American Society for Industrial Security
San Francisco Bay Area Chapter

NEWSLETTER
for
September 1998

Annual Golf Tournament

On September 25, 1998, at 7:00 am, SFBAC ASIS members and guests will tee off for the Fifth Annual "Larry Marshall Memorial" Golf Tournament.

It is hard to believe that this is the fifth year for this fun-filled event. In honor of this milestone, the chapter thought it would be nice to provide a brief background of this golf tournament's namesake.

There are many members who remember Mr. Marshall, though there are many new members who did not have the opportunity to meet him.

Larry Marshall was a long-term, member in good standing of ASIS. He is best remembered for Chairing the Annual Seminar and Exhibits Committee and his term as San Francisco Bay Area Chapter Chair in 1986. The year of Larry's Chair the Chapter received the I.B. Hale Award for "Outstanding Chapter of the Year."

Larry was Pro-Chapter and very active. He was also an avid golfer. Larry was one of the first to propose a Golf Tournament for SFBAC as a juncture for fellowship, socializing, and professional networking.

The Chapter elected to name the Golf Tournament after Larry as a tribute to his devotion to this ASIS Chapter and his love of golf.

This year's tournament is at Sunol Valley Golf Club, Palm Course, in Fremont, CA. Registration begins at 6:30 a.m. The Awards Luncheon will begin around noon. Awards will be given to the First, Second, and Third Place Foursomes, Closest to the Pin (Men's and Women's), and Longest Drive (Men's and Women's). Drawings will be held for Door Prizes.

For more information contact Connie Vaughn at 408-954-8274 or Elizabeth Walker at 408-247-4827.

Treasurer's Report
for September 1998

| Previous Balance as of | $18,487.63 |
Security Officer Recognition Day

Upcoming Event

Mark your calendars now for this special annual event - Officer Recognition Day. October 15, 1998 is the day the San Francisco Bay Area Chapter recognizes and honors the many security officers who help security management be a valuable corporate operation. In honor of this event, all companies (not just the contract companies) are encouraged to invite the security officers to this luncheon to receive the recognition they have earned.

The luncheon will be held in San Jose at Lou's Village on West San Carlos and promises to be an outstanding affair. The SFBA Chapter looks forward to honoring these valuable contributors to all security organizations. Be sure to attend this special event.

For additional information, please contact Roy Enos at 408/495-7250.

General Minutes

The meeting was called to order by Chairperson Lewis A. Schatz and began with the pledge of allegiance. Dave Gibbs led the invocation. Lew introduced the head table, read the treasurer's report, then asked Dave Gibbs to return to the podium for a special announcement.

Dave explained what the chapter was doing in regards to our chapter's scholarship funds with particular emphasis on the Allen Cross Scholarship award. This award is given to a chapter member to attend the CPP Review Program at the annual seminar. This year's award went to Cynthia Butler, Vice President of Business Development for Acufacts Security.

After lunch, Lew introduced the luncheon speaker Tom Stutler, special agent with the Federal Bureau of Investigation, National Security Division. Tom encouraged all security professionals to include the FBI on their checklist for security resources. He shared some interesting statistics about the FBI which include a $2.5 billion budget, 10,500 field agents, 14,000 support personnel, 56 field offices, 400 resident agencies, 23 foreign liaison offices and 45 legal attaches. The San Francisco office is responsible for the area encompassing Oregon to Monterey and east to Sacramento.
Agent Stutler explained the Awareness of National Security Issues and Response (ANSIR) program. It is the "public voice" of the FBI for espionage, counterintelligence, counterterrorism, economic espionage, cyber and physical infrastructure protection and all national security issues. The program is designed to provide unclassified national security threat and warning information to U.S. corporate security directors and other government agencies. It also focuses on the "response" capability unique to the FBI's jurisdiction in both law enforcement and counterintelligence investigations.

Information is disseminated nationwide via the ANSIR-Email and ANSIR-FAX networks. Each of the FBI's 56 field offices has an ANSIR coordinator and is equipped to provide national security threat and awareness information, on a regular basis to corporate recipients within their jurisdiction. ANSIR-FAX was the first initiative by the U.S. government to provide this type of information to U.S. corporations with critical technologies or sensitive economic information, targeted by foreign intelligence services or their agents. (*Sounds like they were thinking about Silicon Valley.*) ANSIR E-mail increases the capacity for dissemination, which should accommodate every U.S. corporation who wishes to receive information from the FBI.

If you want this information, send your email address, position, company name and address as well as telephone and fax information to the national ANSIR E-mail address at ansir@leo.gov. Individual ANSIR coordination's in the respective field divisions will verify contact with each prospective recipient of ANSIR Email advisories.

In closing, Agent Stutler reminded us that for the first time, the FBI would be conducting a symposium at the ASIS national convention in Dallas.

Lew reminded us of the Golf Tournament, Friday September 25th, at the Sunol Golf Course.

Kendra Ahlquist and Lew Schatz gave away the door prizes.

The meeting was adjourned.

Respectfully submitted,
Cindy L. Masters

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View from the Chair

I was reminded at our last meeting that I am really 75% through my term as chairperson since we do not meet in September. Whether they were wishing I was already done or not, I don't know. It does serve to remind me that upon return for our October meeting we will need to appoint a recommendation committee for someone to fill the Treasurer position. If you are interested, then start showing up at our meetings, and make your interest known.

On an entirely different and more serous topic, one of members lost his wife of 30+ years. That was sad, but even worse, he had planned on spending "the rest of his life" with her and now cannot do that. One of the many lessons I learned in Vietnam was to be honest with people, and tell them how you feel. I can remember going out with people that hated each other, but they still promised to cover one another. The ones they liked, they told, so if they were lost there wasn't remorse over what wasn't said.

My friend who lost his wife was this kind of guy. He often told her how much she meant to him. He feels loss, but no remorse or guilt over what wasn't said.
Take a look around. Do you need to say something? Life gives us what we put into it.

Sincerely,
Lewis A. Schatz, CPP, MS, CHPA

Congratulations Cynthia

San Francisco Bay Area chapter member Cynthia Butler received one of the Allen Cross scholarships to attend the CPP course held just prior to the ASIS Annual Meeting in Dallas, Texas next month.

She will attend two days of concentrated study to learn how to better prepare herself and others for the CPP exam. She has several people interested in a study group as soon as she returns. Interested? Phone her at (408) 286-5880.

The Editorial Perspective

As we approach the Annual Seminar and Exhibits in Dallas, I tend to think about my goals and objectives, where I stand in implementing them, and what resources I would like to have to help solve the challenges I face. Then I review the information about the Annual Seminar and look for ways to maximize the use of my time in the right areas. As I perused the flier about the 44th Annual Seminar and Exhibits in Dallas, I realized once again how lucky we are as professionals to have access to so much information all in one place.

ASIS National expects 15,000 security professionals (what a brain trust!), 130 educational sessions and 600 exhibiting companies. Session topics include computer security, corporate espionage, emergency planning, executive protection, facility design, information security, investigations, legal liability, personnel screening, public/private law enforcement partnerships, terrorism, security management, business practices and workplace violence prevention. Along with a new career opportunity center, the CPP review program and the Security Marketplace bookstore, as well as keynote speakers Beck Weathers, MD, survivor of the 1996 Mr. Everest Expedition and John G. Stoessinger, Ph.D. internationally recognized political analyst and prizewinning author, Dallas looks like the place to be September 13-17, 1998. See you there!

-Kathy Goelkel Editor

Patented Hair Analysis Quickly Detects Drugs of Abuse

By Gil Shepherd

A federal study estimates that each worker who abuses drugs costs his or her employer $7,000 to $10,000 a year in absenteeism, medical expenses and job turnover costs. The American Management Association says that 87 percent of major U.S. firms now test employees, job applicants or both for drug abuse.

Corporations have long relied on employee testing to detect users and either counsel, isolate or terminate them, depending on corporate policy. Yet many drug abusers slip through the net due to inadequate testing procedures.
A recently developed hair-testing technique promises to end that and make it far more difficult for drug abusers to continue to elude detection.

The test can detect the presence of marijuana, cocaine (including crack cocaine), opiates (including heroin), methamphetamines and PCP ("angel dust"). The test has a major advantage over other methods because of the significant longer window of detection; 90 days using hair test versus 3 or 4 days with other samples for most drugs.

The technology of the hair is based on a simple fact: drugs that are ingested circulate in a person's bloodstream. As it circulates through the body, the blood nourishes the developing hair follicle (see illustration). Trace amounts of the drug become entrapped in the core of the hair shaft in amounts roughly proportional to the amount ingested.

These traces remain in the hair as it grows out from the head at a rate of approximately one-half inch per month. The residues of ingested drugs cannot be washed out and are stable over time, but are released upon liquefaction of the hair fiber. Thus, drug history can be obtained from the hair of any individual.

The testing method itself uses a sample of human, instead of more common, older urinalysis method. Hair, as a sample, continues to be more important and credible. The hair analysis has consistently proven to be more effective than urinalysis and other methods in correctly identifying drug abusers. In fact, when hair and urine results were compared in "side-by-side" evaluation, 5-10 times as many drug abusers were accurately identified with the hair test. State supreme courts have ruled that failure to pass the hair analysis drug test was a valid basis to deny unemployment benefits.

Recognizing employee drug use not only has a positive monetary impact for the employer, but is beneficial to the worker as well. Early drug detection and intervention can have a significant bearing on the long-term emotional and physical well being on individuals utilizing drugs. For pre-employment screening, drug use recognition enables employers to avoid the short and the long-term risks associated with unknowingly hiring an individual who utilizes drugs.

Alliant, Inc. is a pre-employment screening, background investigation and drug testing company. For more information, contact: Gil Shepherd, Ph.D., President of Alliant, Inc. at (408) 842-1976 or verifyUSA@aol.com. Gil is a member of the SFBA Chapter of ASIS.

What You’ve Missed Recently...

Steve Corey, Vice President of Acme Security updated our August 20th workshop group with the latest and greatest in technology improvements.

He started with CCTV and talked about checking camera locations, compatibility of color cameras, multiplexers, reviewing tapes, and assuring clear views for identification.
The home lock to business locks was the next subject area. He discussed and showed keys, locks and discussed the pros and cons of each. We looked at back-up key boxes. For those with restricted key ways, remember to not use the same restricted key for your padlocks. If you lose or have a padlock stolen you have compromised your entire system.

Tubular keys can be easily compromised with hair spray. Privately owned manhole covers can be secured to keep people out of your communications and your tunnels. Keypads are used for low security, small volume uses. If you use it, have it shielded. Codes should be supplemented with individual PIN numbers or access cards. With proximity cards there is no learning curve on use, as there is with swiping cards. The Dallas chip will be the upcoming technology of use on doors because of effectiveness and lower cost.

You missed an informative and educational workshop attended by 20 people who also shared their latest technologies. See you at the next one!

**Membership**

*There are no new members this month*

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<td>Keep the first week of December (date to be finalized) fairly open for an upcoming Chapter Management Symposium. You'll be able to hear some very envisioned people tell how to position ourselves in today’s global marketplace.</td>
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The seminar will have Dr. Dennis Dalton as one of our speakers. As a bonus, you'll receive an autographed copy of his latest book with your $85.00 registration fee.
Dave Gibbs is coordinating the seminar, and he has gotten Pinkerton to support us in this. Watch for the flyers!

**URGENT!!!**

**INFORMATION NEEDED FOR I.B. HALE**

If you have written an article that was published in a security related publication or provided a security seminar or class, we would like to submit the article or class description for the I.B. Hale Recognition Award program. Please submit articles no later than October 1, 1998.

Direct Articles to:

Brad Wilson
RFI Security
408/882-4286

Email: bwilson@rfi-ent.com

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<th>ASIS Scholarship Award</th>
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<td>Are you or someone you know a student of merit, interested in the security profession and demonstrate the potential to make a contribution to the field? If so, please contact Donna Deeley for an application at: 408/285-4979 Fax 408/285-4989 Email: <a href="mailto:donna.deeley@tandem.com">donna.deeley@tandem.com</a></td>
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**People on the Move**

Directory Updates

**Martin Sanchez** is now with GRA, Glover, Resnick & Associates, Inc
(415) 566-1127