

“HeartLand Security News”



*“The official Newsletter of the Kansas City Chapter of
the American Society for Industrial Security”*

January 2003 Volume 4, Issue #13



Verified Response: Is it the way of the future?

I have been...in a unique position as a law enforcement officer within a crime prevention unit to work closely with private security professionals. This partnership has allowed me to develop a different perspective on various topics related to the security industry. To my amazement, a topic not discussed much by ASIS is the recent movement by law enforcement agencies to consider a new policy commonly referred to as “verified response.” First initiated by Las Vegas and refined by Salt Lake City, many law enforcement agencies are now considering the practice. What is verified response (VR) you might ask? The simplest answer, private security responds to an alarm activation and verifies an actual crime has occurred before law enforcement is sent. With false alarm rates remaining above 95% for the last three decades, it’s no surprise law enforcement agencies are now considering the move.

How is it that things have progressed to this point? But, a more intriguing question is “who’s to blame?” With budgets of governmental agencies tightening, more and more services are coming under review. Police response to alarms will surely be in the cross hairs of many more agencies looking for ways to trim budgets and maximize patrol efficiency. But this doesn’t answer the question of who’s to blame. Everyone must accept responsibility for the problem: the police, the alarm industry and the customer.

First, the customer is to blame for looking to purchase champagne on a beer budget without doing much research. Many alarm industry representatives have misled clients on their systems capabilities and furthermore for relying on the government to support it. Finally, law enforcement is to blame for providing a service to the private sector with no accountability. The unreasonable expectation of clients has often led to confrontations between alarm users and law enforcement. All involved are to blame, but verified response is coming and here is why:

Tightening Budgets: Law enforcement agencies across the country are reviewing their procedures, policies, and budgets. With the economic down turn, more efficient and productive methods of patrol need to be considered. How can a law enforcement agency continue to respond to a device that routinely activates when no true emergency exists? Law enforcement agencies reviewing their response to alarms must consider the following facts: a continuous number of excessive false alarms (97-99%), no evidence supporting police response to alarms increases the risk of apprehension, and those agencies which have gone to verified response have not shown an increase in crime (Salt Lake City showed an actual decrease which they contribute to officer availability). Police administrators will be pressed to continue to justify a response to alarms with the pending facts.

Court Rulings: For the last three years I have argued that law enforcement officers have no authority to enter a private dwelling solely on an alarm activation with no signs

of forced entry. This was recently confirmed by a court case in Portland, OR involving a residence of a professional basketball player. Police respond to a residential intrusion alarm to find the front door open with no signs of forced entry. Police enter and search the residence to find a large quantity of marijuana. The police charge the homeowner. In the evidentiary hearing, the case is dismissed on the grounds the search was unreasonable. The state is currently appealing the ruling.

False Alarm Reduction Association (FARA): FARA is expected to release an article outlining the many misleading and fraudulent claims of some alarm representatives to sell their alarm systems. The article tells of troubling stories of actual claims by some alarm representatives.

Research: Security systems have proven to be an effective deterrent to burglary, but a closer look at the research reveals that it does not support a police response. The primary concern for most criminals is being "seen and reported." Somehow this has been translated into the police responding to an alarm as the deterrent. Recently Simon Hakim, Erwin Blackstone and Uriel Spiegel published an article titled: Not Calling the Police (First) which they write *"Those false activations involve significant cost. In 2000, total national cost for responding to 36 million false burglar alarms was \$1.8 billion. If the alarm problem did not exist, at least 35,000 officers could be shifted to other duties... Under current conditions, police response to false alarms yields no benefits to the community."*

VR is coming, like it or not. Can law enforcement continue to justify responding to alarms while reaping no benefits? Is the alarm industry prepared to provide a private response if law enforcement in their area announces they are switching to VR? Like it or not, its probably coming to an area near you soon.

Don't look back on happiness, or dream of it in the future. You are only sure of today; do not let yourself be cheated out of it.

Henry Ward Beecher



Why you might need new luggage

Why you might need new luggage Airlines are enforcing long-ignored rules limiting the size of checked bags and this might cost you some big money. Depending on the size and destination, international carriers charge up to \$270 for bags larger than 62 linear inches (total of height, width and depth). The fees can be lower on domestic flights, but are still \$80 and up. Bags as small as 30 inches high can violate the rules if they are wide enough. Most buyers don't give a thought to size for a checked bag. Major luggage makers say large-size bags are among their best sellers. Bags that measure up include:

- 61.5 linear inches, Samsonite Streamlight XLT 30 Upright, \$179. Available at Samsonitecompanystores.com.
- * 61.5 linear inches, Varsity-3 29" Sky Track Expandable from ebags.com, \$129.99.
- * 59 linear inches, Delsey Horizon 30" Trolley Duffel, \$159. Available from 1-800-Luggage.com.

Airlines are increasing revenues by collecting fees for everything from itinerary changes to paper tickets. One airline charges \$40 for a third checked bag.

"A Few Words From the Chair"

Jon Gann

Happy 2003! I hope everyone had a wonderful holiday.

First I would like to recognize our 2002 Chapter Chairman, Board Members and Committee Volunteers for your time you provided the chapter in leading us thru a great year! The incoming Executive Board for 2003, and the KC Chapter would like to "Thank You"

Well a new year is upon us and a new slate of officers are ready to step up and take on some new challenges. Speaking on be-half of your elected officers, we're excited and ready to face those new challenges.

Let me introduce you to the 2003 Executive Board that will help us meet those challenges,

**Chairman: Jon Gann, Sales Engineer
Wornall Secure Business Solutions
jong@wornall.com**

**Vice Chairman: David Severenuk, Security Manager, City of KC
david_severenuk@kcmo.org**

**Secretary: Tom Robinson, Public Information Officer, KCPL
tom.robinson@kcpl.com**

**Treasurer: Dennis Smith, Security Specialist, American Century Investments
d3s@americancentury.com**

The Executive Board is always looking for input from the chapter membership on how we could meet the needs of the chapter members. We would be happy to hear from any of our members.

One of the most difficult challenges that we face going into 2003, as other chapters that I have spoke with is, *increased membership and membership involve-*

March has been slotted for Membership Drive Month. Please mark your calendar and invite a new ASIS Member to the luncheon. This Month as well is when we will present the Security Professional Award for 2003; so don't forget to turn in your nominations in by February 17th.

"We look forward to a challenging and rewarding 2003"

What's Coming Up!

Jan 9, 2003 – 11:30am Luncheon, Royals Stadium Club
Program: Integration of IT and Security Management
John Mallery, CIO Clearance M. Kelly
New ASIS Professional Certifications
Mitch Mervosh, Education Committee

Jan 22, 2003 – Region V Volunteer Leadership Training
8am –5pm @ Bass Pro Shops, Springfield

Feb 13, 2003 – 11:30am Luncheon, Royals Stadium Club
Program: "Dealing with the Media" – Bob Thill,
Former News Caster

March 7, 2003–11:30am Luncheon, Royals Stadium Club
Membership Drive Month
Program: BIO Terrorism planning for KC,
Dr. Rex Archer, Dir. Of Health of KC
Presentation: Security Professional Award presentation

April 3, 2003 – 7:30am Breakfast Meeting Royals
Special Event: CPP Appreciation Breakfast
Program: Mike Betten, CPP Development
Special presentation to CPP Members by
Rich Vogal, Assistant Regional VP for
CPP Development

May 1, 2003 - 11:30am Luncheon, Royals Stadium Club
Special Event: Law Enforcement Appreciation Luncheon
Program: Property Crimes, Jackson County
Prosecuting Attorney, Michael Sanders
Presentation: Thomas Myers Award Presentation

Thomas Paine said ... I love a person that can smile in trouble, that can gather strength from distress, and grow brave by reflection. 'Tis the business of little minds to shrink, but he whose heart is firm, and whose conscience approves his conduct, will pursue his principles unto death.

“Chapter with a purpose”

In order to give the Chapter leadership a *VISION* and incorporate some *GOALS* the Kansas City Chapter will adopt ASIS International’s Vision and Mission Statement. As we move forward into the future, I believe this will help us achieve what we would like to accomplish as a chapter, to educate the security community and advance the security profession.

Vision Statement: The Greater Kansas City Chapter of ASIS International will be the foremost organization advancing the security profession

Mission Statement: To achieve its vision, the Greater Kansas City Chapter of ASIS International will establish, develop, and promote excellence in the security profession by assuring:

- High Quality educational programs
- Responsiveness to member’s needs
- Standards for professional and ethical conduct
- A forum for debate and the exchange of ideas
- Promotion of the organization and profession
- Strategic alliance with related organizations

Greetings from the White House

Did you know that greeting cards from the President will be sent to help commemorate a momentous occasion?

Just contact the office a month ahead of time and be prepared to give the names and addresses of the recipients, along with the date of the big event.

What qualifies as a big event?

* A wedding anniversary for 50 years or more.

* A birthday for age 80 or more.

The Greetings Office, Room 39, The White House, Washington, DC 20002

New Year's resolutions: Here's how to reinvent yourself

After 25 years of researching how people change, Stan Goldberg, Ph.D., has discovered these 10 major principles of change. Goldberg, a professor at San Francisco State University, is an author and a private consultant. In this example, a man wants to be more punctual.

1. Begin by breaking down the behavior. To get to work on time, he would have to do seven things before 9 a.m.
2. Compare the results of the change with the status quo. If there are more positive results, fears are unwarranted.
3. Enjoy it. Seeing his clothes laid out was a joyful experience. Reinforcement is necessary for change. Reward yourself by adding to your vacation fund.
4. Take small steps toward a goal. List steps, large and small, toward your goal.
5. Be calm and go slow. To make mornings easier, he took coffee from home and did no errands on the way.
6. Get feedback. Talk about your change with others. Complementing the new behavior implies dislike for the old.
7. Identify what works. Revisit your plan regularly. To have a more relaxed morning, he replaced regular breakfast with protein drinks (and added \$20 to his vacation fund).
8. Practice in different settings. First he became punctual for work, then he was on time for his regular tennis game.
9. Protect the new behavior. Identify what helps or interferes with new behaviors. Increase the helpers.
10. Big plans may result in big failures. See each step as a separate mission, and you'll finally achieve the goal.

Goldberg, writing in *Psychology Today*, says by applying the 10 principles, the goal that was only a slight possibility will become a reality.

Below is a list of "2003" Committee Volunteers.

Programs Committee

Hospitality	Renee Wakefield	renee.wakfield@usa.pinkertons.com	816-360-1612
Speakers	Chris Storms	chriss@wornall.com	816-333-6299
Golf Tournament	Alana Pierce	alana.pierce@kcpl.com	816-556-2517
Holiday Party	Your name could be here!		

Membership Committee

Local/Student Membership	Cathy Bone	cbone2@hallmark.com	816-274-3053
Scholarship	Fred Hall	hallfreda@aol.com	913-681-3138
Law Enforcement Liaison	Stave McBride	smcb@micro.com	816-426-0672
Private Security Services Council	John Krumme	jkrumme@cam-dex.com	913-621-6160
Historian	Stuart Clark	stuart_clark@bartonsolutions.com	913-327-1919
Awards	Your name could be here!		

Public Relations Committee

Newsletter	Dan Hammon	dhammon@bgmind.com	816-842-9881
	Todd Best	todd_best@kcmo.org	816-513-9175
Media Relations	Tim Edwards	te2@americancentury.com	816-340-7587
Website	Terry Foster	terry@datapalooza.com	816-695-5698
Private Security Advisory Council	Larry Weishar	lweishar@planetkc.com	816-842-9881
Legislative	Victor Polek	victor_polek@usa.pinkertons.com	816-360-1611

Professional Development Committee

Education/Seminar	Mitch Mervosh	mmervosh@corprisk.com	913-541-9094
CPP Representative	Mike Betten	mdbetten@opkansas.org	913-327-6929
Executive Referral	Emily Stuart	Emily.stuart@kcpl.com	816-556-2286
Retail	Larry Hannah	lhanna1@hallmark.com	816-274-7165

Personal safety experts give advice on protecting yourself from crime You're suspicious of a man on the elevator. Or you notice someone standing in the shadows in the parking garage. Many situations can make you feel uneasy. The Chicago Police Department says: * Crime can happen to anyone anywhere. It's up to you to keep yourself from becoming a victim. * Criminals look for an easy target. A purse snatcher will find a woman who has her shoulder bag loosely hanging from a shoulder and protruding behind her body. She's an easier target than the one who has it strapped across her body. * They look for someone who appears to be vulnerable. Keep your head up. Make a disinterested look across a suspect's face and look over his shoulder as if someone is there. Always be aware of what's going on around you. The sooner you see something wrong, the more time you have to react, say experts writing in Family Safety and Health. * Try not to walk alone. Walk with a group of people. If you think you're being followed, drive to a police station, gas station, or anywhere there are people. If you're on foot, cross the street. If he follows you, walk down the middle of the street. * Follow your hunches. Get an escort to your vehicle in a parking garage if you think it's wise. Don't like who's on the elevator? Don't get on. If you don't like who gets on, get off. * Don't worry about offending anyone. Your safety is more important. If you think there's danger, get out of there now.

Treasurer's End of the Year Report

By: Tom Robinson

As I pass the financial records to the capable hands of Dennis Smith I want to provide a year-end snapshot of the chapter's finances.

- year-end checking account balance is projected to be approx. \$10,000
- year-end scholarship fund balance is projected to be \$5,200

The monthly luncheons are still not close to breaking even. The chapter comps quite a few guests each year and, coupled with the vendor day loss, we were short about \$135 per month. One thing that will help is making reservations and canceling them if you cannot attend.

The golf tournament raised over \$7,000 for the National Center for Missing and Exploited Children. The chapter voted to increase the donation to \$10,000, all of which will help children right here in our area.

The chapter seminar also did very well and added over \$5,000 to the treasury.

We held our first vendor day luncheon, which lost about \$350 because of low attendance. The officers are working on plans to give it a boost in 2003.

Low attendance at the Holiday Party resulted in a loss of \$1477.00. This figure does not include \$1072.00 in auction proceeds, which went to the scholarship fund. We need to do better with the holiday party.

We moved the scholarship fund from American Century to a straight savings account at Kansas City Police Credit Union. From January through October the fund lost \$1115.42 and the officers opted for a more stable environment. The chapter donated one scholarship during 2002.

We resurrected the print version copy of the chapter newsletter during the past year, and a great deal of thanks from all members is due to Dan Hammon for

Tom Robinson Continued:

from scratch. One thing conspicuously missing was the monthly Treasurer's Report. I apologize for that oversight and it will be included in 2003 as well as the minutes of the monthly meetings.

This year we also rented a PO box to simplify receipt of funds. Speaking of funds, my records indicate we collected dues from 146 members, so there are quite a few who have missed their \$10 payment. When sending your check, please specify if you are paying 2002 dues, 2003 dues, or both.

I want to thank everyone who helped me with my duties over the year, especially Renee Wakefield, who not only coordinated the luncheons, but also helped collect money each month.

PLACE YOUR ADS FOR 2003

Now is the time to consider placing ads for 2003. With a circulation of between 200-300 members and the webpage, your ad will be well read.

Prices are as follows:

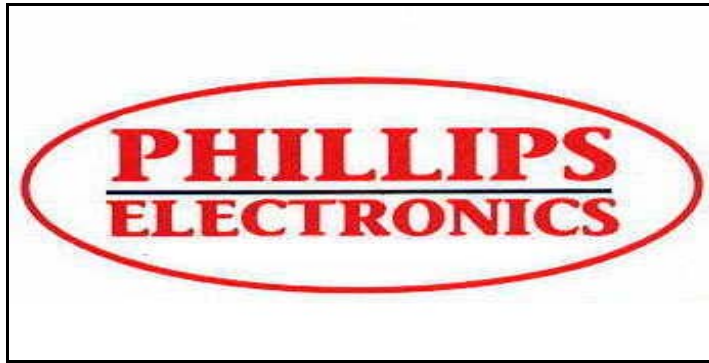
	Monthly	Yearly
Full Page	\$50.00	\$500.00
Half Page	\$35.00	\$350.00
1/4 Page	\$25.00	\$250.00
Bus. Card	\$10.00	\$100.00

Call Dan Hammon at 816-842-9881

WRITERS WELCOME

I'd like to thank Mike Betten for his article for this month's newsletter. Throughout the next year Todd Best and I will be asking for members to submit articles that will enhance the growth of our professionals in this chapter. We would appreciate your help.

Dan Hammon



Phillips Electronics is a systems integrator dedicated to Service.

Our service technicians are available 24 hours a day.

CCTV

Access Control

Fire Alarm

Intrusion Alarm

Alarm Monitoring

Photo I.D. Systems

Nurse Call

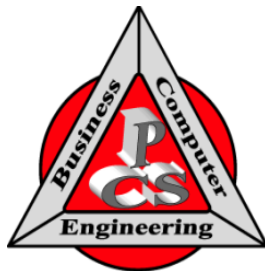
Sound/Intercom

Call today for a free consultation and estimate

913-384-0494 www.phillipselec.com

Let us integrate fire protection considerations into your customers property asset protection profile.

- FIRE PROTECTION ENGINEERING SERVICES
- PROPERTY LOSS PREVENTION SERVICES
- LIFE SAFETY "FACILITY" ASSESSMENTS
- BUILDING & FIRE CODE CONSULTING
- FIRE ALARM & DETECTION SYSTEM DESIGN
- AUTOMATIC SPRINKLER SYSTEM DESIGN



POOLE CONSULTING SERVICES, INC.
1317 South Fountain Dr. – Olathe, KS 66061
(913) 829-8650 Fax (913) 829-8690

WWW.PCSINKC.COM

"Consulting solutions for today, facilitating growth for tomorrow"

What are your most *valuable* assets?

ISSI will help *you* protect them!

Integrated Security Systems can help you protect your valuable personnel and property. We have the expertise to design, install, and service your electronic security systems. Give us a call to find out how the latest technologies and integrated systems can maximize your security dollar.

- Access Control
- CCTV Systems
- System Integration
- Intrusion Detection
- Intercom Systems
- Assistance Stations
- Smart Cards
- Photo Badging
- Gate / Turnstiles
- Systems Monitoring

Integrated Security Systems, Inc.

10012 Darnell Lenexa, KS 66215 913-888-8800
www.c-cgroup.com/issi



Member of the
C&C Group

- Access Control / CCTV
- Temperature Controls
- Access Floors
- HVAC Installation
- Standby Generators
- Mechanical Service



Sensitive Please Deliver

Time Sensitive Material Enclosed

Do you want more information or want to assist our local chapter?

If you want to learn more information about the local or national ASIS, or would like to assist the local chapter on one of the committees please provide you information to one of the local volunteer staff members.

Name _____

Company _____

Street Address _____

City _____ State _____ Zip _____

Business Telephone Number _____

E-Mail Address _____

