



ASIS INTERNATIONAL NORTH TEXAS CHAPTER September 2007

Celebrating 50 Years 1957-2007

53RD ANNUAL SEMINAR AND EXHIBITS
ASIS INTERNATIONAL 2007
SEPTEMBER 24-27, 2007 • LAS VEGAS, NV

No September Lunch Meeting!

Seminar registrations to date are trending above year ago levels, with both paid and exhibits-only categories up 15%. Be sure to open the envelope containing your badge when it is mailed to you, as the envelope also contains information about Personal Planner tools available online this year that will enable you to plot your itinerary well in advance of your arrival in Las Vegas.

25th Annual ASIS Foundation Dinner

Wednesday, September 26, 7:30 pm - 10:00 pm

Reception: 6:30 pm

Las Vegas Hilton



This year marks the 25th anniversary of this must-attend event, one of the highlights of the ASIS Seminar. Your attendance ensures that the Foundation will be able to continue offering the scholarships and research on which the industry depends.

Dinner guests will be entertained by the graceful sound of "Gene White and his Swing Band", a world-class group consisting of 13 of the finest musicians in Las Vegas. Add to this the well-known singing quartet, the

"Swing Patrol", and a fabulous evening of listening and dancing awaits! In addition to the four-course dinner, The Foundation Board has planned some fun surprises that will keep you guessing all night long.

Chairman's Corner

By George Quin, CPP, ISP

Looking for a Few Points of Light

Volunteerism has been defined as the willingness of people to work on the behalf of others without the expectation of pay or other tangible gain. In short, volunteers contribute their time and talent for essentially educational, political or social reasons. President Bush Sr., during his inaugural address, offered the following observation regarding the spirit of volunteerism in America:

"A thousand points of light ... Volunteers who measure life by holding themselves accountable for the

"Chairman" Continued on page 2.

Tickets are \$200 per person; \$1,800 for a table of ten. Please contact Isabelle Chahpoori at 703-518-1441 or ichahpoori@asisonline.org for more information. For sponsorship opportunities, refer to this [brochure](#).

The North Texas Chapter has purchased a table for the Foundation Dinner. If you will be in Las Vegas and would like to attend this event please contact Steve.Castor@CBRE.com for tickets. Tickets are available on a first-come basis.

“Chairman” continued from page 1.

well being of their community ... It can be a galaxy of people working to solve problems in their own backyard.”

Sometimes it doesn't have to occur in your own backyard. As I write this column, I'm located in a bunker room deep inside of a mountain on the other side of the world (i.e., think of the cave scenes in *Letters from Iwo Jima*). I'm surrounded by men and women who have voluntarily put their lives on hold from a strong sense of personal duty and commitment. While they are being paid to be here, back in their own communities some of these same individuals are voluntarily serving at various military reserve centers one weekend each month without pay.

Just like the U.S. Marines, the Executive Board and Nominations Committee are looking for a few good men and women willing to step forward in the service of the North Texas Chapter of ASIS International. Fortunately the qualification process is no where near as rigorous as the USMC. (There isn't any ASIS NTX boot camp to graduate from!) We are searching for individuals willing to share their time, talent and energy in a shared pursuit for professional excellence

in the security field. The only prerequisite is that candidates must be members of the NTX chapter in good standing with ASIS International.

Currently there are two important committee chairmanships that need someone willing to take charge and move them forward. The first is the Continuing Professional Education Committee (CPEC) Chair. The CPEC provides an essential service for those members with CPP, PSP and/or PCI designations desiring to obtain continuing education units (CEU) to meet ASIS re-certification standards. These standards require earning at least 16 CEUs every three years in order to remain certified. The monthly Virtual Forums offered by ASIS HQ are approved venues for re-certification. We have an opportunity as a chapter to arrange for our members to attend the October and November forums cost-free. In addition, our corporate sponsor Texas Instruments has kindly agreed to provide a conference room to support these forums. All that is needed is for one person to volunteer to pull all the pieces together to make these forums happen. The second leadership role is with the Military Appreciation Committee (MAC) which is being actively promoted by the ASIS HQ and the ASIS Military Liaison Council. Our Board is looking for a MAC Chair to explore the feasibility (i.e., potential venues, costs and composition) of our chapter hosting an appreciation event for local military members in 2008. Please email me directly if you are interested in serving in either capacity.

Following in the well-worn footsteps of my predecessors over the past fifty years, I will not be seeking reelection as your Chapter Chair. I firmly believe there are plenty of potential leaders among our members capable of bringing a fresh perspective to the challenges of effectively and efficiently moving our chapter forward in 21st Century. There are five chapter officer roles that must be filled in 2008: Chair, Vice Chair, Secretary, Treasurer, and Assistant Treasurer. The Chair is responsible for preparing the agendas, presiding over all chapter meetings, appointing committee chairs with the consent of the Board, and ensuring chapter compliance with ASIS International policies and procedures. The Vice Chair acts in the absence of the Chair, in addition to being responsible for directing all chapter communications (e.g., *Spur* newsletter and chapter website). The Secre-

“Chairman” Continued on page 3.

staffing - security electronics - fire & life safety - training

Contact

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Dallas, Texas 75219

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www.sgi-us.com



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“Chairman” continued from page 2.

tary is responsible for maintaining the minutes of all chapter meetings, updating the membership roster, welcoming new members, and submitting monthly activity reports to ASIS HQ. The Treasurer is responsible for maintaining all chapter financial records in accordance with the ASIS Financial Handbook, authorizing the disbursements of chapter funds, arranging for the catering of chapter luncheons, and providing a monthly financial report. The Assistant Treasurer works closely with Treasurer and is also assigned to support/track the financial needs for LEAN and/or NTX Golf Tournament. Together, these officers compromise the North Texas Chapter Executive Board which is responsible for managing a professional association of nearly 700 members with an annual operating budget in excess of \$60,000.

For these chapter officer positions, you may nominate yourself or nominate another member (with complete anonymity) using the chapter website on-line nomination form at: <http://www.ntx-asis10.org/index.html>. The nominees will then be contacted by our Vice Chair, who will confirm their interest in the position and request a short professional biography. This biographical information will be posted in the *Spur* newsletters for October and November. The nominees will be included in the written ballots distributed by the Nominations Committee during our November luncheon election. The results will be tabulated and announced before the end of the luncheon. The new officers will then be sworn in during our December Christmas Party.

Thank you for considering being “a point of light” for our chapter. George

Timothy J. Walsh APC-Scholarship

By Stewart Hardy, Scholarship Chairman

Are you interested in attending the Asset Protection Course I (APC I)-Concepts and Methods course? The ASIS Foundation funds two Timothy J. Walsh APC-I Scholarship Awards which will pay the tuition, transportation, and hotel (room and tax only) costs for an ASIS member to attend the ASIS APC I course twice a year (March and November). The November training will be held in Annapolis, Md on November 12-15. APC I is one of ASIS most popular training courses

and introduces security professionals to the basics of asset protection. Each chapter is allowed to nominate one ASIS member to participate in a random scholarship drawing conducted in February and October by the ASIS Foundation staff. Hotel and travel arrangements must be made through the ASIS travel agent. **The deadline to submit the required application and supporting documentation is Monday, September 10. The completed application must be submitted to me, not ASIS HQ.** For more information please refer to the following link: <http://www.ntx-asis10.org/Scholarship.htm>.

The qualifications to be eligible for this scholarship are:

- Candidate must currently be an active ASIS International member in good standing.
- Candidate must currently be a member in good standing with the ASIS North Texas Chapter and have participated in chapter activities for at least one year.
- Candidate must **not** have previously attended an APC I course
- **Candidate must complete a one page synopsis on the following 2 questions:**

- o **How does the APC I Course fit into your overall career goal?**
- o **Why would you be the right candidate to be nominated for the APC I Course?**

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.

Free Security

By E. Floyd Phelps, CPP

My first job in security was in retail. Retail security is like New York. If you can make it there you can make it any where.

Actually I enjoyed retail security but it is challenging. First of all, let's talk budget. There was never enough. Sales can be seen, loss prevention cannot. So when it came to budget, it was usually bare minimum and a hard sell for the rest. With these parameters, I learned a lot. Being innovative I learned that you can get a lot of security for free. By free, I mean – not on your budget.

Here are three easy ways to install security procedures that will not cost you a thing. Here we go:

1. Teaching store management how to dump the trash

Anyone who has worked retail security knows that fifteen minutes before the store closes an employee will take out the trash and with it will be some merchandise. He will stash the merchandise behind some pallets or behind the dumpster. After he leaves the store he will drive around back and pick up the merchandise and he's on his way. He thinks this is an ingenious idea that no one has ever thought of before. One way to catch the person is to have random surveillances on each of the stores. For corporations with many outlets that would mean apprehending one while losing merchandise at several others.

The best method is to prevent the event from taking place by not letting employees take out trash at night. Arm the panic hardware and lock the back door. No one is allowed to exit the back door at night "for safety reasons." If someone does, the alarm will sound.

The night employees will still gather up the trash and place it by the back door. The next morning, the warehouse manager and another employee can take the trash out.

2. Use clear plastic trash bags

Another way to deter theft by carrying out merchandise with the trash is to use clear plastic bags in-

stead of black plastic trash bags. This will allow everyone to view the contents of the bags.

3. Break down boxes

Concealing merchandise in "empty" boxes and taking them out to the trash dumpster is also an easy way to get merchandise out of the store without paying for it. By requiring everyone to break down the cardboard boxes before carrying them out, this avenue is closed. Many retail outlets are making cardboard boxes a revenue stream by breaking down the boxes, binding them and selling them to a paper recycler.

Career Transition

Law Enforcement to Private Sector

By Michael D. Gambrill, Chairperson Annual Seminar Committee

Law Enforcement (LE) can be a very rewarding career. While compensation has risen in recent years, the real rewards have been in terms of organizational opportunities (vertical & horizontal) and retirement benefits.

A career in Law Enforcement presents the individual with many opportunities and challenges. Horizontally, officers can go from walking a beat/patrol car to K-9, aviation, marine, traffic reconstruction, hostage negotiation, tactical operations or a variety of investigative assignments. Vertically, officers can go from the bottom to the top of the organization and in the process, experience virtually every type of supervisory, managerial & leadership experience. While the pay has improved, the real monetary rewards begin at the end of one's career—with the ability to retire at an early age, very often with a defined benefit retirement plan.

Often, LE personnel don't plan or prepare for their next career, often thinking their current knowledge will well serve the private sector. With their pension in hand, they fail to use the skills that made them a success in the past—preparation and the continuous development of new skills. LE is geographically based with the duties & responsibilities to a given population and area.

"Career" Continued on page 5.



North Texas ASIS Holiday Reception

Please note a time/date change for the December meeting. We will be meeting December 12, 2007 at 6:00 p.m. at The City Club in Downtown Dallas. Don't worry, parking will be validated and there's a map link provided below. Mark your calendars now so you don't miss out on this must-attend event.

The City Club is one of the oldest member-owned private clubs in Dallas. Located in the heart of downtown atop the Bank of America Plaza, The City Club offers some of the most spectacular panoramic views of the city.

Bank of America Building
901 Main Street, suite 6900
Dallas, Texas 75202-3779.
Office Phone: 214.748.9525

[City Club Map](#)

"Career" continued from page 4.

The private sector is more product/service based, with efforts covering a much larger area. Travel is often more frequent in the private sector. While careers in LE are usually started at the bottom of the organization, the private sector hires are based on its needed skill level wherever it is needed in the organization. The private sector is very different where prevention is paramount and is often coupled with speed, knowledge and the ability to put a return on investment costs with all efforts. Law Enforcement-learned skills such as leadership & problem solving must be supported with other business skills like understanding P & L's (profit & loss), risk mitigation and return on investment (ROI). Often, resumes submitted for a position in the private sector do not reflect the skills that are valued in business. While degrees in criminal justice are often enough to get past the 1st level of review from the private sector, business degrees demonstrate knowledge that the private sector is seeking.

If a second career in the private sector appeals to you, the planning and preparation should begin at least five years before you retire. Obtain an understanding of how the private sector works and what is important to them. The best possible case is to begin engaging in public/private partnership projects early in your LE career. This will expose you to the needs and ways of the business community. It

will also allow you to develop contacts that could be very helpful in a transition. Not only are such projects a learning experience, but they result in safer communities.

**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.

SPUR

ASIS
INTERNATIONAL
Advancing Security Worldwide™

ASIS North Texas Chapter Newsletter

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

News you can use...

The *Trends in Proprietary Information Loss Survey Report* has been printed and is available free of charge to members. Much appreciation goes to Richard Heffernan, CPP, who spearheaded this effort, along with Mike Moberly, Kevin Peterson, CPP, Larry Runyon, CPP, and the other members of the ASIS Information Asset Protection Council.

A partnership was formalized with Microsoft, whereby ASIS received a \$50,000 grant to be used for various activities which would be mutually beneficial to Microsoft and ASIS, as well as raise awareness of security and IT resources in each other's respective fields.

As part of this arrangement, Microsoft will provide content and speakers for four Webcasts to be broadcast to ASIS members; provide a direct link from the ASIS Web site to the full array of free IT security guidance and other Webcasts offered by Microsoft; promote ASIS certification programs and education twice a year to its network; provide membership to a select group of its security employees, as well as author a series of four contributions to the "Technofile" column of *Security Management*.

There were 47 active jobs posted at the end of the reporting period on the ASIS Employment Resource Center. Members are encouraged to use this service not only for job searches and recruitment needs, but also for the available career development services.

The Information Asset Protection Guideline has been published and posted to the web and is available by PDF. Work is continuing on the Physical Security Guideline, chaired by Geoff Craighead, CPP with oversight by Commission member Rob Jones.

Under the direction of Robert D. Hulshouser, CPP and Michael A. Crane, CPP, ASIS has completed the Critical Infrastructure Resource Guide that will be available on disk at the Seminar. Appreciation is extended to members of the involved councils for contributions to this project.

ASIS College Scholarship

By Stewart Hardy, Scholarship Chairman

Each year, the ASIS North Texas Chapter, in conjunction with the ASIS International awards a \$1000 scholarship to a college student studying in a security-related field. The recipient must exhibit academic excellence and be enrolled in an accredited college or university located in North Texas. The past winners are listed on the ASIS North Texas Chapter website, with the essay from the 2006 recipient also located on the website. For more information on the Annual North Texas College Scholarship, please refer to the following link: <http://www.ntx-asis10.org/>. The deadline to apply is September 1, 2007. The eligibility and application requirements for this scholarship are:

- Candidates must be full-time students, or part-time students working in the security field.
- A candidate's major must be in Criminal Justice, Security Management, or a related discipline. The student must have already completed a minimum of one year at an accredited North Texas college or university.
- Candidates must have achieved a minimum academic grade point of 3.0 on a 4.0 scale.
- A completed student information form. Click on attachment: [Scholarship Application](#)
- A sealed certified student grade transcript.
- A letter of recommendation from a faculty member of the college or university where the student is currently enrolled.
- An original essay of 1,000 or more words on a topic relating to the security filed.

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

Government Affairs & Public Policy

H.R. 1: Improving America's Security Act of 2007

House and Senate versions of the "9-11 Implementation Bill" went through conference. Differences were reconciled and the final bill was approved by Congress and signed into law by the President as Public Law No: 110-53. Language calling for private sector voluntary preparedness standards was retained; ASIS was successful in efforts to eliminate language specifying the use of NFPA 1600 or any other specific standards protocol.

ASIS staff attended a planning meeting with business groups opposed to voluntary preparedness standards passed in the 9-11 Implementation Bills. It is hoped

to obtain their formal support for widespread adoption of the ASIS Guidelines/Standards as workable security standards developed and accepted by private industry, and to also use their influence to achieve formal Department of Homeland Security (DHS) acceptance and use of ASIS Guidelines/Standards.

Commission member Dr. Marc H. Siegel continues to visit various Chapters around the world to discuss ASIS' involvement in ISO standard setting activity and the relevance of management system standards in the security profession. Dr. Siegel has been working on a new document for ASIS that will be in alignment with ISO 9001 and ISO 14001 quality and environmental management standards and will be an expansion and revision of our guideline on Business Continuity. This new document can be used in response to the newly passed legislation that calls for voluntary standards in crisis response and business continuity for the private sector.

Fall CPP Review

By Martin Cramer, CPP

The Fall CPP review will be held at Nokia 6 PM on Tuesday nights starting in October. Nokia Headquarters is located at Northeast corner of Highway 114 & 161 (George Bush Tollway).

We need a few more volunteer CPP's to help moderate review sessions. Please contact Martin Cramer, CPP if interested.

Nokia
6031 Connection Drive
Irving, Texas 75039

CPP Review Schedule:

| Date | Domain | Speaiker |
|-------|---------------------------------|--------------------|
| 10/2 | SECURITY PRINCIPLES & PRACTICES | David Justice, CPP |
| 10/9 | BUSINESS PRINCIPLES & PRACTICES | OPEN |
| 10/16 | PERSONNEL SECURITY | OPEN |
| 10/23 | PHYSICAL SECURITY | Mike Adams, CPP |
| 10/30 | EMERGENCY PRACTICES | Mo Oglesby, CPP |
| 11/6 | INVESTIGATIONS | Joe Hendrix, CPP |
| 11/13 | LEGAL ASPECTS | Cal Brim, CPP |
| 11/13 | INFORMATION SECURITY | John Hewitt, CPP |

2007 Calendar of Events

Chapter Meeting –
2nd Thursday of the month
No Chapter Meeting for September
Annual Seminar

Chapter Scholarship Award
September 1st

Timothy Walsh APC Award
September 10

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

Chapter Meeting – Holiday Party
December 12, 2007 - 6:00 p.m.

The City Club
Bank of America Plaza
901 Main Street, Suite 6900
Dallas 75243 [City Club Map](#)

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

| | |
|--------------|---|
| September 24 | ASIS Annual Seminar (no meeting planned) |
| October 11 | Chapter Meeting |
| November 8 | Chapter Meeting |
| 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, CHS III |
| 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 |
| Military Appreciation Committee | Open |
| Law Enforcement Rep | Michael Adams, CPP, CM |
| Private Sec. Svcs. Rep | Tom Crinic |
| Continuing Professional Education (CPEC) | Open |
| 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 |