

# The Independent Security Consultant



# IAPSC

Summer 2009

## *President's Message*

I am most pleased to assume the responsibilities as the new president of the IAPSC. I consider being elected to this post an honor, and not just because our Association is among the best professional groups in the security industry, but because of all the friendships I have developed over the past ten years. Thank you for your vote of confidence. And no, I am not getting a dog.

I am also pleased to report that our 2009 Conference was a great success. Forty-seven people, including forty-two current members (40% of our membership), were at the three-day conference making this one of the most attended programs in several years. The conference also generated over \$45,000 in profit, more than \$16,000 greater than expected, for our Association. Thanks to all those who worked so hard to make the 2009 Conference a success.

I want to take this opportunity to remind everyone about the most important by-laws vote that must be submitted by August 3rd. This vote addresses the "independence" issue that has been a controversial matter for our Association for years. Please vote!

Finally, I want to remind everyone that the IAPSC is an Association that depends upon its members to volunteer their time and expertise. Typically, 30% of the membership does 100% of the work. For those of you who have never volunteered for a committee or held an office, you are missing out. No, I'm not being Tom Sawyer.

The true value of membership in the IAPSC is the interaction with other members and the relationships that are built through familiarity and trust. Several of our members have worked together in short-term partnerships with other members, enabling them to pursue and obtain larger scale, profitable projects that individual members would not normally be able to handle.

You get out of this Association what you put into it.

Volunteer!

*Norm Bates*

IAPSC President

## *Best Practices*

We are working on Best Practice #3, Use of force by security personnel. Anyone interesting in participating in the working group, please contact Norm Bates.

### Forensics - Recent Cases

Our forensic members will be pleased to hear that another Federal District Court, this one in Puerto Rico, has endorsed the use of the Forensic Methodology (Best Practice #2) by security experts. Contact Ralph Witherspoon for a copy of the case.

Also the 13th Circuit Court of Appeals in Washington, DC ruled in favor of Norm Bates regarding his testimony in a nightclub case. The court denied the defendant's "Daubert" motion, stating that the expert's testimony met the standard of reliability based on person knowledge or experience. Contact Norm for more information.

# *Annual Conference*

The 25th IAPSC Conference was held in Palm Springs, California on April 26-29, 2009.

There were many great topics including:

- Succeeding When the Economy is Receding
- The Emerging World of International Security Standards
- How to Obtain and Main Top Organic (FREE) Google Rankings
- How to Gain a Competitive Advantage with Your Internet Marketing
- Forensics
- Emergency Planning

There were panels on: Publications & Making Money When Others Aren't

The conference wrapped up on Wednesday morning with a Round Table Discussion of the topics presented at the conference.

There were many networking activities - a welcome reception, a BBQ - Desert Discovery Party and a celebration of the 25th Anniversary at the awards banquet.

## *Thank you to our 2009 IAPSC Sponsors*

### **Platinum Plus**

Ingersoll Rand Security Technologies

### **Platinum**

ASSA ABLOY

Axis Communications

Dynasound, Inc.

Lenel Systems International

Panasonic System Solutions

Pixim, Inc.

STENTOFON/Zenitel Group

### **Gold Plus**

Milestone Systems

NEC Corporation

Software House/American Dynamics

TAC

### **Gold**

AMAG Technology

Gallagher Security Management Systems

Gunnebo Entrance Controls

IQinVision

Salient Systems

S2 Security Corporation

Talk-A-Phone

Vicon Industries, Inc.

## Annual Conference



Incoming President Norm Bates thanks outgoing President, Karim Vellani for his service to the IAPSC.



Exhibits



Brian Gouin presents the Meritorious Life Award to Dave Aggleton



Monday Night BBQ - Desert Discovery Party



Past President's Breakfast



Good attendance at Sessions

## Annual Conference, Cont.



Rob Shellow presents the Accolade Award to Steve Kaufer



Sunday Night Reception

At the Conference in Palm Springs, California the following awards were presented.

### **IAPSC Charles A. Sennewald Distinguished Service Accolade**

The Accolade is awarded to that security executive, educator, author, or industry leader who has made an outstanding and significant contribution to the security profession.

**Steve Kaufer, CPP, CSC** of Palm Springs, CA was presented the Accolade award for being a recognized leader in the IAPSC and the security industry.

### **IAPSC Meritorious Life Member Award**

The Meritorious Life Member is awarded to a member who was a Charter member and/or a visibly participating member in good standing, for ten (10) or more years, and must score a minimum of thirty (30) points on the established point scoring system.

**David Aggleton, CPP, CSC**, of Tarrytown, NY was presented the Meritorious Life Member award for his contributions to the IAPSC.

### **IAPSC Achievement Awards**

Eight Achievement Awards were presented at the Conference in Palm Springs, California to members for their outstanding contributions to IAPSC.

**David Aggleton, CPP, CSC** for contributing time and talent to the IAPSC and specifically for his work in the Independence White Paper.

**Frank Pisciotta, MPA, CSC** for contributing time and

talent to the IAPSC and specifically for his work in the Independence White Paper.

**Curtis Baillie, CSC** for contributing time and talent to the IAPSC and specifically for his work on Strategic Plan implementation.

**Norman Bates, J.D.** for contributing time and talent to the IAPSC and specifically for his leadership of the Forensic Security Methodology Group and the Best Practice #2 Update.

**Jack Case, CPP** for contributing time and talent to the IAPSC and specifically for Strategic Plan implementation and organizing the Southern California Conference.

**Kevin Murray, CPP, CFE, BCFE** for contributing time and talent to the IAPSC and specifically for Strategic Plan implementation.

**Michael Webster, CPP** for contributing time and talent to the IAPSC and specifically for his leadership of the Strategic Plan.

**Ken Wheatley, MA, CPP** for contributing time and talent to the IAPSC and specifically for his work in the Independence White Paper.

## Member Happenings

**Dave Aggleton** will be presenting "Effective Use of Security Consultants" at the ASIS Annual Conference in Anaheim in September.

IAPSC Member, **Curtis Baillie** recently contributed to a educational webinar titled, "New thinking for Retail Security & Loss Prevention" <http://w.on24.com/r.htm?e=147792&amp;s=1&amp;k=863300B2B797CC3EB5E9BA43251EF1FD&amp;partnerref=landingpage>. The

## 09-10 Officers & Board Members

Norman Bates, President  
Ralph Witherspoon, Vice President  
Brian Gouin, Secretary  
Rich Grassie, Treasurer  
Karim Vellani, Past President  
Dave Aggleton  
Mark Bennett  
Elliot Boxerbaum  
Jack Case  
Lou DeStefano  
Jim Kelton  
Fred Miehl  
Frank Pisciotta  
Dick Sem  
Howard Wood  
Chuck Sennewald, Advisor

## Member Happenings, Cont.

SecurityInfoWatch webinar included timely topics currently facing the retail loss prevention community. Panelists included Curtis, Paul Stone VP of Asset Protection & Risk Management Best Buy Corporation and Paul Jones Global director of retail partnerships eBay Inc.

Topics included:

1. Role of the retail security director - consolidation of duties - what do you consolidate in a retail loss prevention dept.
2. Doing more with less - How to maximize your budget's value - where do we recommend you spend your LP and security department dollars for most value
3. What is the new thinking on catching shoplifters - shoplifting becoming civil matter, moving away from undercover LP, layoffs of LP staff, taking advantage of new technologies, exception reporting - and ROI on exception reporting technology systems
4. Risk management safety vs. LP - which is more important and why they shouldn't be separate departments
5. Crime Trends - what we're seeing (ORC would be a part of that, so would other hot topics like product tampering)
6. Legal issues facing the retail loss prevention industry.

Our President, **Norman Bates** did an outstanding job with his presentation at the recent SEAK Conference

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## New Members

### Gary J. Margolis

Margolis, Healy & Associates, LLC  
445 Greystone Drive  
Richmond, VT 05477  
Phone: 802-434-6788  
Email: Gary@Margolis-Healy.com

### Michael William Minieri

Minieri Associates  
196 Highway 17  
Eugene, MO 65032  
Phone: 573-301-3092  
Email: MMinieri@MinieriAssociates.com

## 09-10 IAPSC Committees

### By-laws:

*Chair:* Brian Gouin

### Ethics:

*Chair:* Curt Baillie

### Web Site:

*Chair:* Jack Case

### New Website Development:

*Chair:* Karim Vellani

### Consultant Certification:

*Chair:* Brian Gouin

### 2010 Conference:

*Chair:*

### Technical Standards:

*Chair:* Frank Pisciotta

### Best Practices:

*Chair:* Norm Bates

### Regional Meeting Taskforce:

*Co-Chairs:* Dave Aggleton, Jack Case

### Membership Processing:

*Chair:* Al Zajic

### Member Benefits:

*Chair:* Ken Wheatley

### Successful Security Consulting:

*Co-Chairs:* Rich Grassie, Frank Pisciotta

### Strategic Planning:

*Chair:*

The logo for IAPSC (International Association of Professional Security Consultants) is displayed in a large, bold, white font with a slight shadow effect, set against a dark background.

## Member Happenings, Cont.

at Cape Cod (June 25, 2009) on the subject of "Screening Cases and Lawyers". Norm did a fine job of articulating the pitfalls of working bad cases and with inexperienced and unethical lawyers and offered sound strategies to avoid both. Of particular interest to IAPSC members, Bates cited the IAPSC "Forensic Methodology" Best Practice as a good model for experts in any discipline.

**Karim Vellani, Jim Clark and Jack Case** attended the annual Seak Expert Witness Conference in Hyannis, Cape Cod.

The Kansas City Area Maritime Security Committee (KCAMSC) awarded to TranSystems a contract to assist in the development and implementation of a Port-Wide Risk Management/Mitigation Plan for the Kansas City Area Port under the FY 2008 Port Security Grant Program. IAPSC member **Ron Heil, CSC, CPP** has been designated the Project Manager for TranSystems. The Risk Mitigation Plan will lay out a five year plan to "buy down" risk in the KC Port Area.

**Don Horan's** article on loss prevention strategies particular to retail store closings made the cover of June's LP Magazine. The link is: <http://digital.losspreventionmagazine.com/>

**Jim Kelton** of Altius IT was recently interviewed by Security Info Watch about the impact of layoffs on business security. Important Excerpts — "Though most business decision makers' attention is focused on getting through these tough economic times, security experts say that they need to be wary of employees, who fearful that their jobs could be on the cutting block, could take actions that potentially jeopardize the physical and logistical security of the company." Security Info Watch provides security news, information, and special reports for management and security professionals. Altius IT provides IT security audit, security consulting, and risk management services.

**Jim Kelton** of Altius IT has been appointed to the Board of Directors of the Association of Professional Consultants (APC). APC helps members grow and better manage their consulting practice.

**Fred Miehl's** article "Data Center Security" was published in the June edition of SECURITY TECHNOLOGY EXECUTIVE.

SecurityWorld International asked **Kevin Murray** to write a Primer on *Eavesdropping Detection for Executives*. It appeared in the May issue. Copies are being mailed to all IAPSC members. If you would like additional copies for a mailing to your clients, please contact Kevin. Also available on-line at <http://tinyurl.com/KDMonTSCM>

On February 1, **Marianna Perry** was appointed as Director of the National Crime Prevention Institute (NCPI) at the University of Louisville. In March, she presented a 4-day seminar on Crime Prevention and the Basics of Physical Security through NCPI. Her company, Loss Prevention and Safety Management, LLC remains open.

**Ira Somerson** was recognized by the Philadelphia ASIS Chapter at their 50th Anniversary. Ira was presented the Excellence in Leadership Award.

In late May and early June, **Paul Timm, PSP**, presented Campus Security Workshops ("Security Trends & Tabletops") at Southern Methodist University (Texas), Arizona State University, and the University of South Carolina. Paul also conducted school security workshops for K-12 school administrators in Illinois, Kentucky, and Ohio.

**Ken Trump** was interviewed by ABC World News Tonight anchor Charles Gibson in a special segment on school safety which aired on the 10th anniversary of the Columbine High School attack.

Ken's workshop on media and school crisis communications at the National School Boards Association annual convention was featured in a story for School Board News. The May/June issue of School Construction News carried a feature Q&A column with Ken. He was also interviewed by U.S. News & World Report for a June article on a recent Supreme Court ruling on student searches.

Ken authored a feature article in the Spring 2009 issue of the Student Assistance Journal entitled, "School Emergency Planning: Back to the Basics."

**Ken Trump** testified on school crime data and school safety planning as an expert witness at a July 8th Congressional joint subcommittee hearing of the House Education and Labor Committee.

In April 2009, the International Association for Healthcare Security and Safety (IAHSS) published their Security Risk Assessment Guideline. "Healthcare Facilities (HCF's) and Healthcare Organizations (HCO's) are responsible for providing a safe and therapeutic environment while respecting the rights and privacy of those entrusted to their care. These guidelines are intended to assist healthcare administrators in fulfilling their obligation to provide a safe, secure and welcoming environment; while carrying out the mission of their healthcare organization." IAPSC Member **Karim Vellani** developed the guideline at the request of IAHSS. The guideline may be downloaded here: <http://www.iahss.org/PDF/guidelines/0102.pdf>

## Press Release

### FOR IMMEDIATE RELEASE

Contact: Bo Mitchell  
203.563.9999  
bomitchell@911consulting.net

### Bo Mitchell Awarded Rare Credential as Certified Emergency Manager

WILTON, CT, June 30, 2009—Bo Mitchell, founder and president of 911 Consulting®, has been awarded the Certified Emergency Manager (CEM®) credential by the International Association of Emergency Managers.

The CEM designation is the highest honor of professional achievement awarded by the IAEM. Worldwide, there are only 825 active CEMs, including the new Federal Emergency Management Agency director, Craig Fugate. IAEM, founded in 1952, has members in 58 countries.

To qualify, applicants must hold extensive credentials, including relevant professional experience, references, education, training and professional contributions to the profession. In addition, they submit a management essay responding to a scenario they might face while fulfilling emergency management responsibilities. They must also pass a written examination. To maintain certification, CEMs need to complete additional training and contribute to the profession every five years.

Mr. Mitchell served as police commissioner in Wilton, Connecticut for 16 years. He founded 911 Consulting in 2001. Clients include GE, Health Net, Goodrich, Western Connecticut State University among others. He also invented 911 Headcount®, the only two-way, triple-redundancy mass emergency notification system that can be activated during an evacuation and allow those notified to respond with their status. Mr. Mitchell also serves as an expert in law suits nationally.

The emergency management certification program was developed over the last several years by IAEM with funding from FEMA. An advisory board of professionals from a variety of disciplines and representatives of key stakeholders in emergency

## Proposed By-Law Changes

The proposed By-Laws changes were emailed to all members on June 19, 2009 with a ballot for voting. Ballots must be received by Monday, August 3, 2009 to be valid.

## Upcoming Events

**August 3, 2009 - Deadline for By-laws ballots to be submitted**

**September 19 & 20, 2009 - Successful Security Consulting at ASIS in Anaheim, California**

**September 20, 2009 - IAPSC Board Meeting in Anaheim, California - Noon to 5PM**

**September 20, 2009 - IAPSC Reception in Anaheim, California - 5:30PM to 7PM**

**September 21-24, 2009 ASIS Conference in Anaheim, California**

management provides guidance. IAEM administers the CEM program for the profession. Awarding the certification, policy decisions and judgments are all made by the CEM Commission of 19 professionals in the emergency management field.

911 Consulting provides corporations, campuses and medical facilities throughout the United States with emergency preparedness planning and training to protect lives, recover from a crisis, resume operations and comply with federal and state requirements. For more information, visit [www.911Consulting.net](http://www.911Consulting.net).

## Website Tip

On the IMC USA website one of the recent "Tip of the Day" entries was a link to a website. The tip, "How Visible is Your Website Relative to Other Consultants?" was very timely for me as I'm tweaking my website. Use Marketleap <http://www.marketleap.com/> to gauge your site's attractiveness relative to other consultant sites. It offers three free services: (1) link popularity check, (2) search engine saturation, and (3) keyword verification. It also provides some resources in search engine optimization (SEO), or how to improve your site's visibility, regardless of where you are now. Best of all - it's FREE.

Curtis Baillie



## *Tribute to the Late Henry Branche*

The International Association of Professional Security Consultants (IAPSC)

By  
Leslie N. A. Cole, Sr., CPP, CST

I first met Henry Branche over 20 years ago, and I remember that meeting as if it happened yesterday.

Henry was with his pal, Gerry O'Rourke, whom I had met before and as I approached the two, Gerry, in his usual Irish humor asked, "Do you drive a Mercedes Benz too? I said no. He then asked, "Are you married to a Doctor too"? I again responded no. Gerry then went on to introduce Henry Branche to me and began to tell me of his initial meeting with Henry.

They met at a meeting they both were attending in New York City. Henry had driven to the meeting and at the end of the session he offered Gerry a ride and told him to wait for him in a designated area. A few minutes later, a sleek Black Mercedes pulled up alongside Gerry. The way the story was told by Gerry, he was not expecting to be picked up in a Benz. Henry had to roll down the passenger side window to let Gerry know that it was him behind the wheel. That story was one among three that Henry and I made reference to each time we met or spoke to each other. I had the habit of reminding Henry that unlike him who drove a Benz, I drove a VW, and unlike him who was married to a Doctor, my wife was a Legal Secretary.

We do not know if it was coincidence or not, but the two of us seemed to be matched against each other in cases that we handled. Incidentally, the cases that we were matched against each other seemed to have been mostly in urban areas. We were going against our "Anglo" colleagues in other venues, but in urban areas we seemed to have been on opposite sides of the case. At that time we were the only reputable Black experts in town. I asked Henry why that was so. His response was, "these folks may believe that when we are walking into the court room that we discreetly throw the Black Power salute to the members of the jury". Not only did we have a big laugh at what he said and the way that he said it, but whenever we ran into each other, we would greet each other with a subtle clinched fist as if we were about to give the Black Power salute. I am sure if others were not around that we would have gone all the way with the salute.

During depositions, I was usually asked if I knew Henry Branche or knew of him. As I did not have anything negative to say about Henry, I would always respond that he was the "old one" and I the younger one. Each time we met, we would have a big laugh over

the habit that I had developed by describing him as old. I remember when both of our wives finally met he made sure to tell both ladies about the fun I seem to be having at his expense.

The man who drove the sleek Black Mercedes and was married to a Doctor was a giant in our field and was highly respected by all who worked with him or against him.

In addition to earning a Bachelor of Science degree from New York University, Henry attended and graduated from Police and Security related courses at St. John's University, John Jay College of Criminal Justice, Michigan State University, Hofstra University, Adelphi University and the New York City Police Department. As a result of all of that education, Henry became the Chief Administrator of the Office of School Safety for the New York City Board of Education.

On the occasions that we had the opportunity to talk shop, Henry lived what he preached. He had integrity and credibility. We cannot say that about many of those with whom we have dealt with, but I may have been the one person who went against Henry than any other expert. We worked both sides of the fence and we had a moral and legal obligation to give our respective clients the best representation that we could.

As an expert, Henry made sure to keep abreast of all of the current developments in our discipline. He was highly credentialed and his reports showed it. I enjoyed going up against him as he was a consummate professional and maintained the high values that IAPSC members are known for.

Moreover, he was extremely credible. At no time in the 20 or so years that we went against each other do I know of contradictions. We were the first two African-American members of the IAPSC. We were there during the formative years and he served on the Board during those early years.

Henry will be surely missed as he was a credit to his family, our industry and organization. He was truly a class act. May his soul rest in peace!

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"Every man owes a part of his time and money to the business or industry in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere."

~ President Theodore Roosevelt

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## ISO 28000

As most of you know, ASIS (the American Society for Industrial Security) offered one free scholarship to a class leading to certification as Lead Auditor for those seeking compliance with the new ISO Standard PAS 28000 – 2005 “Specifications for the Security Management Systems for the Supply Chain”. I am not sure if I was the only member to put my hat in the ring, or if there was an official drawing, but in any event I was given this opportunity and I accepted, though with trepidation at first. My only impression of ISO stands compliance came from those dreary repetitive hours spent in Quality Assurance meetings while the company I worked for sought certification under ISO 9001. I am falling asleep right now just thinking about those fun days.

Only joking, of course. I was pleased to be chosen as the representative for the Association (IAPSC) to participate in this endeavor and found it to be a rewarding experience. As ours was the first group of American participants to obtain this accreditation, the presenters were able to fine tune their presentation, normally provided to the West European and Australian communities, to one with greater use of the American English language. This resulted in basically using “Find and Replace” for all words ending in “mme” to words ending in “m”, such as “programme”, and replacing “organisation” with “organization”. etc.

ISO 28000 establishes a detailed framework for instituting Security Management Systems within an organization and covers the process from the C-level Suites to third Party vendors. In the words of the handouts we received during the course, “This publically available specification is applicable to all sizes of organizations, from small to multinational..” It also addresses a process for determining the customer’s risks and vulnerabilities which recommends, among other tools, the use of the commonly understood CARVER analyzer method. The Standard places appropriate emphasis on the need to establish threat, risk and vulnerability of the customer’s asset as the cornerstone in moving forward with an appropriate Security Management System process. On this note the writer is enthusiastically in agreement.

Once the Security Management System has been established the training taught how to proceed with the audit and the instructors established the agenda for how best to audit a facility/agency/company or any combination of organizations. To their credit, the instructors had hands on, multi-year backgrounds in conducting audits to ISO standards. For those of us that went through ISO 9001 certification, the Deming cycle of PDCA – Plan, Do, Check and Act – was introduced into the instructions. The course also provided keen insight into the difference between audits and physical inspections.

Before all of you, my esteemed colleagues, go running off to enroll in this course – now offered as standard fare by ASIS - please be advised of the following:

1. The course takes a full five days to complete.
2. A background in or knowledge of security management principals and procedures is highly recommended for those taking the course.
3. The food was not all that good.

I know I have treated certain parts of this article with humor, but I am serious in stating that it was a thoroughly rewarding experience to become one of only a handful of Americans certified to lead audit compliance to ISO 28000. As the world continues to shrink, those entrusted with the safety and security of our assets will seek to “globalize” the Security Management Systems and this standard goes a long way to providing the framework to enable this goal.

If any of you have any questions regarding the course, or the standard itself, feel free to email me at [jimwebster@security-design-corp.org](mailto:jimwebster@security-design-corp.org).

Jim Webster

### IAPSC Library

Ira Somerson has donated a copy of his book “The Art and Science of Security Risk Assessment” to the IAPSC library. If you would like to borrow it, please contact Kathy Rinkenberger at [krinkenberger@assoc-mgmt.com](mailto:krinkenberger@assoc-mgmt.com) or 515-282-8192.

## Consultant Certification

Congratulations to the following people who have taken and passed the Certified Security Consultant Test.

David Aggleton	Lynda Buel	Robert Denny	Ronald Heil	Bo Mitchell	Richard Sem	James Wagoner
Sean Ahrens	Benjamin Butchko	Edward Dublois	Donald Hutton	Felix Nater	Charles Sennewald	Linda Watson
Curtis Baillie	Chad Callaghan	David Duda	Steve Kaufer	Thomas Norman	Robert Shellow	Jim Webster
William Batterson	Frank Carpency	Warren Ferreira	David Kimmerly	John Parris	Ira Somerson	Ralph Witherspoon
Mark Bennett	James Cornell	Lance Foster	Daniel Kropp	Frank Pisciotta	John Sullivant	William Wright
James Black	George Cramer	Brian Gouin	Ronald Libengood	Thomas Roemer	Karim Vellani	
Elliot Boxerbaum	Michael Crocker	Robert Hardy	Paul Mains	Larry Schuck	Nick Vellani	
Ken Braunstein	James Darnell	William Hawthorne	Michael Mason	Robert Schultheiss	Michael Verden	