



INTERNATIONAL
ASSOCIATION OF
PROFESSIONAL
SECURITY
CONSULTANTS

NEWS

May 2012

In This Issue

[New Members](#)
[Event Calendar](#)
[New Logo](#)
[Conference Press Release](#)
[Conference Resources](#)
[Awards 2012](#)
[Revised By-laws](#)
[New Best Practice](#)
[Election Results](#)
[Contact Us](#)

Quick Links

[IAPSC Website](#)
[Membership Directory](#)
[Member Login](#)
[IAPSC Blog](#)

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Welcome to our Newest Member!

[Brandon R. Kehl, CPP](#)
Burns & McDonnell
Kansas City, MO
816-823-6093
bkehl@burnsmcd.com

Mark Your Calendar

**IAPSC Southeast Regional
Seminar**
August 2012
Details Coming Soon!

[Successful Security Consulting \(SSC\)](#)

Sunday, September 9, 2012
A Pre-Seminar at the ASIS
2012 Seminar & Exhibits
Philadelphia Marriott Downtown
Philadelphia, PA

[ASIS 2012 Seminar & Exhibits](#)

September 10 - 13, 2012
Pennsylvania Convention
Center
Philadelphia, PA

IAPSC Annual Conference

Dear ,

The Board of Directors is pleased to announce that IAPSC now has a new logo (above). Members may [log in](#) to the Members' Library to download the image file. This new logo will also be featured on the new IAPSC website coming later this year. Many thanks to [Kevin Murray](#), chair of the Website Committee, for his dedication to leading this project.



*Conference Chair **Kelly Klatt**, Keynote Speaker **William Bratton**, President **Richard Grassie**, and Vice President **Frank Pisciotta** after Bratton's presentation entitled "Emerging Opportunities in Security Consulting" at the 2012 IAPSC Annual Conference.*

The world's top security consultants gathered in Miami Beach April 15-18 for the 2012 Annual Conference of the International Association of Professional Security Consultants (IAPSC). Security experts shared the latest developments in technical and forensic security, and explored challenges and trends affecting the industry.

The conference was organized by [Kelly S. Klatt, CPP](#), who operates the Center for Security Solutions, Inc. in Orlando, FL and is also the Director of Safety & Security for Loews Hotels' four-property resort campus in partnership with Universal Orlando theme parks. [William Bratton](#), Chairman of Kroll, a leading

April 21-24, 2013
The Meritage Resort & Spa
Napa Valley, CA

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Adviser & Founder
Chuck Sennewald

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Have a topic or news story that you think should be featured in the next newsletter?
[Let us know!](#)

risk consulting firm headquartered in New York, NY, kicked off the conference with an excellent opening keynote address focused on capturing new opportunities in the field of consulting. [\[read more\]](#)

2012 Conference Resources

The following resources are now available in the [IAPSC Members Library](#):
([Log in](#) for access)

Speaker Presentations

- Marketing 101: 100+ Tips, Tricks & Strategies
- Will Private Security Benefit from Government Cutbacks?
- Crime Prevention through Environmental Design (CPTED)
- Marketing through Consulting to Corporate Thought Leaders
- Hotel and Resort Facility Emergencies
- Technical Security Panel: Physical Security Information Management (PSIM)
- Five Move Critical Issues in Resort Security
- The Effective Display of Safety and Security Data to Achieve Desired Decision Making
- Buying and Selling a Security Consulting Firm
- Getting Business from Government

Annual Members Business Meeting Minutes

Sponsors / Exhibitors -- *When you have the opportunity to select products and services, we hope you will support those who support the IAPSC.*



IAPSC Award Recipients 2012

Meritorious Life Membership



[Ralph Witherspoon, CPP, CSC](#) is a 20-year veteran of the IAPSC and has been active in many leadership roles during that time - he participated in, and chaired, the Membership Committee for 14 years; was a Board member for 15 years punctuated by offices of Treasurer, Secretary and Vice President on the Executive Committee; co-chaired the Best Practices Committee; and has served on the Forensic Methodology Committee for the last 6 years.

Charles A. Sennewald Distinguished Service Accolade



Francis D'Addario was presented with Sennewald Accolade for his outstanding and significant contributions to the security profession. D'Addario is the Security Executive Council's Emeritus Faculty lead for Strategic Protection Influence and Innovation. He is also a Principal of Crime Prevention Associates, a strategic all-hazards risk and mitigation firm founded in 1986. Francis served as the vice president of Partner and Asset Protection for the Starbucks Coffee Co. (1997-2009); director of loss prevention for Hardees Food Systems (1990-1997); and director of security for Jerrico Inc. (1981-1990), where his teams endeavored to "protect people, secure assets, contribute margin" for global markets. [\[read more\]](#)

Revised IAPSC By-laws

The IAPSC membership voted in favor of revising [IAPSC By-laws](#) at the Annual Members Business Meeting on April 16, 2012. A proxy vote was also conducted prior to the meeting for those not in attendance.

The goal of the revision was to explicitly define the charges and procedures for the Ethics Committee by reconciling the newly approved [Policy & Procedure #7: Investigation of Ethics Complaints by the Ethics Committee](#) and the [Code of Conduct & Ethics](#) with Article III, Section C of the By-laws.

IAPSC Publishes New Best Practice

[IAPSC Best Practice #3: Use of Force by Security Personnel](#) is now published on the IAPSC website.

The purpose of this best practice is to provide guidance to organizations in the development of an internal policy for the use of deadly and non-deadly force by their security personnel when such force is permitted.

2012 IAPSC Board Election Results

The Annual Election of Board Members and Officers took place at the Annual Members Business Meeting convened at the IAPSC Annual Conference at the Marriott Eden Roc Hotel in Miami Beach, FL on Monday, April 16, 2012 at 7:45am.

Here are the results of the 2012 IAPSC Board of Directors election:

OFFICERS: (Re-elected for the 2012-2013 term)

President: Richard P. Grassie, CPP
Vice-President: Frank Pisciotta, CSC
Treasurer: Harold Gillens, PSP, CFC, CHS-III
Secretary: James Kelton, CISA, CGEIT

BOARD OF DIRECTORS: (2012-2014 term)

David Aggleton, CPP, CSC
Curtis Baillie, CSC
Elliot Boxerbaum, CPP, CSC
James Clark, CPP
Leslie Cole, CPP, CST
Kelly Klatt, CPP
Jonathan Lusher, ICCPA
Michael Silva, CPP
Alan Zajic, CPP, CSP

[Click here](#) to view the full list of Officers & Directors, including those elected to the 2011-2013 term and Past IAPSC Presidents.

Contact Us

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