



INTERNATIONAL  
ASSOCIATION OF  
PROFESSIONAL  
**SECURITY**  
CONSULTANTS

# NEWS

October/November 2012

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## Welcome to our Newest Member!

[J. Kelly Stewart](#)  
IntelSat  
Washington, D.C.  
Phone: 202-944-7855  
[kelly.stewart@intelsat.com](mailto:kelly.stewart@intelsat.com)  
[www.intelsat.com](http://www.intelsat.com)

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## IAPSC Brings Security Professionals Together in Concord, NC



[Phil Nater](#), [Harold Gillens](#) and [Frank Pisciotta](#) facilitated a Southeast Regional Seminar for the IAPSC from October 17th through the 19th at the Cabarrus Country Club in Concord, NC. There were over 30 attendees including corporate security directors, consultants, manufacturers, integrators, manufacturers' representatives and other security practitioners from as far away as Atlanta. [read more & download presentations >](#)

## In The News

### [IAPSC Submits Comment Letter Opposing NFPA 730: Premises Security Guide](#)

The National Fire Protection Association (NFPA) has opened for public comment the next revision of the NFPA 730: Premises Security Guide. What is important for you to note is that NFPA is proposing to change the NFPA 730 Guide to a Code. IAPSC is strongly opposing this change and has submitted a comment form and letter to the NFPA. [read more »](#)

[Click here](#) to download IAPSC's comment letter to the NFPA

In early 2013, IAPSC is launching a new website designed to enhance value and visibility for our members. The effort has been led by Website Committee Chair [Kevin Murray, CPP, CISM, CFE](#) of Murray Associates and the site is being constructed by Graphic D-Signs, Inc. of Washington, NJ.

[Sennewald Publishes 4th Edition of "Security Consulting"](#)

[Norman Bates](#)

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Chuck Sennewald

Visit IAPSC.org [eNewsletter archive](#) to view previous issues

Have a topic or news story that you think should be featured in the next newsletter?

[Let us know!](#)

Chuck Sennewald's latest book, Security Consulting, 4th Ed. will be released November 15th. The original edition was published in 1989, five years after the founding of the IAPSC. This book is vastly enhanced and expanded from the original work, including specific topics heretofore not included, such as IT Consulting. [read more »](#)

[Hospital Staffing Metrics Article](#)

IAPSC Member Karim H. Vellani, CPP, CSC has been working on a hospital security staffing benchmark project for the past two years. Below is the article, "Staffing Benchmarks: How Many Security Officers are Enough?" written by Vellani, Robert J. Emery, and Nathan Parker, which tells the story to date. [read more »](#)

*The perfect blend of business & pleasure...*



## IAPSC ANNUAL CONFERENCE

April 21-24, 2013  Meritage Resort and Spa, Napa, California

*"EXCELLING IN A COMPETITIVE AND CHALLENGING ENVIRONMENT"*

Security Consulting | Technical | Forensic | IT | Business Profitability

Session topics will include...

- **Thought Leadership:** Innovation & Creativity in your Business Model
- **Communications Strategies** for Those Who Want to Inform
- **Webinar 101:** Putting on a Successful Webinar for Clients & Prospects
- **The "R" Word: Retirement**
- **Forensic Security Strategies:** Three Things You Can do to Position Yourself as a Formidable Expert Witness
- **Risk Management:** Bring Your Practice to the Real Marketplace

Plus social activities including golf, spa, a spouse / guest outing, cooking classes, and so much more!

*Registration Opening Soon*

## Contact Us

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