initial attack, only to be gouged open when World Trade building Number 7 fell late that afternoon."



While we remember the events of that tragic day, we also know that the resolve to be prepared for any challenge is the best response.





# NYPD

The NYPD's top priorities are crime control, counter terrorism, and community relations, according to Police Commissioner Raymond W. Kelly. The addition of counter terrorism as a focus to the traditional roles is both a challenge, and an essential element of the NYPD. Speaking about the arrest of Khalid Ali-M Aldawsari's in February this year, Kelly sees this case as another indication that New York is the number one terrorist target in the nation – citing at least 12 known plots against the city. "New York is seen as the capital of the world," Commissioner Kelly said. "We know that we are at the top of the terrorists' target list." "That's why we have put a counter-terrorism bureau in place, that's why we reformed our intelligence division, that's why we have people overseas; that's why we're doing everything that we're doing," Kelly said.



# FDNY

Can the city respond to another terrorist attack?

*Excerpts from a 2009 interview with New York City Fire Department Chief Salvatore Cassano:*

"A lot has changed since 2001. Overseeing all incidents in the city wasn't an option pre-9/11 because technology was not in place to support large-scale emergency operations... We have learned a tremendous lesson in interagency cooperation, sharing of information, being able to talk to each other," he said. "We've been doing it for seven years so if an event happens the response will be automatic."



United in helping to keep New York City safe, and together on our stage to receive our sincere thanks.

# PAPD

The Port Authority Police Department (PAPD), led by Superintendent Michael Fedorko, is proud to serve the region and its people by making sure that every one of the millions of Port Authority's customers, commuters and employees is safe.

As the agency's website indicates, in 2010, the agency committed \$770 million at airports, seaports, bridges, tunnels, bus terminals and PATH system to protect facilities, including the installation of state-of-the-art camera and surveillance equipment and specialized detection and emergency notification systems. The PAPD is continually gathering intelligence from multiple sources, and working closely with our regional transportation partners and law enforcement agencies at the local, state and federal levels to ensure safety for all.





## **Lawrence F. Loesch, CPP**

Lawrence F. Loesch, CPP is Vice President and General Manager of AlliedBarton Security Services, one of the largest privately-held contract security service organizations in the US. Larry served as ASIS International NYC Chapter's chairman for 2009 and 2010 and as vice chairman in 2008 and 2007. When Larry joined AlliedBarton in 2002, John Redden, Sr. VP of their northeast division said: "Lawrence Loesch brings ...more than 30 years of law enforcement and corporate security experience, all in the New York City area. ... His experience will greatly assist our client base .... and will provide them with his unique perspective on security issues including new employee background investigations, background investigations, on-site security systems' audits and fire safety hotline administration."

Larry served as Director of Corporate Security at Credit Suisse First Boston where he was responsible for the global operations management of physical security for 77 sites in 36 countries. Prior, he was Senior Vice President, Corporate Security for UBS/PaineWebber responsible for the global management of 400 sites worldwide. Larry began his career in law enforcement in 1968 with the New York City Police Department. There, over a 30-year span, he rose to the rank of Deputy Chief, Commanding Officer, Detectives; County of Queens.

We recognize Larry Loesch as our Eugene Casey Award winner for his outstanding contribution to our chapter and for the educational initiatives he set in motion that will continue enhancing membership's knowledge and abilities for years to come.

What Now? That question, asked a few months ago, led to 2011's ASIS NYC Chapter's seminar theme.



## Moderator

**Erica Harrison, CPP**, has brought together a team of experts to help you navigate security issues in the post-recession and to succeed tackling tough tasks in a changed atmosphere. Erica, who chairs ASIS NYC's expo seminars, is a security consultant with 25+ years' hands-on industry experience and edits Security Director magazine.



## Speakers

**Donald Francisco, CPP** is VP at Advanced Electronic Solutions a privately-held security systems integrator where he develops new business initiatives and manages security system installations such as Citi-Field and systems updates at the United Nations. A retired NYPD Captain, Don was responsible for developing and overseeing multi-million dollar projects with the Department's Office of Information Technology and a \$15M CCTV initiative for public housing.



**Jim Kitchen** is ADT Advanced Integration Director of National/Corporate Accounts. He's been in the electronic and physical security industry for over 23 years and with ADT and SST for 12+ years. Jim was a senior project manager; migrated to Senior National Account Manager, Director of NY and National Accounts group, and then to his current position. Prior he was physical security manager at Corestates Bank, Jim's degree is in Electronic Engineering & Business Administration and he has offices in both PA and NYC.



**Ryan LaFleur** is Director of Security and Safety and EMS at Waterbury Hospital in CT. Formerly director of security at Lenox Hill Hospital in NYC, Ryan initiated a grant-writing program that successfully generated funds from DHS for capital improvements in a time of tight budgets and declining resources. Ryan is also regional VP of IHASS and a noted speaker on hospital security.



**Natalie Runyon** is responsible for security operations in the Americas region in the Office of Global Security at Goldman Sachs. Past roles with the team include: crisis management coordinator, training & development manager, business planning/budgeting manager. Natalie also teaches at NYU's School of Continuing and Professional Studies. Her MBA is from George Washington University and she's a member of ASIS International's Women in Security committee.



**Dr. Dorothy Moses Schulz**, professor of police studies at John Jay College of Criminal Justice (CUNY) is a retired Metro-North Commuter Railroad Police captain (now MTA Police) and served as commanding officer at Grand Central Terminal. Dr Schulz has authored numerous transit police and security studies, served as a security consultant to transit systems and to the Federal Transit Administration (U.S. DOT). She participates in FTA oversight activities for existing transit systems and those currently in development.



**Robert S. Tucker** is Chairman and CEO of T&M Protection Resources. Prior, he was Special Assistant to the DA, Queens County, NY and worked closely with NYPD, the FBI and US Attorney's Office. Under Robert's direction T&M has become a multidimensional security/investigative firm with specialized offerings for enhancing corporate and executive security. Robert is admitted to practice law in the US Supreme Court; is Vice Chairman of the NYS Security Guard Advisory Council and Chairman of ALDONYS.

# Exhibitor's List and Booth Numbers

Exhibitor	Booth	Exhibitor	Booth
ADT Advanced Integration	407	Langbaum Associates/Pelco	419
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Andrews International	106.	Morse Watchman Inc.	505
ASIS Academic Programs Council	527	New York City Police Department Booth	109
ASIS Crime and Loss Prevention Council	523	New York State Police Wards Island Booth	410
ASIS Crisis Mgmt & Business Continuity Council	525	Niscayah	331
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ComNet Communication Networks Booth	511	Security Director News	332
Designed Security, Inc.	406	Security Resources Inc.	427
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Dortronics Systems, Inc.	425	SimonsVoss	210
Due Diligence Consulting, LLC	125	Speco Technologies	131
EasyLobby	310	Syska Hennessy Group	219
Exacq Technologies	508	TEAM Software	513
Extreme Behavioral Risk Management	226	TimeSight Systems & Touchcom Booth	213
F.M. Valenti	309	Total Recall Corporation	522
GBS Technologies	119	Toxin Alerting Building Systems Booth	110
Genetec	411	Tyco Security Products	122
Gotham Shredders & Binding Inc Booth	111	U.S. Coast Guard Auxiliary	120
Guardsmark, LLC	208	U.S. Security Associates	218
Henry Brothers Electronics	413	Universal Security Systems	223
HID Global	207	UTC Fire & Safety Inc.	308
Idesco Corporation	313	UTC IFS Transmissions /GE Securit	308
Integrated Security Holdings Group, LLC	108	Verint Video Intelligence SolutionsBooth	104
IPVideo Corporation	327	Visitor Pass Solutions	433
KapLogic Corporation	509	Xact Technology, LLC	217

## A

### **ADT Advanced Integration, Booth 407**

Address: 330 7th Avenue, 22nd Floor  
New York, NY 10001  
Phone: (212) 481-7421  
Fax: (212) 481-7423  
Contact Name: Jim Kitchen  
Contact E-mail: jrkitche@adt.com  
Website: www.adtcommercialsolutions.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.

### **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: high-rise offices, data centers, education, utilities, transportation, public buildings, pharmaceuticals, healthcare, residential and hospitality/retail. We are independent — our only allegiance is to our clients.

### **Alion Science and Technology, Booth 233**

Address: 1701 N. Beauregard Street, Suite 600  
Alexandria, VA 22311  
Phone: 703-998-1680  
Fax: 703-575-2882  
Contact Name: Azadeh Abbasi  
Contact E-mail: aabbasi@alionscience.com  
Website: www.countermeasures.com  
Allied CounterMeasures® is a proven risk analysis solution that has been applied to address a wide range of risk disciplines including physical security, operations security, critical infrastructure, information security, port security, anti-terrorism force protection, and school security.

### **AlliedBarton Security Services, Booth 305**

Address: 330 West 34th Street, 18th Floor  
New York, NY 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, Allied Barton 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 AlliedBarton in the security services industry.

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

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, and 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.

### **Alvarado, Booth 517**

Address: 12660 Colony Street  
Chino, CA 91710  
Phone: 909-591-8431  
Fax: 909-628-1403  
Website: www.alvaradomfg.com  
Contact Name: Len Marano  
Contact E-mail: lmarano@alvaradomfg.com  
Description: Alvarado is the leading manufacturer of turnstiles. Since its founding in 1956, Alvarado equipment has been installed in thousands of locations throughout the world. Our superior product quality, integration expertise and industry-leading service are just a few reasons that the

world's most respected companies use our products again and again.

### **Andrews International, Booth 106**

Address: 35 West 35th Street  
New York, NY 10001  
Phone: 646-233-2949  
Fax: 646-233-2948  
Contact Name: Joe Tuccio  
Contact E-mail: Joe.Tuccio@andrewsinternational.com  
Website: www.andrewsinternational.com  
Description: Andrews International is a security and risk mitigation services provider, our portfolio of service includes uniformed security officers, personal protection/threat management, special event security, consulting and investigations, disaster and emergency response to the private and public sector.

### **ASIS Academic Programs Council Booth 527**

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/ACAD.xml  
Description: 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 Crime and Loss Prevention Council Booth 523**

Address: 1625 Prince Street  
Arlington, VA 22314  
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: Establishes and sustains relationships for the common purpose of preventing crime, as well as encourage the exchange effective security concepts and other information between law enforcement, private security, and ASIS.

## **ASIS Crisis Management & Business Continuity Council, Booth 525**

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 understanding 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 529**

Address: 16 Penn Plaza Suite 1570  
New York, NY 10001  
Phone: (212) 947-1681  
Contact Name: Jerry Heying, CPP  
Contact E-mail: [Jerry@IPGcompany.com](mailto:Jerry@IPGcompany.com)  
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 Healthcare Security Council Booth 526**

Address: 1625 Prince Street  
Alexandria, VA 22314  
Phone: (212) 746-1834  
Contact: Bernard J Scaglione, CPP  
Contact E-mail: [bscaglio@gmail.com](mailto:bscaglio@gmail.com)  
Description: Provides credible resources and information on healthcare best security practices, including physical security, staffing, and sample policies and procedures.

## **ASIS International, Booth 533**

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 Law Enforcement Liaison Council Booth 531**

Address: 1625 Prince Street,  
Alexandria, VA 22314  
Phone: 732-539-7251  
Contact name: Michael Scala  
Contact e-mail: [gotomike@optonline.net](mailto:gotomike@optonline.net)  
Website: <http://www.asisonline.org/councils/LELC.xml>  
Description: Facilitates an ongoing environment for members to engage in the development, research, and implementation of programs and activities which foster cooperation and partnership between the public law enforcement and private security professions.

## **ASIS NYC Chapter, Booth 405**

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.

## **ASSA ABLOY, Booth 417**

Address: 100 Sargent Drive  
New Haven, CT 06511  
Phone: (203) 562-2151  
Contact Name: Bob Gwinnell  
Contact E-mail: [rgwinnell@assaabloyiss.com](mailto:rgwinnell@assaabloyiss.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.

## **Automatic Systems, Booth 521**

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.

## **ASIS International**

Address: 1625 Prince Street  
Alexandria, VA 22314  
Phone: (703) 518-1422  
Contact name: Geoffrey Harden  
Exhibits and Programs Coordinator  
Contact E-mail: [geoffrey.harden@asisonline.org](mailto:geoffrey.harden@asisonline.org)  
Interested in exhibiting with us at the 57th Annual Seminar and Exhibits in Orlando? View our updated floorplan for available booth space at: [www.expodcad.com/host/fx/asis/asis11/default.html](http://www.expodcad.com/host/fx/asis/asis11/default.html)

## **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 solutions for personnel and asset tracking in real time to within a few feet. Proven solutions implemented for products, equipment, assets, arts, and valuable loss control. We provide integrated web-based solutions for access control, real-time locating solution (RTLS) integrated with biometrics and CCTV, emergency evacuation management solutions. Ideal solution used for executive protection, child and patient monitoring and much more. Extended applications include advanced container and cold chain tracking for monitoring intrusion from all sides of the containers. Come and challenge us.

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

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: Shannon Wheeler

Contact E-mail: [shannon.wheeler@axis.com](mailto:shannon.wheeler@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**

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.

### **Boon Edam, Booth 431**

Address: 402 McKinney

Parkway Lillington, NC 27546

Phone: 646-851-5011

Fax: 910-814-3899

Website: [www.boonedam.us](http://www.boonedam.us)

Contact name: Joel Johnson

Contact E-mail: [jjn@boonedam.us](mailto:jjn@boonedam.us)

Description: Boon Edam is an over 100-year old global manufacturer of entrance solutions, including safe and energy-efficient manual and automatic revolving doors, security revolving doors and portals, optical turnstiles, waist high and full height security turnstiles and pedestrian access gates. For more information, visit our website at [www.boonedam.us](http://www.boonedam.us).

## **C**

### **CAP Index, Inc., Booth 326**

150 John Robert Thomas Drive

Exton, PA 19341

Phone: 800-227-7475

Fax: 610-903-3020

Contact Name: Chuck Bonfig

Contact E-mail: [chuck@capindex.com](mailto:chuck@capindex.com)

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

Description: CAP Index is the world leader in crime risk forecasting. For nearly 25 years, we have provided our innovative CRIMECAST reports and loss data analysis to government agencies and corporations, including 81 of the top U.S. Fortune 100, as well as leading retailers, banks, insurers, hospitals, manufacturers and restaurants nationwide.

### **ComNet Communication Networks Booth 511**

Address: 3 Corporate Drive

Danbury, CT 06810

Phone: 203-796-5300

Fax: 203-796-5303

Contact: Frank Haight

Contact E-mail: [FHaight@ComNet.net](mailto:FHaight@ComNet.net)

Website: [www.comnet.net](http://www.comnet.net)

Description: ComNet was created to introduce the latest technologies and manufacturing processes to the industry. The result is a complete series of fiber optic and copper-based transmission equipment designed and built in the U.S., with superior performance, lower cost, and greater reliability than ever before. State-of-the-art designs, plus our commitment to provide unrivaled dedication, service, and support, to delight you; our customer.

## **D**

### **Designed Security, Inc., Booth 406**

Address: 480 Woodcreek Court

Moriches, NY 11955

Phone: 516-818-1050

Contact name: Michael Gilmartin

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

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

Description: Since 1982 Designed Security, Inc. has been developing and manufacturing custom and standard peripheral products for access control systems. Known for our custom design capabilities and our strong customer focus, DSI offers a complete line of Turnstiles, Tailgate Detection Systems and Door Management Devices designed to enhance access control in commercial, institutional, educational and government facilities.

### **DMP, Booth 209**

Address: 2500 N Partnership Blvd

Springfield, MO 65803

Phone: (800) 641-4282

Fax: (800) 743-5725

Contact Name: Pat Tobin

Contact E-mail: [info@dmp.com](mailto:info@dmp.com)

Website: [www.dmp.com](http://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.

## **Dortronics Systems, Inc., Booth 425**

Address: 1668 Sag Harbor Turnpike  
Sag Harbor, NY 11963  
Phone: 631-725-0505  
Fax: 631-725-8148  
Contact name: John Fitzpatrick  
Contact Email: john@Dortronics.com  
Description: Manufacturer of quality Electro-magnetic locks, Key switch and Pushbutton controls, Man-Trap & Interlock controllers, Delayed egress systems, Enunciators, and weather resistant accessories. Custom configurations are welcomed. Pricing is competitive, with fast deliveries. Sales representation nationwide with quality service and technical support. Proudly made in the U.S.

## **Due Diligence Consulting, LLC, Booth 125**

Address: 215 Morris Avenue, Suite 2  
Spring Lake, NJ 07762  
Phone: 732-359-6069  
Fax: 732-974-7281  
Contact: William D. Thermann  
Contact E-mail: billt@  
duediligenceconsulting.org.  
Website: www.duediligenceconsulting.org  
Description: Due Diligence Consulting, LLC is a security consulting, risk analysis and training program development company. We feature training programs in deception detection skills, statement analysis to detect fictitious information and workplace violence prevention and resolution. We have expertise in supply chain security programs (C-TPAT) and corporate risk mitigation.

## **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.

### **Exacq Technologies, Booth 508**

Address: 11955 Exit Five  
Parkway Fishers, IN 46037  
Phone: 631-579-8559  
Contact Name: Adam Messina  
Contact E-mail: amessina@exacq.com  
Website: www.exacq.com  
Description: Exacq Technologies designs and manufactures the exacqVision cross-platform video management system software (Windows/Linux) for exacqVision hybrid & IP Camera NVRs or commercial off-the-shelf servers. The freely-distributed client software operates on Windows, Linux and Macintosh systems while the free Exacq mobile app is available for iPhone, iPad and Android devices.

### **Extreme Behavioral Risk Management Booth 226**

Address: 345 Hudson Street, 4th Floor New York, NY 10014  
Phone: (212) 368-8265  
Fax: (212) 645-2478  
Website: www.xrbm.com  
Contact name: Patrice Hinton  
Contact E-Mail: Phinton@allsector.com .  
Description: XBRM is a Professional Services practice specializing in Business and Technology Resiliency including: business continuity management, disaster recovery, emergency management, homeland security services, workplace violence prevention & response. Our services help prepare and support organizations, its decision-makers and first responders by providing Professional Services, Training & Education, and Threat Management Software.

## **F**

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

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.

## **G**

### **GBS Technologies, Booth 119**

Address: 71 Rose St.  
Hastings on Hudson, NY 10706  
Phone: (914) 275-7679  
Fax: (914) 591-1087  
Contact Name: Jerry Silverman  
Contact e-mail: silverj@gbsproducts.net .  
Website: www.gbsproducts.net  
Description: GBS Technologies is introducing a low cost digital x-ray system for small package inspection. This easy to use turn-key device can be used to quickly inspect any package or suspicious box. High resolution images are instantly displayed for inspection. Perfect for the mailroom within consulates, hotels, universities, stadiums, and places of worship.

### **Genetec, Booth 411**

Address: 2280 Alfred-Nobel  
St-Laurent, Qc H4S 2A4  
Phone: (514) 332-4000  
Fax: (514) 332-1692  
Contact Name: Christopher Ritter,  
Regional Sales Manager  
Contact e-mail: critter@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 license plate recognition (LPR), video surveillance and access control solutions to markets such as transportation, education, retail, gaming, government and more. With sales offices and partnerships around the world, Genetec has established itself as the leader in innovative networked solutions by employing a high level of flexibility and forward-thinking principles into the development of its core technology and business solutions. Genetec's corporate culture is an

extension of these very same principles, encouraging a dynamic and innovative workforce that is dedicated to the development of cutting-edge solutions and to exceptional customer care. For more information, genetec.com

## **Gotham Shredders & Binding Inc Booth 111**

Address: 120 S. Main Street, 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

## **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: Jonathan Frangakis,  
Manager of Business Development

Contact E-mail: jonathanfrangakis@  
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**

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.

## **I**

### **Idesco Corporation, Booth 313**

Address: 37 West 26th Street  
New York, NY 10010

Phone: (212) 889-2530

Fax: (212) 889-7033

Contact Name: Scott Etes

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 solutions; biometrics; turnstiles; digital video surveillance; IP cameras; video analytics; remote access; visitor management; managed services, integration design and support.

### **Integrated Security Holdings Group, LLC Booth 108**

Address: One Greentree Centre, Suite 201  
Marlton, NJ 08053

Phone: 866-506-7150

Fax: 732-506-9301

Contact: Cheryl Conklin

Contact E-mail: cconklin@  
integratedsecurity-hg.com

Website: www.integratedsecurity-hg.com

Description: Integrated Security-HG is a trusted advisor and valued service provider to its diverse client base. ISHG is a full service organization providing; integrated intrusion, IP-based digital video surveillance, visitor management, parking control, and access control systems as well as program and project management supervision.

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

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 provides Physical Security Information Management (PSIM) solutions and Video Management Systems (VMS) that empower organizations to proactively mitigate security risks while maximizing return on investment. A pioneer in network physical security technology, the company has been deploying proven IP-based security solutions for over fifteen years.

## **K**

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

Address: PO Box 3159  
Littleton, CO 80161

Phone: (720) 283.7501

Contact Name: Richard Beard

Contact email: dickb@KapLogic.com

Website: www.KapLogic.com

Description: KapLogic Corporation is the developer of advanced security integration products. Aegis PSIM Intelligent Integration Software provides seamless integration of multiple security systems providing simple to use yet powerful security monitoring. KapLogic's product line includes Seer Digital Vision, the company's digital matrix switcher, and the KapLogic Integrated Keyboard (KIK). KapLogic works with a diverse group of security manufacturers and integrators to provide security integration solutions.

## L

### **Langbaum Associates/Pelco, Booth 419**

Address: 950 Route 45  
Pomona, NY 10970  
Phone: (845) 362-1141  
Contact Name: Arthur Langbaum  
Contact E-mail: [alangbaum@ilasales.com](mailto:alangbaum@ilasales.com)  
Website: <http://www.ilasales.com/>  
Description: Langbaum Associates is a Manufacturer's Representative firm with the charter to establish, maintain and support a network of Dealers and Distributors for the sale, installation and service of products and systems for companies in the Closed Circuit Television segment of the Security Marketplace. In addition we also work extensively with architects, engineers, consultants, and end-users, to assist in designing systems, writing specifications, and creating state of the art solutions and bid opportunities. Our ultimate goal is a satisfied customer. Thus we intentionally limit the amount and type of lines we handle to allow us to concentrate efforts in areas of our expertise. At ILA, we pride ourselves on being there before, during, and after the sale to provide our customers with the highest quality products backed up by the best support in the industry.

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

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](mailto:joel@lcasales.com)  
Website: [www.lcasales.com](http://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.

### **Lenel Systems International, Inc. Booth 318**

Address: 1212 Pittsford-Victor Road  
Pittsford, NY 14534-3820  
Phone: 866-788-5095  
Fax: 585-248-9185

Contact Name: Jim Hoffpauir  
Contact E-mail: [jim.hoffpauir@lenel.com](mailto:jim.hoffpauir@lenel.com)  
Website: [www.lenel.com](http://www.lenel.com)  
Description: Lenel is a global leader in the development and delivery of scalable, integrated systems for the commercial, industrial, and institutional security markets. Lenel focuses on developing products that enable organizations to effectively protect and manage their people, property and assets by maximizing IT and infrastructure investments.

## M

### **MG Security Services, LLC, Booth 114**

Address: 222 West 14th Street Suite 7N  
New York, NY 10011  
Phone: 917-270-1196  
Fax: 212-675-1206  
Contact Name: Manny Gomez  
Contact E-mail: [mgomez@mgsecurityservices.com](mailto:mgomez@mgsecurityservices.com)  
Website: [www.mgsecurityservices.com](http://www.mgsecurityservices.com)

### **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](mailto:keithmulcahy@mikestapleton.com)  
Website: [www.mikestapleton.com](http://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.

### **MICROSEMI/PowerDsine, Booth 231**

Address: 534 Broad Hollow Road, Suite 350  
Melville, NY 11747  
Phone: 631-756-4680  
Fax: 631-756-4691  
Contact Name: Stu Cohen  
Contact E-mail: [stucohen@microsemi.com](mailto:stucohen@microsemi.com)  
Website: [www.microsemi.com](http://www.microsemi.com)  
Description: PowerDsine® PoE midspans

enable delivery of up to 72 watts of clean, reliable power to IP phones, wireless LAN AP's, IP security cameras, thin clients, and other Ethernet devices using the existing network infrastructure. Eliminate the time, cost and inconvenience of installing separate power cabling or replacing existing Ethernet switches.

### **Morse Watchman 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](mailto:maryellen@morsewatchman.com)  
Website: [www.morsewatchman.com](http://www.morsewatchman.com)  
Description: Morse Watchman is a Connecticut-based manufacturer of markey leading Security Management Products. The KeyWatcher is key control at its finest, while the PowerCheck has proven to be one of the most durable, flexible guard tour systems on the market today.

## N

### **New York City Police Department Booth 109**

Address: 34 E. 12th Street  
New York, NY 10003  
Phone: (212) 614-6741  
Fax: (212) 614-6746  
Contact Name: Sgt. Stephen Carolan  
Contact E-mail: [Stephen.carolan@nypd.org](mailto:Stephen.carolan@nypd.org)  
Website: [www.nyc.gov/nypd](http://www.nyc.gov/nypd)

### **New York State Police Wards Island Booth 410**

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](mailto:NYCRecruit@troopers.state.ny.us)  
Website: [www.troopers.state.ny.us](http://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 counterterrorism, drug enforcement, evidence tech, scuba, k-9, mobile response, and

school resource officer. The NYSP provides police services on a statewide basis through preventive patrol, investigating crimes, enforcing traffic laws, and responding to emergencies and disasters.

## **Niscayah, Booth 331**

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 SHIELD, Booth 510**

Address: 1 Police Plaza Rm. 1109  
New York, NY 10038  
Phone: 718-615-7506  
Contact Name: Detective Kathleen Thompson  
Contact E-mail: [kathleen.thompson@nypd.org](mailto:kathleen.thompson@nypd.org)  
Website: [www.nypdshield.org](http://www.nypdshield.org)  
Description: NYPD SHIELD provides private sector member organizations with information on emerging and evolving terrorist threats that may impact New York City. By addressing the business sector on both industry-specific and geographic bases, NYPD SHIELD can best serve the unique needs of each constituency. NYPD SHIELD provides: training to assist public and private sector entities in defending against terrorism; carefully researched information through intelligence and analysis briefings; NYPD SHIELD website postings; SHIELD Alert e-mail messages and NYPD SHIELD conferences.

## **NY Police & Fire Widow's/Children's Benefit Fund, Booth 507**

Address: 767 Fifth Avenue, Rm. 2614C New York, NY 10153  
Phone: (212) 735-4503  
Contact Name: Linda M. Giammona, Director of Development

Contact E-mail: [Linda.Giammona@weil.com](mailto:Linda.Giammona@weil.com)  
Description: Since 1985, Rusty Staub & his nonprofit charity have provided immediate and annual financial assistance to nearly 700 families who lost a loved one in the line of duty. Police & Firefighters risk their lives every day. This charity promises to never forget those who make the ultimate sacrifice.

## **NYS Dept of State Division of Licensing Services, Booth 306**

Address: 1220 Washington Avenue, State Office Campus, Building 7A, Suite 710 Albany, NY 12242  
Phone: (518) 402-2227  
Fax: (518) 408-2251  
Contact Name: Kurt R. Osterman  
Contact E-mail: [kosterman@dhses.ny.gov](mailto:kosterman@dhses.ny.gov)  
Website: [www.dhses.ny.gov](http://www.dhses.ny.gov)  
Description: The New York State Division of Homeland Security and Emergency Services and its five offices: Counter Terrorism, Cyber Security, Emergency Management, Fire Prevention and Control, and Interoperable and Emergency Communications -- provide leadership, coordination and support for efforts to prevent, protect against, prepare for, respond to, and recover from terrorism and other man-made and natural disasters, threats, fires and other emergencies.



## **OFF-SITE VISION, Booth 526**

Address: 2110 Smithtown Ave, Suite 5 Ronkonkoma, NY 11779  
Phone: (631) 522-0879  
Contact: Bill Dougherty  
Contact E-mail: [bill@offsitevision.com](mailto:bill@offsitevision.com)  
Website: [www.offsitevision.com](http://www.offsitevision.com)  
Description: Off-Site Vision uses next generation technology and the public network to provide low-cost remote video monitoring security solutions to commercial and residential customers. Off-Site Vision's hosted solution provides continuous video recording stored both locally and off-site, and enables customers to access live and recorded video from virtually any Internet connected device.

## **ONSSI, Booth 105**

Address: One Blue Hill Plaza, 7th Floor Pearl River, NY 10965 America  
Phone: 845-732-7900

Fax: 845-732-7999.  
Contact Name: Yitzhak Zahavy  
Contact E-mail: [yzahavy@onssi.com](mailto:yzahavy@onssi.com)  
Website: [www.onssi.com](http://www.onssi.com)  
Description: On-Net Surveillance Systems, Inc. (OnSSI) offers a comprehensive IP video surveillance control and management software solution, and continues to develop the most advanced IP-based intelligent video surveillance solutions in the market. Ocularis, OnSSI's flagship video-centric PSIM provides unified platform for distributed, shared management of physical security information, received from multiple sources: alarm monitoring software, digital recorders, remote monitoring, shoplifting control products, surveillance, vehicle CCTV systems, etc.



## **Promisec, Booth 107**

Address: 55 Broad Street, Suite 20C New York, NY 10004  
Phone: (212) 743-9916  
Contact Name: Rico Moya  
Contact E-mail: [rico.moya@promisec.com](mailto:rico.moya@promisec.com)  
Website: [www.promisec.com](http://www.promisec.com)  
Description: Promisec provides an independent framework for the most accurate, comprehensive, and reliable solution for monitoring and reporting of corporate policies. Through its unique, agentless approach, Promisec provides solutions that are unmatched in providing IT and security executives with the right information, at the right time, and with the least amount of effort.

## **PPM 2000 Inc., Booth 211**

Address: 10088 102 Avenue Suite 1307 Edmonton, AB, Canada T5J 2Z1  
Phone: 780-448-0616  
Fax: 780-448-0618  
Contact: Ashley Olsen  
Contact E-mail: [Ashley.olsen@ppm2000.com](mailto:Ashley.olsen@ppm2000.com)  
Website: [www.ppm2000.com](http://www.ppm2000.com)  
Description: PPM 2000 was founded in 1988 by a team of security professionals in search of an easier way to manage incidents and investigations. Our solutions have evolved over the years, but our goal remains the same—the delivery of enterprise-level Incident Reporting & Investigation Management software to help organizations better manage their security, risk management and compliance objectives.

## Q

### **Quantum Secure Inc., Booth 317**

Address: 100 Century Court Suite 800  
San Jose, CA 95112  
Phone: 408-453-1008 x221  
Fax: 408-453-1009  
Contact Name: Sandy Rao  
Contact E-mail: srao@quantumsecure.com  
Website: www.quantumsecure.com  
Description: What is Physical Identity & Access Management? Well beyond simple access control and much more than a point solution to solve for a single issue, Physical Identity & Access Management provides a unified approach towards physical security management.

## S

### **SafirRosetti — A Guidepost Solutions Co. Booth 530**

Address: 415 Madison Ave, 17th Floor  
New York, NY 10017  
Contact Name: Christopher Grniet  
Contact E-mail: CGrniet@guidepostsolutions.com  
Website: www.guidepostsolutions.com  
Description: SafirRosetti is a professional services firm that provides security, fire alarm, and low voltage communications consulting, design, and management services. SafirRosetti is part of Guidepost Solutions, an investigations and security firm headquartered in New York, with offices in Washington, Palm Beach, Chicago, Chattanooga, Dallas, Oakland, San Francisco, Los Angeles, and London.

### **Salient Systems, Booth 330**

Address: 10801 N. Mo Pac Expressway  
Building 3, Suite 700  
Austin, TX 78759  
Phone: (512) 617-4800  
Contact Name: Steve Davis  
Contact E-mail: steve.davis@salientsys.com  
Website: www.salientsys.com  
Description: Salient Systems offers network friendly, comprehensive IP and analog video surveillance management systems built on open standards and open architecture. CompleteView, Salient System's Video Management Software, is scalable and provides everything needed to manage a multi-server enterprise from a single desktop.

### **SecureWatch24, Booth 123**

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. SecureWatch24, 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**

Address: Two Campus Drive  
Parsippany, NJ 07054  
Phone: (973) 397-6753  
Fax: (973) 397-2491  
Contact Name: John Graff,  
Contact E-mail: John.graff@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**

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 332**

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.

### **Security Resources Inc., Booth 427**

Address: 1155 MarlKress Road  
Cherry Hill, NJ 08003  
Phone: 856-310-9463  
Fax: 856-310-9192  
Contact name: Kristine Vece  
Contact E-mail: kvece@securityresources.biz  
Website: www.securityresources.biz  
Description: Security Resources specializes in permanent, temporary and emergency security guard services through its trademarked XpressGuard® service. We guarantee a trained, licensed and insured security officer on location anywhere in the United States, Canada and Puerto Rico in 4 hours or less – armed or unarmed. Our nationwide investigative division, the SRI Group, provides integrity shopping, background checks, e-commerce investigations, general investigations, surveillance and undercover operative services.

### **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.

## **SimonsVoss, Booth 210**

Address: 10125 South 52nd Street  
Franklin, WI 53132  
Phone: 414-421-4281  
Fax: 414-855-1089  
Contact Name: Warren Simonsen  
Contact E-mail: sales@simons-voss.us  
Website: www.simons-voss.us  
Description: Tired of ugly electronic locks? We have wireless digital locks designed to beautifully protect your facility with no change to the door or frame. Each lock is a self-contained access control system with exceptionally long battery life. The locks can also be monitored, configured and controlled through a network if desired. Our complete system also has solutions for elevators, overhead doors and parking barriers. See our booth or Website for full story.

## **Speco Technologies, Booth 131**

Address: 200 New Highway  
Amityville, NY 11701  
Phone (631) 957-8700  
Toll Free 1-800-645-5516  
Fax (631) 957-9142  
Contact Name: T. J. Dickson  
Contact Email: Tdickson@specotech.com  
Description: For over 50 years, Speco Technologies has been a leader in pioneering and manufacturing unique commercial and residential quality products for video security. Speco Technologies continues to be an innovator in areas like IP networking, video surveillance and two-way communication

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

Address: 1515 Broadway, 15th Floor  
New York, NY 10036  
Phone: (212) 921-2300  
Fax: (212) 556-3333  
Contact Name: John Passanante  
Contact E-mail: jpassanante@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 is a full service security consultancy, offering consulting, assessment, and security design and engineering services.

## **T**

### **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  
Website: 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.

### **TimeSight Systems & Touchcom Booth 213**

Address: 16000 Horizon Way, Suite 800  
Mt. Laurel, NJ 08054  
Phone: (856) 206-9739  
Fax: (856) 206-9738  
Contact Name: Suranjan Ray  
Contact e-mail: sray@timesightsystems.com  
Website: 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.

### **Total Recall Corporation, Booth 522**

Address: 17 Washington Ave  
Suffern, NY 10901  
Phone: (845) 368-3700  
Fax: (845) 368-3747  
Contact: Jordan Hailweil  
Contact E-mail: jheilweil@totalrecallcorp.com  
Website: www.totalrecallcorp.com  
Description: Total Recall is a video-centric security technology provider specializing in city-wide surveillance solutions, command & control centers, wireless connectivity, video network design and management. In business since 1985, TRC

has a proven track record of providing integrated security solutions to Federal, State and local agencies, as well as educational and corporate customers.

### **Toxin Alerting Building Systems Booth 110**

Address: 65-15 Fresh Meadow Lane  
Flushing, NY 11365  
Phone: (718) 312-3178  
Fax: (718) 445-5604  
Contact: Mark Bimonte  
Contact E-mail: MBimonte@toxinalertbuildsys.com  
Website: www.toxinalertbuildsys.com  
Description: Toxin Alerting Building Systems LLC provides the technology and expertise to implement and monitor Building Protection System International's Building Sentry One™ chemical and radiological protection system.

### **Tyco Security Products, Booth 122**

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  
Website: www.americandynamics.net, www.swhouse.com, 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, Booth 120**

Address: 2005 East 58th Street  
Brooklyn, NY 11234-4103  
Phone: 718-258-7687  
Fax: 718-258-7687  
Contact Name: Victor Kleinman  
Contact E-mail: yaw21380@optonline.net  
Website: www.uscgabrooklyn.com  
Description: The 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 skills, assets, and experience. As the leading volunteer organization in the Department of Homeland Security, it is an essential component of our daily operations and effective resource primed to prevent and respond to catastrophes in the maritime region. The core strategic purpose of the Auxiliary is to continuously hone its expertise to perform three prioritized functions: Promote and improve recreational boating safety; Support Coast Guard maritime homeland security efforts; and Support the Coast Guard's operational, administrative, and logistical requirements.

## **U.S. Postal Inspection Service, Booth 424**

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  
Website: 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 218**

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@  
ussecurtyassociates.com

Website: ussecurtyassociates.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!

## **Universal Security Systems, Booth 223**

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

Website: 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.

## **UTC Fire & Safety Inc., Booth 308**

Address: 35 Lenox Road  
Rockaway, NJ 07866  
Phone: 973-586-0193

Contact: Michael Pollari,  
Regional Sales Manager,  
Contact Email: michael.pollari@fs.utc.com  
UTC Fire & Security/GE Security

Description: UTC F&S provides electronic security products to the industry through a broad portfolio of brands, including GE Security, FCWnX, Lenel, TruVision, Ultra View, FireworX, MAS, Alliance, Sentrol, among others.

## **UTC IFS Transmissions /GE Security**

IFS/UTC Fire & Security has announced four new product lines from the transmission products business that offer customers all the benefits and cost-savings of a single source provider for data and video transmission solutions. UTC Fire & Security is a unit of United Technologies Corp. (NYSE UTX). Security dealers and distributors rely on fiber and transmission products such as media converters, network products and Un-shielded Twisted Pair (UTP) to ensure the quick and secure data and video transmission. Our array of transmission products provides customers with a one-stop-shop to meet all data and video transmission requirements.

## **V**

### **Verint Video Intelligence Solutions Booth 104**

Address: 12110 N. Pecos Street, Suite 300  
Denver, CO 80234  
Phone: 303-254-7142  
Fax: 303-450-5950

Contact Name: Rachael Rose

Contact E-mail: Rachael.rose@verint.com

Website: www.verint.com/videosolutions

Description: Verint® Video Intelligence Solutions™ is the leading global provider of networked video solutions designed to enhance the security of people, property and assets. Its award-winning Nextiva® portfolio features video management software, integrated analytics, encoders, cameras, wireless devices and intelligent NVRs.

### **Visitor Pass Solutions**

#### **by Data Management, Inc., Booth 433**

Address: 537 New Britian Avenue  
Farmington, CT 06034  
Phone: 1-800-243-1969

Email: info@VisitorPassSolutions.com

Website: VisitorPassSolutions.com

Description: Identify and sign-in visitors easily and affordably with our visitor badges. When visitors sign in, a badge and duplicate record are created in one writing.

## **X**

### **Xact Technology, LLC, Booth 217**

Address: 105 Madison Avenue, 19th Floor  
New York, NY 10016  
Phone: (212) 448-7677

Contact Name: Shawn Hubler

Contact E-mail: SHubler@

xacttechnology.com

Website: www.xacttechnology.com

Description: Xact Technology LLC's expertise in tracking people and assets (GPS & RFID), communications (cellular & satellite) and remote sensors (temperature, radiation, hydrogen sulfide, etc) offers solutions for improving security, safety and compliance. Xact is a member of the DMC family of companies and leverages its 50 year heritage of technology innovation.

# “AN OUNCE OF PREVENTION IS WORTH A POUND OF CURE”

## And other things you should have learned from your grandmother

I have been asked many times during my 37 years in the security business...“what is the most important factor to consider when selecting a systems integrator”? You may recognize some of your grandma’s wisdom:

Is system selection important? Of course it is! Is system installation important? Of course! Think of it this way... we all want a nice car and a nice home, or a nice boat... but if the car doesn’t run, and if the house roof leaks, and the boat doesn’t float... well I’m sure you get the idea...

### Don’t judge a book by its cover...

It’s not about how they appear; it’s about how they do their job. Security systems are all about performance. Keeping the system running and operational 24/7/365. That’s what a successful systems integrator is all about, and their reputation for doing exactly that should be a priority in the security integrator selection process. More and more, I see security system specifications that do not include a planned maintenance component. I understand the economic issues and the current climate governing spending, but great security is all about the ability to detect an intrusion, a criminal occurrence, or an

incident in progress. The ability to observe, and review, and determine the perpetrator is paramount both during and after an incident. If an access control or video system is not being checked regularly, maintained properly, and validated continually... how can you be certain it will function correctly when needed.

### Locking the stable door after the horse is out...

Many companies have chosen to solve a problem after it happens. That model is called a “time and material” approach to service – we at Niscayah call that a break and fix philosophy. You wait for the problem to occur and then you fix it...and you hope that it doesn’t happen at a critical, life threatening, disastrous moment in time. I remember reading an article in one of the security magazines entitled “Hope is not a Strategy”. How apt is that for the break and fix philosophy I described above?

### Penny wise, pound foolish...

I remember years ago being part of a discussion about defibrillators in a co-op board meeting. I suggested that we purchase them in the event of an emergency. A few of the board members were reluctant to spend the dollars. It was pointed

out that if they were the ones lying on the floor needing a defibrillator unit during a crisis they may have a different attitude about spending the money. The ironic part of the story is that several years later one of those very board members who was extremely vocal in opposition ended up having his life saved by a defibrillator.

### A stitch in time saves nine...

With that in mind...make sure that your security system selection includes the funds necessary to service your purchase effectively. Make a planned maintenance program a tactical part of your total security program...so you don’t have to concern yourself with it failing when it really, really counts!



**Raymond Dean, CPP**

*Ray is VP of Enterprise Solutions at Niscayah... a billion dollar global systems integrator. He is a*

*former Chairman of the NYC Chapter of ASIS, the current Chairman of the Annual Trade Show and a member of the Chapters’ Executive Committee. Ray can be reached at: raymond.dean@niscayah.us*

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# PEOPLE IN THE NEWS

**Murray Latzen, CPP**, recently completed presentations in the bi-annual Basic Methods of Security Course that he's been involved in teaching: "since I was C.O. of Crime Prevention (1989-1995) and started presenting in 1993. It's the prime course for Precinct, Housing and Transit Crime Prevention Officers. My blocks are: "History of Crime Prevention" and "Theory of Security," plus a "Security Clinic" done as a "walk-through" of common security concerns for residential and government entities."

**Mordechay Givoni** has been promoted to a business development manager at U.S. Security Associates Inc. In August 2010 he completed his BA (magna cum laude) from CUNY while working full-time. He's now pursuing his MS. Mordechay, a veteran of the Israeli Special Forces counter-terrorism unit "Sayeret Givati," can be reached at: [mgivoni@ussecurityassociates.com](mailto:mgivoni@ussecurityassociates.com)

**Jerry Heying, CPP**, was interviewed on an internet radio station concerning professional protection specialists vs. untrained bodyguards. Listen at: <http://www.voiceamerica.com/episode/52266/untrained-bodyguards-vs-professional-protection>. Jerry co-vice chairs the ASIS Fire/Life Safety Council and is at: [IPSAUSA@aol.com](mailto:IPSAUSA@aol.com).

"After 20 years in the same office at 919 Third Avenue as Director of Security & Life Safety, for Reckson Associates and SL Green Realty Corp, it is tough to leave a place you've called home for that long," wrote **John Farrell**. "However, I am accepting a new position with Related Properties as: Assistant Security Director of Security & Life Safety Technologies for Related Management at the World Trade Center Redevelopment Department, reporting to Leandro Zucchi, Senior VP. It's a once-in-a-lifetime opportunity to work on something that is truly an Icon in New York and in history. It's like building the Pyramids... with Union labor! I look forward to hearing from my colleagues and to making the WTC the safest place in New York City to work and visit.

Thank you!" Reach John J. Farrell at: [john.farrell@related.com](mailto:john.farrell@related.com)

**Mario J. Doyle, CPP, Regional VP** – ASIS International was appointed a Director for the Nassau County Police Department Foundation. The foundation's focus: to build and maintain the new Nassau County Center for Law Enforcement & Intelligence which will train Nassau's Police personnel and 19 other police departments.

**Charles (Charlie) Connolly**, NYPD Retired, (long-time ASIS NYC Chapter member) has been elected President of the National Executive Institute Associates (NEIA). As Mac Conole, their executive director stated: "Given that our new president has very few unspoken thoughts, I suspect that we are in for an interesting and very productive ride." Congratulations to Charlie, who Security Magazine, December 2009, named as One of the Twenty Five Most Influential People in Security.

**Tom Comerford, PSP, CPP, PMP, PCI**, shared the following: "On Feb 10th I received my 3rd ASIS Board Certification. I'm currently working on the CBP for a biometric board certification as well." Congratulations from all of us! Tom's email: [tkcomerford@comcast.net](mailto:tkcomerford@comcast.net).

**Richard Viveiros**, an ASIS member, with SecurAmerica LLC is now Security Director at Eagle Ridge Mall in Lake Wales FL. He noted that through partnering with the local police department, criminal activity at the mall has been cut 45% and in the city by 7.6%. Richard's email: [eagleridgemallsecurity-manager@securamericallc.com](mailto:eagleridgemallsecurity-manager@securamericallc.com).

**Kevin D. Murray, CPP** of Murray Associates, was interviewed by the Discovery Channel for a January 2011 TV segment showing an eavesdropping detection sweep. Kevin authored a book called: *Is My Cell Phone Bugged?* Email at: [murray@spybusters.com](mailto:murray@spybusters.com).

February 2011, Altronics Corporation, a manufacturer of low voltage power supplies, added LCA Sales to represent

their products in the NY/NJ marketplace and hired **Ronnie Pennington** as a national accounts manager.

March 2011, **Mario J. Doyle, CPP** – Regional VP, ASIS International presented the **ASIS International Leadership Award** to **Lawrence Loesch** for his dedicated service to the 1600-members of ASIS-NYC chapter, as its chairman



*Pictured left to Right – Mario J. Doyle, CPP, Lawrence Loesch, and current NYC Chapter chairman Kevin O'Brien.*

for 2009 and 2010.

**Long Island University** just announced **Dr. Steven P. Bucci** has joined the faculty of their Homeland Security Management Institute and **Randall J. Larsen** has joined the Advisory Board. Larsen previously served as Executive Director of the Congressional Commission on the Prevention of Weapons of Mass Destruction Proliferation and Terrorism and is a retired US Air Force Colonel. Bucci is former Deputy Assistant Secretary of Defense, and former Chief of Staff to Secretary of Defense. Information on LIU graduate programs is at: [www.liu.edu/homeland](http://www.liu.edu/homeland).

**Patrick O'Neill** retired NYPD whose 20+ year experience includes 5 with the NYPD Counter-Terrorism Division, has joined T&M Protection Resources as a consultant. Futher T&M Canine Explosive Detection Services has just earned US DHS SAFETY Act designation and certification.

# WHAT NOW?: RETAIL SECURITY GOES BACK ONTO THE PLAYING FIELD

By Drew Brennan

2009/2010 were difficult years for retailers. Budgets slashed, workforces drastically reduced, programs abandoned. Earmarked



dollars were redirected toward protecting the bottom line. Decision makers went into panic mode, committing to keep their companies afloat and share prices from evaporating into thin air.

Asset protection took a back seat to 'profit protection.' Within months security directors went from proactive business partners to bulky, profit-draining burdens. As long as nothing catastrophic happened, security would have to stand pat. So that's what we

did. More with less: cutbacks wherever possible; even where they didn't seem possible and we 'hoped for the best'.

As the economy begins to rebound marketing, sales, and merchandising are abuzz, attempting to spur sales and profitability. The problem: companies no longer have appropriate people or resources to support that snap back to growth; invariably risks are taken. They're hesitant to lift hiring freezes; they ask employees to do more with less. Employees are equally hesitant to resist: memories of the "Great Recession" linger. Results: an under-trained, overworked workforce. Security directors keep this in mind; supporting recovery while limiting risk. Consider these points:

1. Identify risks in a clear, direct manner. Don't hold back your concerns. If something goes wrong (and it's just a matter of time), your departmental peers and company stakeholders will be looking to you for answers.
2. Ask for more resources that make sense. Maybe it's not time to ask for that groundbreaking (yet expensive) new technology; but if company assets are at risk due to lack of manpower or malfunctioning security systems, say so. Don't let existing conditions detract from an otherwise solid security program.
3. Get Back to Basics. It's the simple things that highlight the value security adds to an

organization. Keep your staff (proprietary or contract) well trained, motivated, and performing at high levels; maintain technology; ensure 100% functionality of current systems; maintain employee awareness/engagement in company security programs and policies.

The road to recovery can be an exciting time for your organization. It's the security director's job to ensure this happens in a safe, secure, and stable manner.

*Drew Brennan, based in NYC, has worked in the Retail Loss Prevention/Security industry for over 20 years, starting as a store detective, then internal investigator, security manager, regional director, and finally Director of Security.*

## FLEXIBILITY FOR SECURITY DIRECTORS – YOGA IT'S NOT!

By Joseph Castellano, CPP

Several years of economic depression combined with the proliferation of active shooter incidents, have created challenges

**Security managers can be more adept in recognizing day-to-day behavioral anomalies.**

for security professionals in managing workforce reductions.

I have a unique perspective: after retiring from a 20-year career with NYPD I was a VP with Lehman Brothers Corporate Security team. We experienced multiple reductions in force, until one day in September 2008 I sat in that same chair. To compound my outlook, I was later hired as a senior manager in corporate security at General Motors in New York within their asset management and treasury groups. I've experienced two bankruptcies: dissolution; a bailout; and all with significant downsizing.

While we do our best to mitigate danger, we have to ask: how well do we really know our employees? How about other tenants' employees in the building? Can we ever know what might trigger an active shooter incident? While we rely on robust access control as a layer against violence, very often attackers belong in or are invited inside the security perimeter. Our access control/visitor management layers then become potential barriers to first responders.

Security managers can be more adept in recognizing day-to-day behavioral anomalies, and ensure others, especially first-line managers, are trained to recognize the same. When managers in all business areas can quickly report unsettling or inappropriate behavior to security, particularly from employees affected by workforce reductions, we have a process to help mitigate violent acts.

Statistics reveal that most active shooter incidents are over by the time first responders arrive to assist. A recent digest published by NYPD suggested that less than 1% of active shooters fled the scene. The salient issue: are you prepared for an armed aggressor? Are any of your security managers firearm-trained and licensed? If you're in a multi-tenant

environment, have you explored memorandums of understanding with other armed security directors? You all may very well be the closest assistance to each other; and the best resources for quickly terminating aggression.

Losing a job can be life-altering, traumatic. Security managers have to be prepared for every

continued on page 40



Photo: Michelle Ellis

I'm Dan Mendelson. My phone number is 800-682-1606, ext. 230. I'm President of Unitex Direct, a uniform company I started 19 years ago.

We have everything a security guard company needs, from boots to baseball caps, at every price level, from every manufacturer. Including us.

Our prices are competitive. The products we manufacture ourselves are tightly monitored for quality in our factories in Mexico and the Far East.

We've built a technologically advanced company run on old-fashioned principles.

My hands and eyes and those of four others — Nancy Clanton, General Manager; Trish Stewart, Customer Services; Margo Krukowski, Head Seamstress; and Bev Gloss, Warehouse Manager — are involved in every step of our operation. If there's a problem, our customers get us fast.

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contingency, whether it's an emotional outburst that leads to a medical emergency, or the event that triggers aggression which at some point can become an active shooter incident. In addition to protecting that inner circle –we can also flex towards better recognizing behavioral cues from anyone in our environs showing severe distress. We build the responders' network; we solidify relationships and trust-building with managers; we look at events with a bend towards the unexpected. And that flexibility –by not simply providing guarding and access control, helps us deliver a level of security even when economic realities twist businesses and employees around backwards.

*Joe Castellano, MA, CPP, is Senior Security Chief at General Motors in NYC (under a Securitas contract). Joe served as NYPD Commanding Officer, Homicide Division on SI; task force assignments included Drug Enforcement and NY-FBI Asian Organized Crime Task Force.*

## **CRISIS CENTER SECURITY — THERE'S NO 'DOWNTIME'**

**By Michael P. Snock, MSAJS**

Whether individuals walk into a Crisis Center or are brought there as patients, the stressors and tensions affecting them are greater than those typically seen among distraught people in crowded emergency rooms.

In a crisis center, psychologists,

psychiatrists, trained technicians, allied health professionals and security specialists are all focused on and aware of the mental processes going on within this group of patients. We're alert for changes or aberrations that can put everyone at risk.

After initial assessment many patients' behavior becomes more erratic and problematic during their stay. Unlike in arrest or hostage situations (where probabilities for violence are greatest at the initial confrontation) here patients' issues are likely to become explosive and uncontrolled as they process through the crisis experience.

Unfortunately, budget constraints usually mean there's never sufficient staff expediting clients and this impacts their stay. Patients might not be informed of their rights; sometimes patients feel they don't have consumer rights because of the nature of their visit. Further, many patients automatically assume victim roles and don't inquire or make complaints about service. They may fear retaliation or see themselves without credibility, especially if suffering psychotic episodes.

During the process, many patients begin to experience paranoia and disconnect from the staff in addition to the primary reason for seeking assistance: therapy/rehabilitation. Many times this breeds a sense of resentment and patients take a defensive perspective,

possibly invoking verbal abuse or physical violence.

For crisis center security personnel mandated training is only part of regular preparation for the job. In Pennsylvania, State law requires: lethal weapons training; Handle with Care physical defense tactics, and annual recertification courses for verbal de-escalation.

We run frequent review drills to be prepared for security breaches and internal/external emergencies including: Fire alarm response, bomb threats, shelter-in-place, workplace

**Here patients' issues are likely to become explosive and uncontrolled as they process through the crisis experience.**

violence/security issues, security lockdown, facility lockdown, and access emergency. Safety management teams also implement scenarios for each staff member replicating "real life emergencies" so we can minimize injury risks.

Patients who 'resolve' and learn to address stressors in more socially acceptable ways are most often assisted by clinical staff and do not tend to continue as security issues. When patients do not 'resolve' and either remain chronic recyclers or continue overwhelmed and display physical antecedents or physical harm towards staff, they are placed in four-point

restraints and intravenously medicated to calm their actions. Sometimes effective verbal communication can be reinstated.

When necessary, we transmit via radio for additional security personnel to assist combating any issue at hand (STAT). Often we call for two-officer response to show greater presence — demonstrating to patients that strict regulations are for everyone’s safety.

The work is rewarding, never boring and forces continued learning and training. We strive to maintain our edge so we can support co-workers; provide a safe environment for therapy and assist patients regain their ability to operate in a complex, stressful world on their own.

*Michael P. Snock, MSAJS can be reached at: Snock221@hotmail.com*

Our vision was an agile and efficient team, able to quickly respond to emerging incidents and major investigations. We began by distilling job descriptions to the most essential elements — and only kept tasks that ‘needed to be done.’ We eliminated ‘time-sinks’ and things we’d done traditionally but needed to go away. Our focus was on what’s critical. This paradigm shift was

the most difficult part of the transition.

To further improve response time we changed how we view investigations: they’re no longer assigned on rotational bases. We devised a tiered process: Lowest level activity is now assigned to office personnel who issue letters to persons suspected of policy violations. Once written responses are

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## EFFICIENT INVESTIGATIONS

By Charles Tanstaafi

I manage the investigations department for a retail chain. We’ve had to adapt to achieving more aggressive goals with fewer staff and less financial resources. The plan under which we are working now was one drafted earlier and was ready to put in place when staffing changes became necessary. Yet, even with preparation, this was a frightening concept — everyone was already on-call 24/7. No one had down-time during a normal week. Could we really accomplish more with less?



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received these investigations are closed. Small thefts and frauds are assigned to store personnel or regional investigators. Finally, major cases are managed by multi-region corporate investigators.

We also increased telephone interviewing to reduce travel and save investigators' valuable time. Although many interviews still need to be done in person,

**No one had down-time during a normal week. Could we really accomplish more with less?**

as staff became comfortable with telephone interviewing techniques, they've become a regular occurrence.

Instituting the above strategies, we've been able to successfully close far more investigations than in several years prior — despite reductions in staff and budget. Some changes are painful. But we have come out of this a more effective and efficient team than we ever were in the past.

*Charles Tanstaafl can be reached at: charles.tanstaafl@gmail.com*

## **WHAT ARE CANINE HANDLERS' BIGGEST NEMESIS? POST STANDERS, PERIMETERS AND ADVANCE GUYS...**

**By Carl Persons**

What?! How could post standers (security officers) and security 'advance guys' be the nemesis? Anyone who does protective details might wonder why canine handlers around the globe talk to themselves wearing looks of misery. Here's help answering the perplexing question.

Joking aside, canine/handler teams perform serious business; they're competent with months of training together and significant periods of OJT — often almost a year. When called on to: perform protective sweeps, investigate suspect packages; or respond to bomb threat calls, my experience is both dog and handler work with confidence and competence.

**The moment the swept room's integrity is compromised we are back to square one.**

One consistent issue with protective sweeps and movements is that post standers and

advance personnel assume once sweeps are completed, situations remain static. However, if post standers' areas are overextended and they leave an entry/exit door or the advance person makes slight changes to entry/exit routes, sweeps are nullified.

Perhaps, we are called to do a sweep for a small dignitary detail. Advance personnel accompany you on your walk-thru. They advise us this mission is a 'piece of cake' showing the: arrival site, path leading to the 'hold', holding room, path leading to a meeting room, meeting room, and path leading directly to the departure site.

We in turn, walk the site; agree it's straight-forward. When will the post standers set up so you can begin sweeping? We hear: "Oh, I only have three post standers; they'll be moving around throughout the site during the visit... so just go ahead and knock it out, it will be fine."

Well, it's not. First lesson: you are only as good as your perimeter. We sweep. Then doors open and unchecked guests or workers enter and we've accomplished nothing. The moment the swept room's integrity is compromised we are back to square one. If a detonation occurs later, who's blamed?

We sweep vehicles parked off to the side and ask: where's the trained individual assigned here? Likely, we're told: 'no one will bother them [the cars]'... Is that OK? No it isn't.

Can these situations be ameliorated? Perhaps with more education and some re-thinking, those who hire us can have a fuller perspective. As handlers and instructors, we need to do a better job explaining effectiveness, limitations, and canine team capabilities. When we close procedural 'holes' using canine teams properly, they can be key assets in today's protection scheme!

*Carl Persons, Security Director at Airlie Conference Center is DCJS-certified as a Personnel Protection Specialist with 25 years experience with Special Operations Units. Email: cpersons@airlie.com*

## BIOSECURITY; AN EMERGING SPECIALITY

By Kirk R. Wilhelm, CPP

The cascading events since 9/11 and biological attacks that immediately followed have given rise to a significant

**Very few current security professionals have in-depth specific training in biological security and biorisk management.**

proliferation of biological laboratories working with dangerous pathogens. With this exponential growth also come challenges.

Expanding laboratory capacity brought myriad legislation,

regulations and guidelines designed to protect laboratory staff, the public and ensure pathogens are properly secured. Ultimately, combining these issues contributes to an emerging new security subject matter expert category: Biological Security Professional. Very few current security professionals have in-depth specific training in biological security and biorisk management.

According to: "The Congressional Research Service, Oversight of High Containment Biological Laboratories, Issues for Congress, May 2009", funding for civilian bio-defense has increased from \$690 million in 2001 to \$5.4 billion in FY2008. Biosafety Level 4 laboratories (BSL4), (those working with the most dangerous pathogens) have increased by an estimated 12-fold since 2004.

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According to the GAO, Biological Safety Level 3 Laboratories (BSL3) may exceed 1,300 in the US -working with infectious microorganisms in the categories of human, animal and plant pathogens. There is no solid empirical data available on numbers of BSL3 or BSL4 laboratories operating, or being constructed throughout the world.

Traditionally, biosafety professionals also fulfilled security responsibilities. Unfortunately a fundamental disconnect has emerged as biosecurity gets more complex and continues to evolve. Responding to the challenges pro-actively will require; developing resources, creating policy, procedures, developing standardization internationally, and fostering collaborations with universities, government and private industry.

The security community has a dog in this fight. We are the logical choice to lead collaboration among engaged stakeholders, ultimately providing internationally accepted definitions for biosecurity and promoting collaborative processes to effectively mitigate world-wide risks these most insidious microorganisms represent.

*Kirk R. Wilhelm, CPP, is Senior Biosecurity Program Manager, Midwest Research Institute Center for Biological Safety and Security in Frederick, Maryland 21702. Reach him at: [kwilhelm@mriresearch.org](mailto:kwilhelm@mriresearch.org)*

## HYBRID(GE) TO THE FUTURE

By Andrew Schonzeit

With the difficult economic climate of the last few years, it has often meant re-examining previously held assumptions. When our customers ask:

**Hybrid systems that merge existing analog cameras with newer IP technologies provide a growth strategy.**

“Should we go IP?” our answer isn’t an automatic yes. We often find a balanced middle ground when they have large existing CCTV systems. Customers quickly grasp the advantages offered by network video systems, yet they are wisely hesitant to throw away valuable and functioning assets in favor of the “latest” technology.

Hybrid systems that merge existing analog cameras with newer IP technologies provide a growth strategy, taking advantage of IP platforms while simultaneously extending useful life spans of existing analog systems.

Additionally, since manpower and budgetary concerns continue affecting businesses, we now provide managed services. Clients can outsource daily video and access control system monitoring/management. They’re no longer devoting scarce human resources to

support technology.

So, What Now? We are helping organizations create a balance while they span the distance between what has worked for years, and the potentials of new technologies. “What Next?” Ideally, there’ll continue to be partnerships between professionals on both vendor and client side who work to protect personnel, assets, and infrastructure while maintaining responsible management of corporate resources, both human and financial.

*Andrew Schonzeit, President of IDESCO Corporation is at: 800-336-1383.*

## TRANSITIONING FROM PUBLIC TO PRIVATE SECTOR SECURITY MANAGEMENT?

By Paul Boucherle CPP CSC

Transitioning from public service to the private sector is similar to stepping off a spaceship onto another planet. If you’ve made this journey, you already know. For those about to, here are some lessons from working 35 years in the security industry.

To stay alive when you land on a new planet, it is good to know the flora, fauna and language. In the private sector, there are all the political issues. You’re probably prepared for that challenge. Then there is the decision-making process; here

you may need a little coaching. Unlike the public sector, private sector decision-making processes are more fluid, dynamic and move at a different pace. It's less predictable. If there's a security threat/risk, I can fix that in 2 weeks; I need these resources... let's get going! Not so fast my friend!

The business world is all about building intra-departmental relationships and business bridges. The more bridges you build, the better the business case you can build; the greater chance for senior management approval. Simple, right? Not really. It takes patience, improved communication skills and something that makes all the difference, your 'silver bullet.' Adopt active listening skills. They're not the same listening skills you used interviewing "persons of interest," more like gathering information from witnesses. You get the idea. Gather facts, don't set verbal traps.

Department heads may have preconceived notions about who you are and what you do. Disarm them; be sincerely interested in THEIR department and what they do for the company. Learn the "arterial blood flow" i.e.; revenue streams of the business, then follow the money! My prescription for survival on strange planets!

*Paul Boucherle CPP CSC is Principal at Matterhorn Consulting LLC. Reach him at: paul@matterhornconsulting.com.*

## EMPERORS AND CLOTHES

By Al Della Fave

Reporters who thrive on being government watchdogs are just as anxious to reveal corporate wrongdoing. Recently with waves of financial collapse, product failures, and company embarrassments, corporate scandal makes for sensational headlines too.

Protection professionals have a role in mitigating the impact of a bad news story. Many corporate clients have dedicated public relations practitioners, but security professionals usually have unfettered access to see wrongdoing, that if made public, could lead to disaster. Media savvy security practitioners can be a PR department's biggest ally and are more valuable than professionals without those skill sets. Keep in mind:

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## The Do's:

- Be the first to tell the Emperor when he has no clothes on. If your relationship with the client does not include that level of trust and honesty, than your ability to protect isn't what it should be.
- Assume that someone in public venues has a phone that records video and takes photos, and act accordingly.
- Attend a formal course on media relations and public speaking. Knowing how the media works is as important as loss prevention or preventing corporate espionage.
- Except in extreme circumstances, leave public media comment to professionals.
- Be credible. Be familiar with company products, operation, history, and training.
- Look good, be professional at all times, be polished in your delivering comments you must make around media such as: "Please excuse us," "We need to come through here, thank you," "Please direct your questions to the client's office."

## The Don'ts:

- Don't be rude or appear threatening, even when media members are being obnoxious. You'll never win an argument with a reporter.
- Don't say anything to the media "off the record," or "on background." It takes public relation experts years to get

comfortable with media protocols.

- Don't speak unless your message is carefully crafted and approved by those at the highest level.
- Don't make promises to the media that you can't keep, i.e. "We'll have a statement for you in an hour".
- Don't take it personally, or get emotional. Many media outlets live on controversy; the more you appear to be covering up, or the angrier you act, the more interesting the story becomes.
- Don't neglect training security staff on how to act/deal with media.

Above are the most basic lessons practiced religiously by Government Officials, Military Command Staff, Law Enforcement Executives, and Corporate America. Now they can be part of every high level security executive's prevention package.

*Al Della Fave, a security and media consultant at ADF Agency LLC; email at: [al.dellafave@gmail.com](mailto:al.dellafave@gmail.com).*

## OUT OF WORK?

**By Joseph Salvemini**

On September 30th I was 'laid off' from a security management position at a major metropolitan health care center, along with 20 of my management colleagues from a variety of other disciplines. The lay-off came at a bad time: 6 weeks before a daughter's out-of-town wedding; 2 weeks

before I would have become pension-vested. I was angry with my former employer; concerned about my financial situation and left to wonder just how marketable I would be at 65+.

Sure I had significant experience (31 years in law enforcement plus another 11 in the security industry) but the doubts were

**Believe in yourself;  
maintain your standards;  
don't try to be someone  
or something you're not.**

there. My wife was away, planning the wedding; I was left to mull over the situation on my own.

I updated my resume and posted it on various job websites. The following day I got phone calls and E-mails offering everything from a CNA "job" (Certified Nursing Aide) (something I was not licensed for) to resume rewrite offers -and training that would surely help me (at almost 66) advance my career.

Several callers simply couldn't understand why I wasn't immediately enlisting in a PhD program. (I'm a college graduate; graduate of the Southern Police Institute and I've a long list of training from the CIA, NSA, US Department of State, etc.) Training wasn't what I needed or wanted. I needed a job.

I contacted individuals I knew in the Health Care Industry (my preferred employment venue) and obtained current recommendation letters with permission to use these individuals as references. I was fortunate; receiving interviews on a steady basis. Subsequently several executive search firms contacted me on behalf of employers. I was out of work for a total of 4 months, certainly not a long period of time in today's economy.

I learned several things from this experience. First and foremost remember who you are. The inner strength that's taken you to this point is still there. You may be bruised but you're not beaten. Believe in yourself;

maintain your standards; don't try to be someone or something you're not. Do not underestimate the value of networking with colleagues in the industry. Their tips, contacts and counsel are invaluable resources in job hunts. I can honestly say that ASIS NYC Chapter provided meaningful assistance during this process.

A particular thanks to Erica Harrison (ASIS NYC) who contacted me with encouragement, advice, and gave a critique of my job search efforts — even “scolded” me when I wasn't getting the “message”. This was something I very much needed to better understand the entire job search picture.

Good luck to all!

*Joseph Salvemini is security director at a major healthcare facility in the Bronx and can be reached at: jsalvemini@hotmail.com.*

## **SAVINGS BY THE LETTERS – HOW THE USDA USES EPACS EFFECTIVELY**

**By Richard C. Holman**

We've been asked by other Federal Departments how we set up our enterprise Physical Access Control System (ePACS) that ties in our USDA facility card readers to electronically provision and de-provision the LincPass credential (PIV Card), which is an HSPD-12 tenant.

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ePACS also ensures that when USDA employees retire, quit,

**Our projected cost savings/avoidance is approximately \$100K every three years for each facility**

etc., their LincPass will be electronically de-provisioned. Under the old way, some employees were still in a PACS database 5 years after leaving government service!

Anyway, this is just a short synopsis of our ePACS initiative and something that may be of interest to other Departments and Agencies.

*Richard C. Holman is Chief, Physical Security Division, USDA/DM/Office of Homeland Security and Emergency Coordination.*

## CREATING THE RELATIONSHIP

By Michael Hymanson, CPP

When contractors become clients' partners in managing risk and the connection becomes mutually beneficial, there's foundation for strong business relationships.

Long before RFPs are released, contractors can participate in enhanced Risk Management Strategy planning with potential clients. Premises and personnel security can be upgraded or streamlined when both 'eye' situations with enhanced vision, rather than check-off sheets to see if something currently in place works.

In reviewing prior and recent incidents: are there changes/aberrations? What differences in recent incidents might benefit from reassessing response/follow-up? Any new factors contributing to risk... plans for expansion/closures that require a different approach... relevant vulnerabilities... what action plan is most economical? What might be done better, smarter, more effectively?

When RFPs are released and there are several contenders, security organizations that have developed relationships with potential clients through risk assessment and can also deliver sufficient well-screened staff with proper full-dimensional training, may have an edge on negotiating for important contracts.

*Michael Hymanson, CPP, Regional Manager at U.S. Security Associates, Inc. can be reached at: [mhymanson@ussecurityassociates.com](mailto:mhymanson@ussecurityassociates.com).*

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## TOUGH MISSION

By Natalie Runyon

### Editor's Note:

*We've seen how security executives are under tremendous pressure to deliver innovative security solutions in more complex environments for less, and to mobilize finite or shrinking resources to achieve more without sacrificing quality. The following outline of techniques and strategies can help build capabilities within your team, empower them; enable them to work smarter and help you deliver better work products faster and cheaper. The cost: often more work on your part – but it may very well be worth the effort.*

### Create joint ownership of the mission:

- Educate the team on every facet of the business to help them understand how their role helps the company to achieve its goals.
- Educate them on the financials and keep them informed on major developments within the company
- Invite them to plan and strategize to make security better.
- Listen to their suggestions and act on them where appropriate

### Engage and Communicate daily:

- Let them know what is going on in the facility for each day.
- Provide daily briefing and training tips
- Write newsletter
- Provide them with essential communication tools (radios, ear piece) and pocket-size

reference card with contact information.

- Emphasize team is the first line of defense and main client interfacing service.
- Acknowledge difficult times and focus on the fact everyone is impacted by hard economics.

### Create an atmosphere of teamwork excellence and establish an expectation of strong performance:

- Outline the goals of the team, the process to achieve them, provide consistent direction and evaluate on performance
- Train, train, and train more to bond the team, especially with those working out of hours
- Provide feedback regularly.
- Recognize excellent performance across the team.
- Show appreciation and respect for each individual performing their role
- Spend time with team out of business hours
- Take an interest in their lives outside of work.
- Create non-financial incentives, such as officer of the month, to reward outstanding performance, such as employee of the month, customer care aware, etc.
- Give them what they need to do their jobs, even if it is a pen.
- Buy low-cost lunches monthly

*Natalie Runyon, Vice President, Office of Global Security, Goldman Sachs*

## HIGH STRESS/ HIGH FEAR SITUATIONS: CAN EMPLOYEES REALLY FIGHT BACK?

By Steven Crimando,  
MA, BCETS

We've seen a number of articles on the topic and recommendations from DHS and NYPD advising those caught up in an Active Shooter situation to evacuate, hide out or fight back. Can and will employees actually do what is recommended in any high-stress/high-fear situation? That's an important question.

Findings suggest that employees' sense of confidence in their own ability and their organization's ability to respond to high-threat situations is much more important than their concern about the severity of the threat. One take-away from studying this area in depth, is that realistic, pre-event training and practice can help build employees' confidence and give them a sense that the organization can respond to even the most frightening scenario. No matter what the critical situation is [active shooter incidents are low probabilities] realistic, pre-event training and practice can help employees effectively respond to even the most unthinkable scenario.

Instead of practicing evacuation only to the stairwell, take everyone through the whole

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process and out to the street. Have employees try sheltering in place; is there space under desks? Can cabinets actually be moved to block doors? The few minutes that security professionals spend with their constituents actually going beyond 'talking' can change attitudes and encourage the self-confidence that might be what it takes to save lives.

*By Steven Crimando, MA, BCETS is Managing Director, Extreme Behavioral Risk Management, Division of AllSector Technology Group, Inc. NY*

## A SIMPLE QUESTION: ARE WE SAFE YET?

**By Rubin Calvo**

There's no simple answer.

- If we increase passenger rails at the proposed rates and people use them by the millions, do these trains become the next terrorist targets?
- Do we impede productivity for our entire industrial complex and place security barriers, check-posts, and personnel screening at every turn?
- Threats can be in our faces and remain hard to pick out. Homegrown terrorists may be recruited surreptitiously yet in plain site. If a street vendor isn't paying attention, then a car bomb has the potential to decimate Times Square.
- Threats from outside the country – militants, criminals and terrorists are snowshoeing across the border from Canada or walking across the Rio Grande far from the watchful eyes of TSA or Border Patrol.

Rubin suggests that the economy is going to continue growing, but the only way we can answer his question positively is when the liaison between private security and public law enforcement becomes a real bond and helps us protect an ever more complex reality.

So, are we safe yet?

*Rubin Calvo, can be reached at:  
[youoncctv@yahoo.com](mailto:youoncctv@yahoo.com)*





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# ASIS NYC CHAPTER CALENDAR OF EVENTS

# 2011

## June 6, 2011

2011 Annual Golf Outing

Location: The Village Club at Sands Point

## September 14, 2011

September Chapter Meeting

Location: Spirit Cruises

## November 16, 2011 Special Chapter Event

More details about this event at The Museum of Modern Art will be made available in the next months

## December 16, 2011

Holiday Chapter Meeting

Location: Hard Rock Cafe



On the

10th Anniversary of 9/11

The Long Island Chapter

of ASIS

Remembers

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Children who lost their lives.

The Brave People who gave  
their lives, and the Heroes

that responded to the  
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