



ASIS INTERNATIONAL NORTH TEXAS CHAPTER August 2007

Celebrating 50 Years 1957-2007

August Speaker

Avi Niv

Company Founder
Mayday International

Mayday's primary focus is providing the highest standard of training available in preemptive counter-terrorism strategies and techniques. This company was founded by Avi Niv, whose responsibilities included charge of national security matters at upper command levels, intelligence unit commander, officer of special intelligence services.

As an original member of the El-Al Airlines Sky Marshal elite unit, Avi was with the initial cadre that developed the program of detecting and recognizing suspicious behavior of terrorists. This program known today as behavior pattern recognition strategies is proven to be the best in deterring terrorists and criminals.

Avi has operational experience encompassing years of intensive studies into terrorists social backgrounds, their cultural influences and structures, and their fundamental motivations. He speaks their language, has lived with them, arrested them, interviewed them, broken bread with them, knows how they think and plan, and most importantly has been engaged in multiple combat situations which have resulted with the death of numerous terrorists.

The Mayday program will show exactly how to predict, detect, and neutralize the threat. Mayday programs have been incorporated into standard operating procedures by several Fortune 500 clients, as well as leading Law Enforcement Agencies, select groups of State Troopers, and Department of Public Safety Training Academies.

Recently, we provided our training to the El Paso County Sheriffs Department and the Regional Training Academy, which also included attendance from several government and law enforcement agencies. This was the first step toward providing our training programs to the Texas Border Sheriffs Coalition. Late summer is set to begin development of our training in New Mexico and Arizona.

www.MaydayInternational.us

Chairman's Corner

By George Quin, CPP, ISP

< Fill in the blank > Profiling

In post-9/11 America, I suspect there were few (polite) words that convey more emotional overtones, while serving as a source of raucous political debate, than the term **profiling**. Speaking of which, I seem to recall from my high school debating days a thumb rule stating that 'Whoever gets to define the terms, wins the contest.' My old desk dictionary from this period defines profiling as "*to draw in outline*". Obviously the usage has expanded over the past few decades. So let's look at some on-line definitions:

- "A technique whereby a set of characteristics of a particular class of person is inferred from past experience, and data-holdings are then searched for individuals with a close fit to that set of characteristics" (University of Texas)
- "Recording a person's behavior and analyzing psychological characteristics in order to predict or assess their ability in a certain sphere or to identify a particular group of people." (Princeton)

“Chairman” continued from page 1.

Note the later descriptive phrase “... characteristics ... to identify a particular group ...” Sounds like a lecture in Psychology 101. One can almost see the professor lecturing in front of a classroom filled with students struggling to stay awake. It’s hard to envision anything controversial in these definitions. Perhaps we can make it more interesting with this assortment of pairings — *behavioral, criminal, ethnic, and racial* – with the word profiling. Do you feel an emotional undercurrent building? Not yet? Then try on these new definitions:

- “The practice of constructing a set of characteristics or behaviors based on race and using that set of characteristics to decide whether an individual might be guilty of some crime and therefore worthy of investigation or arrest.” (McGraw-Hill)
- “A form of racism consisting of the (alleged) policy of policemen who stop and search vehicles driven by persons belonging to particular racial groups.” (Princeton)

Note the later descriptive phrase “... racism ... policy of policemen ...” Sounds like a radical diatribe in the middle of a college campus square. Can you visualize the angry speaker standing on a bench exhorting a gathering crowd to take action? Employing either of the later two words — *ethnic or racial* – with profiling introduces an entirely different social and political dynamic.

There are certainly significant legal (i.e., Constitutional Law) issues surrounding both the concept and practice of ethnic/racial profiling in law enforcement and public safety venues. First, the Fourth Amendment guarantees the right to be safe from unreasonable search and seizure without probable cause. The corresponding legal argument is that the vast majority of people of all races are law-abiding citizens. Therefore being a member of an ethnic or racial group which a police officer perceives as more likely to commit a crime is not probable cause by itself. Second, the Fourteenth Amendment requires that all U.S. citizens be treated equally under the law. The legal argument (affirmed by the U.S. Supreme Court) is that it is unconstitutional for any representative of the government to make decisions based upon ethnicity and race. This is why there are now specific laws across the United States prohibiting police from targeting individuals solely upon their ethnicity and race. Plus there have been court hearings, addressing complaints about law enforcement actions in apparent contravention of these statutes, which have led to the creation of public oversight commissions in several states to monitor the situation.

The American public is rather conflicted over the application of such profiling tactics in combating terrorism. According to a Gallup Poll conducted right after the events of 9/11, 71% of the blacks and 57 % of the whites interviewed supported racial profiling of Arabs and South Asians at airport security checkpoints. A 2002 poll conducted by the survey group Public Agenda further determined that the public rejected certain types of racial profiling while tacitly approving other variants. For example, over half of those surveyed said there was “No excuse” for the profiling blacks. But two-thirds of those interviewed found profiling Arabs and South Asians

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was “Understandable” although “Not desirable”. The public consensus thus seems to suggest the approved strategy is to pursue a targeted approach in addressing terrorism.

The act of profiling is hardly limited to law enforcement applications. Citizens readily engage in profiling each other every day. If you are walking on a poorly lit sidewalk and see someone in front of you shabbily dressed and loitering about “suspiciously”, you will probably cross the street to avoid interacting with them. In a store, anyone who furtively glances around while adjusting their clothing is likely to draw the immediate attention of the manager. Both consciously and unconsciously, we profile one another based upon appearance which obviously includes race and ethnicity. Such profiling invariably devolves to making sweeping generalizations about a large group and then applying it to a specific individual. Along with this aspect, some people develop an *intuition* (a.k.a., a hunch) about other people based upon certain observed characteristics. Sometimes it is right on the mark and other times it is just plain wrong. But it nonetheless remains a person’s initial gut reaction. So how good of a security countermeasure is it really? Specialists in the field suggest it depends on whether the accuracy of such intuition is reproducible in an institutional setting or if the profile characteristics can effectively become standardized.

The flip side of this coin is that racial profiling can blind the observer to threats occurring outside stereotypical profile parameters. For example, if airport security personnel are predominantly oriented towards searching young Arab males, then elderly Anglo females (carrying concealed weapons) would likely only be given a cursory examination. Even if these women are acting in suspicious manner, they will be essentially ignored because they don’t fit the profile. In such a scenario, an observant adversary could take deadly advantage of such a blind spot.

Okay, let’s return to that word pairing list. Thanks to Hollywood, the practice of *criminal profiling* has seen a quite surge in popularity in the public eye. Numerous psychologists and psychiatrists have served as investigative consultants for various police agencies. They typically provide advice on the type of perpetrator they should be seeking, as well as the

likely motivation for their actions. This historical relationship extends all the way back in time to Dr. Thomas Bond. He suggested to the London police investigating the murder of Mary Kelly (the last victim of Jack the Ripper) that they look for quiet inoffensive man of middle age and neat attire. Many of the refinements in modern criminal profiling techniques have come as a result of research done at the Behavioral Sciences Unit located at the FBI Academy in Quantico.

The third major category is *behavioral profiling*; whose practicing subject matter experts are quick to point out is distinctive from criminal profiling. They argue there is a significant difference between engaging in stereotyping and engaging in profiling. Which is one reason why “behavioral pattern recognition” (i.e., behavioral profiling) is gaining increasing acceptance among corporate and government security managers. Some chapter members might recall Dan Korem’s fascinating luncheon presentation in April 2005 that drew upon his seminal book, *The Art of Profiling: Reading People Right the First Time*. He demonstrated that security professionals watching video clips of people in real life situations had only a 25% profiling accuracy. But after receiving a brief period of instructional training by Mr. Korem on key behavioral cues, audience scores on profiling accuracy jumped up to 75%. Obviously like many things in life, practice perfects the required skill set. While the *Korem Profiling System* was developed from journalist research on suburban youth gangs, our current speaker Avi Niv refined his behavioral profiling techniques while working in an entirely different venue – combating various terrorist cells in the Middle East.

The advantage gained from possessing accurate behavioral profiling skills with which to combat terrorism is quantitative in nature. For example, the typical American perception is that terrorists are young Arab-Muslim fundamentalist males. However, the reality is that many Muslims are not Arab and almost all Arab males are not terrorists. A failure to embrace that means having to waste limited security resources to resolve not only a large number of false negatives (terrorists who don’t meet an ethnic/racial profile) but also to resolve an equally large number of false positives (innocent civilians meeting ethnic/racial profiles). It is highly likely that groups like al-Qaeda

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can work around any appearance-based profiling. For example, the 9/11 hijackers and London bombers deliberately blended in with their surroundings. Although a detailed review of video clip captures by behavioral profiling experts identified certain cues potentially useful in recognizing similar behavioral patterns in other terrorists.

In a previous column, I suggested we lived in an analogous world of sheep, sheep dogs and wolves. The first duty of a sheep dog is to protect their assigned flock from the threat of wolves. To do this, dogs rely on a keen sense of smell which allows them to readily identify the presence of a nearby wolf. We, too, as security professionals must develop similar abilities that allow us to accurately isolate the wolves from the sheep.

Good hunting. George.

Board Seeking Chairman for a New Committee

The NTX Executive Board recently approved the creation of a new Military Appreciation Committee (MAC) to investigate the feasibility of hosting a future military appreciation event in the DFW Metroplex. The ASIS Military Liaison Council (MLC) has requested the North Texas Chapter consider hosting an annual event that honors military service members, possibly in a venue similar to LEAN. The proceeds from the event would benefit a military charity that assists the families of wounded veterans. The NTX MAC Chairman would directly liaison with the Chairman of the MLC’s own Military Appreciation Committee and is charged with preparing a feasibility report for the NTX Executive Board’s review. If you are interested in being considered for this position, please contact the Chapter Chairman.

**Your Business Card Advertisement
could be placed here!**

**The North Texas Chapter website
www.ntx-asis10.org is now
accepting banner advertising!**

See page 8 for advertising fees.

News from ASIS International

Preparations for the 2007 ASIS Seminar & Exhibits in Las Vegas, Nevada continue in full force. On the exhibit floor, 825 companies have reserved 2,645 booths and only 88 remain uncommitted. The new online process for reserving booth space for 2008 has begun and will conclude after the first week in August. Companies may still reserve space during the Seminar, but we are encouraging everyone to participate in the online process. The pre-Seminar program CPP Review currently has 44 registrants, and the PSP Review has 24.

Work has begun by member Eugene F. Ferraro, CPP, PCI to develop a new online review program for the PCI designation in the next year. The Benelux and Singapore Chapters are reviewing the PCI exam to determine if it is appropriate to their areas.

A Guide for Critical Infrastructure Protection has been prepared by members of the working group, headed by Chairman Bob Hulshouser, CPP and Council Vice President Mike Crane, CPP. Currently it is being edited and finalized and will be available on the ASIS website in the near future. Discussions by this group at the June Leadership meeting indicate that there is interest from the membership to conduct a Critical Infrastructure Protection Conference that is currently being planned for June 2008.

Certification exam applications were up by 94% for CPP; and 40% for PCI.

The ASIS Foundation is sponsoring an initiative to implement security processes at vulnerable archeological and historical locations in Bolivia. Arthur A. Kingsburg, CPP and Lauri A. Kingsbury have met with officials from the Bolivian Vice Ministry of Culture and the US Embassy in Bolivia, and identified 20 sites for examination and assessment. Next, a preliminary calendar for site visits was prepared. The ASIS Foundation is directly supporting efforts to reduce thefts of priceless historic art and archaeological artifacts in Bolivia.

Within the 2007 Grassroots Membership initiative campaign, 1,655 recruiters/sponsors suggested 2,210 recruits for membership and 2,052 of those have become ASIS members.

ASIS International Councils

By E. Floyd Phelps, CPP

In 1996, when I became Chairman of the Educational Institutions Council (then called Committees), I surveyed approximately 700 ASIS members to determine what our council could do for the general membership. The first question was, "Have you ever heard of the Educational Institutions Council?" Unfortunately 96% of the responses said, "No."

Today, knowledge of the Councils may be more prevalent but it still seems to be the best kept secret among ASIS members. The council concept started shortly after the inception of the Society. In the beginning there were only four...Now there are thirty-one. They represent specific disciplines in security and range from banking to retail to fire safety.

Most councils have approximately fifteen members; however the size of each council fluctuates from year to year.

Councils are working units who meet from two to four times a year to discuss emerging trends in their fields and discuss how to best support the general membership of the Society. Each year, in January, each council writes a business plan to determine how to accomplish its goal to support the Society and the members.

Strategies include writing articles for Security Management Magazine, writing book reviews for new books in the discipline they represent, and presenting programs at the two major educational venues; the Annual Seminar & Exhibits in the fall and the Emerging Security Trends conference in the spring. Council members are a part of the selection process for these major events to insure that the sessions are dealing with current trends and information.

Security Managers are usually asked to wear a number of hats. They are often thrown into an arena the expertise of which they have little or no knowledge. The councils are there working to bring them up to speed by conducting Virtual Programs, helping write guidelines, and answering questions for members who call them.

Joining a council is a great way to learn more about

your particular concentration and meet a number of other executives who are dealing with the same issues that you are. It is a volunteer position that puts members into the international spotlight and enhances their growth.

To join a council, you can contact ASIS International or the council Chair directly. All of the councils are listed on the ASIS website under "Membership". Councils will be sponsoring booths at the 53rd Annual Seminar and Exhibits in Las Vegas. Members can stop at the booths and ask about the activities in which the councils are involved. Most councils will have reserved tables at the Monday and Tuesday luncheons at the seminar. Members who are interested in joining a specific council can sit at these reserved tables and eat, discuss issues, ask questions, or find out about joining the council.

It is another opportunity for career growth.

Congratulations!

A drawing was held at the July 12th, meeting for a free registration to the 53rd Annual Seminar and Exhibits. Jess Salazar, an Operation Manger with Platinum Event Services, Inc., was the winner. Jess was the guest of a member and recently joined ASIS himself.

Martin Cramer, CPP, was selected for the Region 6, 2007 Professional Certification Board Award. Martin has been instrumental in managing the Chapter CPP Review program for several years and has assisted many North Texas members in their endeavor to attain the CPP certification. Please congratulate Martin on this regional recognition.

The Allan J. Cross, CPP, Award provides tuition scholarships for any of the CPP and CPP in Spanish, PSP or PCI review courses offered in the host city (Las Vegas, NV) just prior to the Annual Seminar and Exhibits. Recipient must be an ASIS International member and be nominated by their chapter. The Allan J. Cross, CPP™, Award is made possible in part by the generosity of PPM 2000, Inc. to honor Allan J. Cross and the work he has done for the security industry. We are proud to announce our Chapter applicant, Michael Finnegan, was a recipient of one of the 30 professional advancement awards for 2007.

Texas Legislative Update

By Greg Autry, CPP Legislative Chair

Here is the final disposition on legislation in the Texas Legislature of interest to security professionals that I discussed earlier in the year. Many of the bills had very limited or no action taken, where others have been passed and signed by the Governor.

House Bill 59

This bill would have severely limited the ability for private companies to acquire and store certain information including any form of biometrics that be used for identification of individuals.

No further action was taken on this bill.

House Bill 79

This bill would have made burglary of a motor vehicle a State Jail Felony on the first offense. This is a very important bill that is needed to improve law enforcement's abilities to keep the offenders off the street.

Public hearing was 3/1. This bill and all other companions were left pending in committee. No further action was taken.

House Bill 103 /Senate Bill 378

In this bill deadly force will be authorized to prevent someone from injuring another person, entering a property or stealing items from properties. Also removes the retreat requirement. This will aid armed security personnel by limiting exposure to prosecution for protecting life and private property.

The Senate version was passed by the legislature and signed by the Governor and will take effect 9/1/07

House Bill 258 /Senate Bill 112

House bill 258 limits law enforcement's ability to confiscate firearms during a state of disaster to when investigating a criminal act if the officer reasonably believes it is immediately necessary for the protection of the officer or another individual.

Passed and signed by the Governor. This law is now in force as of 4/27/07

House Bill 320

This bill modifies an existing law to allow businesses and financial institutions to use and store information off of a driver's license or state ID for the purpose of identification.

Passed and signed by the Governor. This bill becomes law 9/1/07.

House Bill 220

A public or private employer must allow concealed handgun licensees to transport or store a concealed handgun in their locked car in the employer's parking lot, garage, or other parking area unless the area is completely fenced and not open to the public and entrance and exits are monitored by security personnel, or possession is prohibited by state or federal law. A public or private employer would not have been liable in a civil action for damages resulting from an occurrence involving the possession of a concealed handgun by a licensee. Identical to HB 511 and SB 739.

No further action was taken on this bill or its companion measures.

As a whole the security profession did well. House Bill 320 aids in the process of personnel identification and allows us to record who comes into our facilities using government issued Identification. House Bill 103 gives armed security more protection from law suits and possible prosecution for protecting property.

Unfortunately, the continued lack of action to make burglary of a motor vehicle a felony is disheartening given that this problem is wide spread throughout the state. I will continue to update everyone concerning any legislation that may affect our profession at the state and federal level.

To read the text of each of these bills/laws go to: <http://www.capitol.state.tx.us/>

If you have an article you would like to submit... contact Steve Castor, CPP at steve.castor@cbre.com

Executive Board Meeting Notes

By Martin Cramer, CPP

ASIS North Texas Chapter Executive Board Meeting Notes - July 2007

The Executive Board of the North Texas Chapter held its seventh Board Meeting on July 17th. The following agenda items were discussed and action taken as follows. Chapter Treasurer Michael Finnegan reported checking account balance and expenditures for July. The Board voted to spend \$1,800.00 for a table at the Foundation Dinner in Las Vegas in September. \$500 will be used for the Chapter Scholarship fund with \$500 in matching funds to be provided by ASIS International in October. The board approved the City Club at Bank of America Plaza in downtown Dallas as the venue for the Chapter Holiday Party scheduled on Wednesday December 12th at 6:00 P.M. The Holiday Party cost for approximately 60 attendees with (2) drinks per person is \$1,510.00. A cash bar will be available. The Holiday Party cost for members and guests will be \$20.00 per person paid in advance. New 2008 Chapter Officers Ceremony will be held at the Holiday Party. The board accepted the offer from Michael Finnegan to host Chapter Meetings at TI again next year. The board accepted the offer from Bob Bracken to host the 2007 Fall CPP review Nokia's Irving Texas Headquarters in October. Steve Pickett, PSP has volunteered to moderate the PSP review this fall. Charles Baxter - ACS will sponsor the PSP review this fall at their Dallas Headquarters. The board approved the purchase of review books and materials for the PSP review. According to ASIS International the Chapter LEAN event and Golf Tournament are to be featured in the next issue of ASIS Dynamics.

SPUR



ASIS North Texas Chapter Newsletter

If you have any suggestions or articles to submit contact Steve Castor, CPP, Editor, steve.castor@cbre.com.

Did you know?

The American Society for Industrial Security (ASIS) established the O.P. Norton Information Resources Center (IRC) in 1984, to assist ASIS members with security questions and direct them to security information and resources available in print, video, audio, cd-rom and online, as well as to expert individuals, agencies or organizations.

Bibliographies, directories, databases, research guides, indexes and other security information resources are developed by professional librarians to assist in answering specific security questions or identifying security information and where it may be found.

Security-related publications and other media are collected, organized, and cataloged to provide an on-site reference library as well as a lending library for members. Resources in all media formats, as well as many found on the Internet, are also cataloged to provide an electronic library catalog of resources.

Donations of books, reports, magazine collections, audiotapes, and videotapes, on security-related matters and interests are encouraged so that they can be shared with colleagues. Members are encouraged to donate copies of their own published works to the IRC. ASIS Chapters may direct monetary donations for the IRC through the ASIS Foundation. Please contact the Librarian or Foundation Director for details.

The following subsections can be found here:

- [Contact the IRC Staff](#)
- [Member Services](#)
- [Onsite Visits & Appointments](#)
- [Guests and Nonmembers](#)
- [Special Fees](#)
- [Hours](#)
- [Location](#)
- [Gifts and Donations](#)
- [Lending Policy](#)

2007 Calendar of Events

Chapter Meeting –

2nd Thursday of the month

August 9, 2007

11:30 AM - 1:30 PM

Texas Instrument HQ

12500 TI Boulevard,

Dallas 75243

Timothy Walsh APC Award

Deadline varies (check website)

Chapter Scholarship Award

September 1st

Region 6 Scholarship Award

September 15th

53rd Annual Seminar and Exhibits

September 24-27, 2007

Las Vegas, Nevada

Noggle Endowment Award

November 1st

IB Hale Chapter of the Year Nominations

November 15th

2007 Chapter Officers

Chairman	George Quin, CPP
Vice Chairman	Steve Castor, CPP
Secretary	Martin Cramer, CPP
Treasurer	Michael Finnegan, CHS-III
Asst. Treasurer	Michael Adams, CPP

See e-mail links on page 9.

Chapter Meeting Schedule

August 9	Chapter Meeting
September 13	ASIS Annual Seminar (no meeting planned)
December 12	Chapter Christmas Party

Visit the North Texas Chapter Website

at <http://www.ntx-asis10.org>.

Newsletter and Website Advertisements

Companies interested in supporting the Chapter by advertising on the ASIS Chapter website (<http://www.ntx-asis10.org/>) or in the Monthly Newsletter should contact Martin Cramer, CPP martin.cramer@sgi-us.com for add placement agreement.

Artwork colors used should blend with the Chapter's color theme but without giving the appearance of actually being a component of the Chapter web site. Web Site Banner Add Fee is based on advertiser providing web ready art graphics and hyperlink to company information.

Newsletter Fees:

- 1/4 Page - \$400.00 per year
- 1/2 Page - \$800.00 per year
- Business Card Size - \$250.00 per year

Custom sizes are available at additional cost.

Web Site Banner Fees:

\$600.00 per year

How to Order a Name Badge

Thanks to the generosity of LaCora McSwain and Metroplex Control Systems (972-406-9300) you can now have your own name badge. Look for the *Name Badges* sheet at the sign in table at our next chapter meeting, or e-mail steve.castor@cbre.com

2007 Executive Committee

Chapter Chairman	George Quin, CPP
Chapter Vice Chairman	Steve Castor, CPP
Chapter Secretary	Martin Cramer, CPP
Chapter Treasurer	Michael Finnegan, CHS III
Asst. Treasurer	Michael Adams, CPP

2007 Committee Chairpersons

Nominations (Past Chairman)	Rob Goll, CPP
Nominations (Past Chairman)	Joe Corragio, CPP
Nominations (Past Chairman)	Lisa George, CPP
Communications (Website, Newsletter)	Steve Castor, CPP
Photography	LaCora McSwain
Scholarship	Stewart Hardy
Legislative	Greg Autry, CPP, CIPM, CSS
LEAN Event	Bob Smoot
Golf Tournament	John Hewitt, CPP, CIPM
Professional Placement	Rob Goll, CPP, CHS III
Webmaster	Brad Hellums, CPP, CPO
Certifications (CPP, PCI, PSP)	Martin Cramer, CPP
Foundation	Randy Jordan, CPP
Law Enforcement Rep	Michael Adams, CPP, CM
Private Sec. Svcs. Rep	Tom Crinic
Continuing Professional Education (CPEC)	Lisa George, CPP
Student Chapter Liaison	Glenn Master
Dennis Noggle Endowment	Randy Jordan, CPP
Corporate Liaison	Lisa George, CPP
Historian	Harold Midkiff, CPP, CFE
LEAPS	Marieta Oglesby, CSM, CPM,

2007 Regional and Headquarters

Regional Senior Vice President	John Gann, CPP
Regional Vice President	Mike Crocker, CPP, CSC
Asst. Regional Vice President	John Hewitt, CPP, CIPM
ASIS HQ	Hedi Pilar