



INTERNATIONAL
ASSOCIATION OF
PROFESSIONAL
SECURITY
CONSULTANTS

NEWS

June 2012

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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

[Successful Security Consulting \(SSC\)](#)
Pre-Seminar at the ASIS 2012
Seminar & Exhibits
Sunday, September 9, 2012
Philadelphia Marriott Downtown
Philadelphia, PA

[ASIS 2012 Seminar & Exhibits](#)
September 10 - 13, 2012
Pennsylvania Convention Ctr
Philadelphia, PA

IAPSC Southeast Regional Seminar
October 2012
Details Coming Soon!

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

Become A Certified

IAPSC President Named One of Security Magazine's Most Influential In 2012



Rich Grassie
IAPSC President

[Richard P. Grassie, CPP](#), IAPSC President and Founder of PRISM Security, Inc. in Plymouth, MA, will be honored as one of the **Security Magazine's Most Influential People in Security in 2012** and will be featured in the August 2012 issue.

Each year, Security Magazine honors top security executives who positively affect the security industry, their organization, their colleagues and their peers. They change the security landscape for the better. They are nominated by their colleagues and associates, and they are chosen based upon their leadership qualities and the overall positive impact that their security projects, programs or departments have on their shareholders,

organizations, colleagues and the general public.

His nomination by the **Security Executive Council** was prompted by his support of the IAPSC in its mission to maintain the highest possible standards in the security consulting profession. Growth of the association has taken off under his leadership.

Along with his significant contributions to the IAPSC, Mr. Grassie has worked as a sworn police officer, an urban crime analyst, and for the U. S. Department of Justice's Integrated Career Criminal Apprehension Program. He has also served for 15 years as Director of Project Development for one of the world's leading security systems integrators and managed international security design and installation projects. In addition to being a lifelong security consultant, Rich started several security consulting companies, including Techmark, and brings 36 years of progressively responsible positions in the security design and engineering industry.

Rich is in good company as a Most Influential honoree. To see the full list from 2011, click [here](#).

Member Happenings

[Curtis Baillie, CSC](#)
Security Consulting Strategies LLC, West Chester, PA

Security Consultant

Apply to become a CSC

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Recertification

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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!](#)



Baillie authored an article entitled **The Tactics of ORC (Organized Retail Crime): How Shoplifters Attempt to Defeat Security Technology**, which has been published on [SecurityInfoWatch.com](#)

Organized Retail Crime (ORC) has been the bane of retailers for years and was first addressed by merchants in the late 1980s. Since then, ORC has grown into a yearly multi-billion dollar business that not only injures the retailer, but also the consumer, who has to pay higher prices. [\[read more\]](#)

[Mike R. Jackson, CPP, CSM](#)

Security Research Group, Moreno Valley, CA



Jackson was interviewed for an article entitled **Theft Tops List of Retailer Challenges** for the Assa Abloy Future Lab:

Retail losses from theft - both internal and external - are staggering. Protecting goods must be a top priority for retailers, according to loss prevention and security experts. Results from the most recent National Retail Security Survey released by the National Retail Federation in Washington, D.C., show that retail losses in 2010 cost U.S. retailers an astounding 37.1 billion dollars. [\[read more\]](#)

[Kenneth S. Trump, M.P.A.](#)

National School Safety and Security Service, Cleveland, OH



In April, Trump presented on managing bullying, school board meeting & administration, & managing media & parent communications on school security & crisis issues at the annual convention of the **National School Boards Association** in Boston.

• He authored "[The Post-Crisis Crisis: Managing Parent and Media Communications](#)" article in the *The School Administrator* (April 2012), published by the **American Association of School Administrators (AASA)**

Ken acted as the [school safety analyst & consultant](#) for the **Cleveland ABC Television News** on the day of the school shooting in Chardon, OH, as well as consulted as an online field reporter for the press conferences & local stories, & gave expert commentary in a [live interview](#) with **CNN**.

He also appeared in two separate **Fox News Channel** live segments in April focusing on school bomb threats & school shooting responses.

[Charles "Chuck" Sennewald, CSC, CPP, CPO](#)

Charles A. Sennewald & Associates, Escondido, CA



Sennewald authored an article entitled **The Security Management Analyst**. Below is the opening paragraph that he wanted to share with his fellow members:

The U.S. Bureau of Labor Statistics' Office of Occupational Statistics and Employment Projections, has published a booklet titled "Occupational Outlook Handbook" It has alphabetized thousands of job titles from "Abdominal Sonographers to Zoology Professors. As one would expect the listing includes security officers, security investigators, and store detectives, but the title security consultant or security management consultant doesn't exist. Interestingly neither does the job "consultant" exist. Indeed, they've swapped-out the word consultant for "analyst",

i.e. "management analysts", a rather novel use of the English language, generally, and almost inspired when one considers what so-called security consultant's do. Hence and forever more, I am a security management analyst, although I didn't consciously think of myself, or my work, as that of an analyst.

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.*



Contact Us

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