



WINTER EDITION SECURITY VIEW

The Security Agents Institute of Western Australia

'The professionals in Crime Prevention'

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Act One, Scene One . . .

“The Never Ending Story”

If we wait, or have any expectation whatsoever that the Government of the day will process and deal with changes/amendments to any Act, we will all be sitting together next to ‘Old Nick’ watching hell freeze over. It just doesn’t happen!

The SAIWA and others have been waiting patiently through several years of both the Liberal and Labor Governments for changes to the Controlled Activities Act. From our point of view, mandatory membership of all licensed security people to a bona fide security-related Association and a Code of Conduct (COC), plus other matters, is essential. A COC will allow us to have some say over our own industry’s direction and destiny. Not unreasonable expectations surely?

It now looks like we have missed, once again, this session of Parliament that was to deal with the amendments to our Act. Surprised? Sorry to say I am not – it’s just par for the course. They say a week is a long time in politics but six years... give us a break!

Nevertheless, it now appears we can process the COC aspect without having the Act amended. This vital piece of information has been teased out bit by bit during our regular meetings with members of the WAPS and the Police Minister’s people.

Meetings involving your Executive acting on behalf of members (as depicted in the photo above), centre around many and varied discussions on a wide range of issues that impact on our industry. Our monthly meetings with the WAPS Deputy Commissioner of Operations have been enormously beneficial, with several major mutually advantageous changes/events taking place in less than 12 months (these are explained and expanded on elsewhere in this edition).

I am pleased to report that recently appointed DC Tim Atherton



John Dennison, Steve MacCarthy and Tim Atherton

APM has agreed to meet with us each month. It should also be remembered that John Dennison and I go the DC’s office representing you so if you have an issue you would like us to flag with him, let me, John or Ron Adams know.

Another group meeting, which your Executive team attend on your behalf, is the ‘Police/Security and Investigation Industry Regulatory Committee’. This gathering meets at Curtin House in Beaufort Street every couple of months and is chaired by Superintendent Ron Carey.

It was at the last meeting of this committee, on the 1st of July, that we decided to fast lane the COC provisions once it had been clearly established we can do this without changes to the Act. As the last work on this document was carried out two or so years back, Ron Carey is going to feed it back into the industry for us to look at and update if necessary. Once this has been done and all parties agree, the COC will become part of the existing regulations.

Jim King

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President's mutterings



Jim King

I am now well into my second 'term' as your illustrious President and still enjoying the challenge...so much for retirement!!

I now no longer see the bright white 'light' at the end of the hypothetical tunnel as a 400 KPH express train comes to turn me instantly into raspberry jam! What I am now seeing is a taillight showing me we have executed a 180-degree turn and are moving slowly forward again.

My main objectives remain the same and are: ongoing meaningful communication with you lot, our strategic partners and the ever-loving public; member benefits; and keeping the polities on their toes. Whilst I believe we have improved our communication skill sets, there are still some of our members we are not reaching. However, we're beavering away at that little glitch.

I have received some feedback about this publication saying it deals with the 'warm fuzzy' softer items and is somewhat of a social calendar. Fair cop. In this edition we have looked to rectify this and highlighted some of the serious problems/hurdles we are confronted with.

Membership benefits have taken a giant leap forward and are being tackled with gusto by Nick Graham. This gentle giant has, in a remarkably short time, managed to negotiate a spectacular deal with Mitsubishi (details on page 8). This unique agreement for the first time will enable SAIWA small business operators to access fleet discounts that are normally reserved for the bigger companies who buy 30 or more vehicles annually.

Nick and our Secretary Ron Adams are also heavily involved in deep and meaningful discussions with an insurance broker for a special package tailored to the distinctive requirements of our industry. Details of these vital talks will be made known to you ASAP.

On other fronts, considerable activity is taking place. Our monthly access to the WAPS Deputy Commissioner has allowed the SAIWA to leap forward in vital areas of firearms training, and emergency protocols. It is also an opportunity

for the DC to meet one-on-one with and hear from our members who are involved in the different disciplines in our industry.

Following one of my regular chats with Greg Trew, we intend to tackle the perplexing, and ongoing issue of people without security licences. In particular, I refer to electricians who carry out 'security' related jobs i.e. alarm cable running, CCTV, alarm device fittings, security screens and doors on construction sites large and small. Think how well one of our members would be treated if they got caught wiring up a 240-volt power point without the requisite licence. Hello! They would be nailed to the wall with no mercy!

Our Executive meetings, which take place at 36 Brisbane Street at 5pm on the last Thursday of every month, are very well attended with over 90% present. Initially I tried to limit these gatherings to an hour but that turned out to be 'Mission Impossible' as the volume and complexity of the things we are involved in simply did not allow this to happen. Now our meetings run for as long as it takes. Could I also remind you all that these are not 'secret squirrel' gatherings and any member can and is welcome to attend. This also applies to the various other SAIWA committees that meet to deal with issues within the various disciplines of our rapidly growing and multifaceted industry (details of where and when these groups meet are listed at info@siawa.asn.au.)

We also had our first General Meeting during May along with an Industry Forum, which was reasonably well attended considering the miserable cold wet weather conditions. Greg Trew spoke about what's happening with the proposed amendments to the Controlled Activities Act; Steve MacCarthy about our financial standing, proposed changes to our constitution and membership categories; Nick Graham about membership benefit matters; Mike Dyer on CCTV developments in Hotels and Clubs; Graham Drury about firearm training; and me a little about other things we are involved in. Overall it was a good start to the year. Details of our next gathering will be out long before the event so you can flag it in your busy diaries.

I would also like to congratulate Commissioner Karl O'Callaghan, and Deputy Commissioners Tim Atherton and Chris Dawson on their appointments as the new leaders of the WAPS. We at the SAIWA wish them every success.

John Dennison, Mike Dyer and yours truly were invited to meet and speak with Karl shortly after his appointment. The meeting was friendly yet businesslike with Karl, like us, clearly wishing for our two organisations to work together for the common good of the community (first time in recorded history where Mike and I both had our ties on!!).

Jim King



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Lou Magro
(Company Director)

Any information, feedback or requirements should be referred to:

PH: 9388 1800

FAX: 9388 1877

EMAIL: loum@intersecurity.com.au

SAIWA to the Rescue

I trust that you would have read in the April edition of our 'Security Alert' of how our SAIWA members rallied to assist the Camp Quality people when their Head Office was broken into three times on the trot.

You will be pleased to hear that since we donated our free security upgrade, there have been no more unwelcome nocturnal visits from the scum that prey on non-profit volunteer community groups like Camp Quality.

I finally managed to nail Mike Dyer, who pulled the security 'makeover' together, to stand still long enough to get his picture 'took', along with Camp Quality's Rebecca. Tony Fogliani, who has his Secure-X office right next door and whose digital camera we 'borrowed' to capture the moment, also joined in.



Mike Dyer, Rebecca and Tony Fogliani.

The total value of the upgrade was \$9,500 and once again the companies who contributed are as follows:

- **Combined Monitoring Centre**
- **Commercial Locksmith**
- **DataDot Technology**
- **Gregson's Auctioneers**
- **Griffiths Engineering**
- **Lock-it Locksmiths**
- **Lee Evelegh**
- **MSA Guards & Patrols**
- **Norm's Doors**
- **Precision Safe & Machinery**
- **Securex**

The Camp Quality People printed off 'Certificates of Appreciation' which have been presented to all of the above (as you can see in the picture).

**Well done all concerned.
Jim**



Constable Care Corporate Golf Day

**Burswood Park Golf Course
Friday, 24th September**

An open invitation is extended for you to join the annual Constable Care Corporate Golf Day.

This is not an ordinary invitation. This is an opportunity for you, your friends, or company to participate in something far more important than just another "Corporate Golf Day".

Contrary to popular belief, we are a Community based, non-profit organisation working in partnership with the Western Australian Police Service, statewide Primary Schools, Local Government, and the Business Community to provide "Proactive" initiatives to young children.

In an effort to further expand our unique range of services to more children throughout the State, we introduced the Annual Constable Care Fundraising Corporate Golf Challenge in 2001.

There are three options with which you can assist us to help the children of Western Australia.

These options are:

- 1. SPONSOR A HOLE**
- 2. ENTER A TEAM**
- 3. BUY A TICKET IN THE SOUTH SEA PEARL PENDANT RAFFLE**

Thank you for taking the time to consider taking part in this annual event and I look forward to hearing from you soon to confirm your position in this wonderful event.

If you have any enquiries, please do not hesitate to contact me personally.

Kind regards David Broadhurst Sponsorship Coordinator 9472 7533 or fax 9472 7544.

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News and Views

Security Industry news is regularly posted on the SAIWA web site. If you have an article of interest regarding security, crime prevention or have good news story, good news stories then send them to us for review and they may be published on the site.

Promote Your Business

Members are invited to participate in the Members by Company listing page. This provides the opportunity for you

to list your business with address, contact details, email and web site link.

Meetings and Functions

You will find the dates and times of all SAIWA committee meetings and functions and summaries of these will be posted on the web site.

**For Further Information:
Contact the Web Master**

**Jerry Lee Jones – (08) 9427 0814 or
info@saiwa.asn.au**

Community Safety – "Frontline First"



Following his recent appointment, Commissioner of Police Karl O'Callaghan instituted a reform agenda for the Police Service and has enunciated the importance of "Frontline First" as a change management strategy, to provide better policing services to the community of Western Australia. In so doing, the Commissioner requires that all reform initiatives will be integrated within the "Frontline First" service philosophy and, that the Agency continues to pursue change initiatives and resource allocations that result in enhanced policing in the "Front line".



Ross Napier

The Commissioner has also moved quickly to deliver the blueprint for reform identified by the Royal Commission including:

- Strengthening and embedding accountability, supervision and leadership across all levels of the Police Service;
- Building an enduring performance based and corruption resistant culture;
- Maximising the resources dedicated to frontline policing;
- Creating a work environment that invests, develops and recognises talented people;
- Working collaboratively with other stakeholders within a Whole of Government framework; and
- Enhancing the Police Service's capacity to deal with wider global issues.

Police services across Australia and around the world are developing community safety as an integral and prominent aspect of their inter-agency, community-based, social engagement and service enhancement programs.

Consistent with this trend, the work completed over recent months, has seen the Crime Prevention and Community Support Division's focus and business being re-shaped. This will enable it to become a 'centre of excellence and innovation' in developing and implementing initiatives and programs that will support the Police Service's 'Frontline First' philosophy. In addition, the Division is currently positioning itself to provide a conduit between the community and multiple government and non-government agencies.

Other initiatives currently occurring in the Police Service targeted towards improving our service delivery include the establishment of the Police Assistance Centre (PAC). This facility, which is to be located within the Police Operations Centre in Midland, will provide 24 hour x 7 day a week telephone police assistance in the Metropolitan Area for any type of non-emergency contact. Major benefits to be achieved by the implementation of the PAC are:

- Police officers having more time available to provide greater policing presence and visibility away from police stations enhancing the safety and security of the community;
- Significantly improving the service offered by the Police to the Community by providing a single, easy to remember contact number for police assistance of a non-emergency nature where:
- All calls will be answered by trained civilian call takers;
- Call answering times will be significantly reduced; and
- A consistent and improved standard of advice will be provided.

The PAC will commence operation in December 2004, initially at a pilot level within the East Metropolitan District, and will progressively be rolled out to the whole Metropolitan Region towards the middle of 2005.

A further enhancement to service delivery is the Incident Recording Facility (IRF). Civilian operators that complete the data-entry of incident reports staff the IRF. The establishment of the IRF again is an initiative aimed at releasing police officers from administrative tasks and so ensure they will be readily available for conducting patrols and attending incidents.

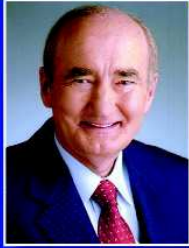
In meeting its objectives, the Police Service endeavours wherever possible to work in accord with the executive members and representatives of SAIWA. In this regard, the Crime Prevention and Community Support Division is committed to fostering a unified approach and complimentary working relationship with members of SAIWA.

I am very much looking forward to the further development of this relationship and to achieving our common goal of making Western Australia a safer and more secure community for us all.

Ross Napier
Divisional Superintendent
Crime Prevention and Community Support Division

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Around the traps

Crime prevention in homes and businesses continues to remain a political "hot potato". Governments, Police, public servants, voluntary groups and professional organisations struggle to prioritise strategies for householders and business proprietors, whereby an individual can make an educated decision on confirmed methods to reduce their risk of invasion and/or theft.

One of the proven and most successful strategies to implement and reduce your risk of burglary and/or theft is to mark your property for identification – AND tell the would-be criminal that you've done it. Police have been recommending this strategy for over 30 years, Neighbourhood Watch have it as one of their key pillars, and it appears as a key deterrent in newspapers, magazines and all over the World Wide Web. We all know it, but why have less than 2% of West Australians actually done it? Do we actually understand where it fits in and why?

Cash and/or drugs are the primary reason behind most home and business invasions – to steal items of value that can be exchanged easily for cash or drugs – that's why items most open to theft are jewellery, laptops, PCs, TVs, videos, DVDs, CDs, digital projectors, cameras, mobile phones, bikes, machinery and tools. And along with the invasion comes the damage to property, risk of assault (24% of all reported assaults are a direct result

of home invasion), disruption to business and the on-going personal traumas that result from crimes of this nature.

Most common methods of protecting ourselves from invasion are terrific deterrents. Alarms, cameras, locks, dogs, lights, fences, security doors, screens, bars, roller shutters, guards and good neighbours all act as a deterrent for a would-be criminal.

Yet, NONE of them take away the very reason for the crime in the first place – that is to steal items of value that are easily converted to cash and/or drugs. A desperate criminal will find ways to circumvent all these initiatives – if he knows the right items of value are inside.

Property Marking is the only practical method of reducing the value of items to a would-be thief. Marked with the owner's identification, an item becomes harder to sell and much higher risk to both thief and buyer. Many criminals will not steal marked items for the risk of being caught in possession of known stolen goods. Similarly, buyers will not purchase these goods for the same reason. Criminals themselves, when questioned about theft, say there is a 75% less chance of them stealing items that they know have been marked for identification.

Perth-based DataDot Home & Business provide microdot technology known as DataDots, as an easy-to-use and very effective method of property marking. Each DataDot is about the size of a small

grain of sand and is laser etched with unique identification – driver's licence number for householders and ABN number for businesses are the recommended standards, although any identification on the dots is possible. These DataDots are immersed in a liquid adhesive and are extremely difficult to find and are almost impossible to remove without defacing the goods. Because they are so small and so easy to apply, DataDots can be applied to almost any item that requires the owner's identification. The application can be either overt or covert or a mixture of both if required. DataDot kits are available in various sizes to suit different application needs from homes to large corporations. Window stickers, packing tape and item stickers are also provided to tell the would-be thief that items are marked – in most cases the thief will simply go elsewhere for an easier target. Office of Crime Prevention, WA Local Gov't Association (WALGA), Housing Industry Association (HIA), Master Builders Association (MBA) and a number of insurance companies, all support the DataDot method of marking property. Cash Converters have also recently embraced the benefits of the product and are currently rolling out the technology to identify the presence of DataDots in the buy-rooms across all their outlets. The group will also retail the product to their Customers.

Householders, small businesses, builders, construction companies, scaffolding suppliers, equipment hire companies, councils, government agencies and education facilities are some of the many Customers across Australia who are using DataDots as a key strategy in preventing invasions and thefts. Some sectors have reported reductions in theft in excess of 50%, directly attributable to the use of DataDots and its associated signage.

More information is available by visiting the DataDot Home & Business web-site at www.datadothb.com.au or by phoning 1300-665-121.



Neil McCorkmick (left) and Rod Walter of Datadot Home and Business.

'The Colonel'



In sniffing around looking for yet another interesting aspect of our massive and rapidly expanding industry for this edition's Member Profile, I decided to have a look at someone who is making his living out of being a Consultant. Who better than the young Stephen MacCarthy?

We have all seen those 'Energizer' battery ads' on TV a million times...what, or who do they remind you of? Well for me, every time I see one it reminds me of Steve.

Why? Well just like that pesky battery in the ads, he seemingly possesses an endless power/energy source! Rarely, during my 60 plus years on the third rock from the Sun, have I met such a dynamic individual.

Next time you get an email from him just check the time it was sent. If it's in the am, it will be somewhere between 0400 and 0600; and at night, anywhere between 2300 and 0200. So the question is - when does this human tornado bloody well sleep?

A little about him and his antecedents first - Steve was born somewhere in the UK (he didn't say where) in 1960 and then 10 years later, along with his parents and three younger brothers, headed for Oz.

Both of Steve's parents were schoolteachers, with his Dad being a Headmaster. Mr MacCarthy senior decided he wanted to make a better life for his four boys so he looked at a map of the world, tossed a coin to decide their eventual destination; and the final choice was between Canada and WA.

After seven years with the Jesuits, Steve packed up his schoolbooks and headed off to UWA to study Psychology and Sociology as a double major in the early 1980's. After graduating, he headed off into the wide world to make his fortune.

Guess who lost – we did!

Seriously though, it was a real gutsy thing to do in those days. On top of having to accept a considerable drop in pay to come to this country, they had to start all over again. This time, however, they had to try to teach little sunburnt, often barefooted, recalcitrant Aussie kids.

Steve and his siblings commenced their education at, as it was known then, St. Louis, now John the 23rd. Steve informed me, with a wry smile on his face, that this is where his education was 'beaten into' them by the Jesuits (made me flinch a little as I had an immediate flashback of the Christian Brothers doing the same to me in Kalgoorlie in the late 1940s...still didn't do either of us much harm and probably a lot of good!!).

After seven years with the Jesuits, Steve packed up his schoolbooks and headed off to UWA to study Psychology and Sociology as a double major in the early 1980's. After graduating, he headed off into the wide world to make his fortune.

His UWA days were not an easy time for your hero, as he had to fund his own way through study. He did this by fixing and repairing pushbikes of all things. But Steve being Steve, he also used this money-making venture to learn the hard way, how to sell and how to run a business - attributes he would put to better use down the track.

Never one to let the grass grow under his feet, Steve joined the Army Reserve as a Private, or a 'Grunt' as he put it, during this time and picked up his Commission in 1981.

Stephen now holds the rank of Lt. Colonel and is very active in this capacity as the Army's WA Strategic Planning Officer, along with other 'activities' he would not comment on.

This must be an interesting part of Steve's busy life. He has completed many and varied courses across the full military spectrum and in a wide range of other Commonwealth Government 'departments' that he also would not talk about. Fair enough I reckon. With all the skin and hair that's flying around the shop in these dramatic times perhaps we need to be sneaky and clever.

It was about here in our conversation I got the first hint as to why this young fellow has such enormous energy reserves. In his younger days Steven was a marathon runner (42.7 kilometres a time) and competed in seven altogether, with all the training and prior preparation that go as with it. Also, just to keep out of mischief, he competed in numerous triathlons!

Steve is married to Chistine and they have two young children, Reagan and Declan who think Steve is their 'Uncle' as they spend most of their youthful lives waving him goodbye!

Like everything he does, Steve gives his all, so it will be no surprise to be told that he has been up to his armpits as an

Executive Member of our Institute for over ten years. Currently he holds the position of Treasurer.

He was the driving force behind Taskforce 2000 (SAIWA strategic planning) – the JET (Joint Executive Teams) and in 1998 established the first Professional Standard Committee for the SAIWA. His prowess on a white board is legendary!

Steve has been a Director of MacCarthy Webb Australia Pty Ltd for over 10 years and his company services a client base throughout Australia, Asia and the USA. He has a strong solutions based personal focus on the integration of loss prevention concepts.

When I asked the 'Colonel' (that's what I call him) about his Consultancy business that wry smile appeared again.

"I wouldn't have a job if some members of the security industry knew what they were on about, acted ethically, abided by the various and many standards that were in place and didn't charge like wounded bulls," Steve said.

Strong words, but I guess the proof is in the pudding. Steve and his partners have been operating a very successful Security Consultancy business for many years, and there's no let up in the demand for their services in the immediate or long term future.

Jim

Sub committee capers

Personnel Services – Graham Drury

The Personnel Services Committee has several items on the agenda for the coming year, such as the Industry Code of Conduct and the review of Australian Standard 4421-1996 Guards and Patrols, and these are all issues that will take many months to bring to fruition.

One such project that we have had some great news on finally, however, has been the Training Guidelines and the Course of Fire, which has taken up many hours over the last 12 months or so. These cover both initial firearms training and the refresher training.

The WA Police Service have now agreed to provide training for the Firearm Instructors that work for the Nationally Accredited Training Providers, currently endorsed to deliver

the Firearms and Defensive Tactics units in the PRS 03 training package.

This training will be delivered from the 'new' police training facilities in Joondalup, and is a significant breakthrough in that it was always intended that this facility would provide 'other than police training'.

The actual mechanics of when, what and how much have yet to be determined, however we will make sure everyone is kept up to date.

To close I must acknowledge the full support of the WA Police Commercial Agents, and especially the efforts of Sergeant Dave Glossop.

Doors & Grilles – Nigel Waine

- Doors & grilles (D&G) to sit on a security pilot programme committee with the City of Gosnells.
- Executive Secretary, Ron Adams, to organise FESA to attend next meeting to qualify their expectations for fire exit grilles to enable recommendations to be formulated by D&G.
- A list of financial SAIWA members to be circulated to promote a bigger attendance at our meetings.
- Mark Pitt, Chairman of SAIWA Professional Standards to be

consulted re roller shutters being marketed as security products.

- Identification badges are to be issued through Ron Adams for door fabricators to identify their membership of the SAIWA.
- Agreement was reached that the time frame from a written complaint to Commercial Agents was lodged & advise from them as to the progress of their investigation was not satisfactory. We need to open up the lines of communication.



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Perceptions of Crime: Worse than the Reality

A recent survey carried out in Western Australia and New South Wales has discovered that even when criminal activity is on the way down, most people think it is rising.

More than 1100 adults in both states were quizzed about their beliefs concerning the trends in crime, including sexual assault, home break-in, car theft and murder, during the past two years.

Rates of home break-ins, shoplifting, robbery with a firearm, sexual assault and murder were stable in WA over that time, while motor vehicle theft was on the way down. More recent results show burglary and other offences are now falling too.

In WA, only a small proportion of the people surveyed were correct in their assessment of the trend of each crime.

The crime in which people were most likely to accurately identify the trend was murder – with 46 per cent correctly answering that the rate had been stable.

In relation to car theft – only 18 per cent of people knew the level was falling.

The WA Crime Research Centre's Dr David Indermaur said he wasn't surprised by the findings, but admitted they were concerning.

"Similar research done overseas has shown the same trend," he said.

"We believe it's linked to media reporting of crime."

"As crime coverage increases in the media, people's perceptions are affected so that they believe the rate of crime is going up- we believe they are just reflecting what they see in the media."

Dr Indermaur said the overall trend was concerning for two reasons.

Firstly, it's linked to people's quality of life- if they think crime is going up, they tend to also perceive the world as an increasingly dangerous and ugly place and that's obviously not healthy.

Secondly, this sort of trend can lead to an excessive amount of government funding of crime control policies in order to allay public fears.

This is an excerpt from a survey. To read the complete document go to

www.crimeprevention.wa.gov.au



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Our Company Philosophy

***That of a friendly and efficient company, trading with integrity
and determined to give its customers the very best of service.***

Membership Services



During the past few months the SAIWA has been actively reviewing the Membership Benefits program with a view to addressing that all too common question - "What benefit is it for me to be a member?"

Well I am pleased to inform you that this is what you now get!!!

1. All the good stuff you had before, including this publication (a full list of benefits is on the website);
2. For Full Members of the SAIWA, NATIONAL FLEET discount on Mitsubishi and Hyundai motor vehicles. Yes NATIONAL FLEET, not General Fleet!! So when you are looking to buy a new car, replace your fleet vehicle(s) or arrange for salary sacrifice for a staff member, you had better consider this option and, call the SAIWA. National Fleet discount is usually only available to very large firms who, in Mitsubishi's case, buy more than 100 vehicles per year. Savings of over \$7000 per vehicle is possible dependant on what you are buying

On the Near Horizon:

1. A deal with Optus to allow access to the Association Package. This is a package that sits above the best business package you can get from Optus offering significant savings;
2. Wireless Data solution from Well Connected Workforces allowing members, particularly those in doors, locks, grills and alarms to go digital and get rid of all the paperwork associated with stock control, ordering, job sheets and time billing and move into the 21st century.

Big Ticket Item

INSURANCE Package. SAIWA is pleased to report that the survey was well responded to with over 20% being returned. This is over triple the average returns for surveys and clearly demonstrates the importance this issue is to the industry

. The returns are now being analysed externally in order to provide the SAIWA a concise report into what can be offered.

Too long we have had a gun held to our heads by insurance companies and brokers under the guise of being a high-risk unprofessional industry. The SAIWA is working very hard on this issue and within the next few months will report back to members on an Association Package. This package will likely include insurances not currently accessible unless through an unauthorised insurer or at prices so stratospherically high no one can afford it.

An example of this current rort situation is PI Insurance for Guards & Patrols. A recent quote for 5 Million PI Insurance and 20 Million PL insurance on a turnover of just \$200,000 by a member from an unauthorised insurer (the only one who will quote PI Insurance mind you) was \$11,750 per year! Realistic? Not bloody likely.

To access these benefits, call Ron at the SAIWA office for more details or visit the website.

Training

There has been a lot of movement in this area over the past few years. The following recent main points are most noteworthy:

1. From 1 July 2004, all licensed Security Officers and Crowd Controllers MUST, when renewing their licence, provide a current Senior First Aid certificate. No Senior First Aid, no licence renewal;
2. From 1 July 2004, only Certificate II in Security Operations from the Asset Security 2003 package will be accepted for new licensing purposes. The old Certificate II in Security (Guarding) will no longer be accepted. So the moral of the story is don't let your licence lapse!
3. Firearms endorsed officers must now shoot every six months under instruction of an RTO approved instructor under the new 2003 Asset Security applicable units.

Continued on Page 15

Big Ticket Item

Firearms Instructors to be trained by the Police.

The SAIWA, in conjunction with the WA Police Service (particularly Sgt David Glossip of Commercial Agents), have worked hard in this area. By October the following prerequisites will be in place for instructors:

1. Firearms Instructors who train endorsed Security Officers must have:

- a. A Cert IV in Assessment and Training;**
- b. hold the qualification they are training;**
- c. have completed the Police Course in Firearms Instruction;**
- d. have at least 3 years' industry or industry training experience;**
- e. be approved by and work under an RTO that is approved by the Commissioner to take training.**

What this essentially means is a licence for instructors; something many believe is long overdue.

Members who hold a corporate firearms licence and endorse officers to carry firearms, don't get caught short. Call an SAIWA member RTO for advice. Members who provide training are listed in the listings brochure or call Ron Adams for your nearest approved trainer.

2. Non-English speaking persons who get a free course and their licence paid for by the Government;

State of the Industry

Many on the outside believe that this is the industry to be in. We at the SAIWA agree with this statement; however the number one concern is recruitment. Just where in the hell do members get new, quality staff?

Here is the problem. A person who wants to get into the industry now must find over \$1000 to complete training and get licensed. This hurdle is proving very difficult for all but the following groups:

1. Long term unemployed who get a free course and their licence paid for by an Employment Agency or the Government;
2. Non-English speaking persons who get a free course and their licence paid for by the Government;

3. Persons who have suffered a significant injury and by some strange decision at rehab, are made to do a course and get work in the Security Industry. Here is the problem. If a person cannot speak, read or write English, are we as employers providing them with a safe working environment? The simple answer is no. This is not an access and equity issue; it is a work safety issue. If a person cannot speak, read or write English clearly and effectively they cannot work in this industry. Remember there are legislative requirements in reporting that require written English in order to comply.

One of the core units in the base licensing course is 'Communicate Effectively in the Security Industry'. This means a person must clearly be able use a radio, write a report and deal with the public as part of the job. If they cannot, they endanger themselves and the persons they work with.

Persons under rehab, as long as they have not suffered injury to their legs or back, are fine. Though this is normally not the case. Are we kidding ourselves that a person with a back injury can work effectively in the security industry without difficulty?

The long term unemployed - no issues here. It seems, however, this is the only stream of employment we have at present.

The industry must stop undervaluing itself. Stop buying contracts at rates that do not make a cent and pay persons who work in our industry a wage that they can live on. An example of the disparity between our industry and another industry, for example road construction, is stark. A stop-go person must hold a ticket obtained by completing three units from the Cert III in Civil Construction. Not much of a requirement and a course that can be done in a few days. Why then do local authorities charge stop-go persons out at upwards of \$45 per hour during the day when a guard doing the same job in directing traffic is charged out as low as \$20 per hour?

Are we idiots? Yes we are. The industry must wake up to itself. We are a regulated industry now, with strict requirements on licensing and operating. It is high time we as members, employers and business owners started to get real about our own value to the community and stop pricing ourselves well below all other comparable industry standards.

Nick Graham

Membership Development Executive member



"No! - I can't be bothered seeing a salesman now, I have a battle to fight!"

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All you need is the desire to achieve the following:

- * Greater productivity
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If you feel your company would benefit from automating your business processes and would welcome the opportunity of at least exploring the opportunity then please contact **Well Connected Workforces on 9388 0144**.

Can your business afford NOT to explore how to make it more profitable??

'The Happy Padre'



Rev John Myles, JP, Chaplain, MSA Group of Companies

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During my military service I was a member of the 'Security Forces Christian Fellowship'. We met monthly, our motto being 'Prayer, Share and Care'. We prayed for each other and for various situations, we shared our problems and our blessings, and were there to care for each other in practical ways.

Most of us have problems and worries in this hectic life we lead. Many of us can cope on our own, but some of us need help. Help can come via our spouse/partner, friend, colleague, supervisor, priest/minister/chaplain and, of course, from God, by answered prayer.

I would like to hear from anyone who is interested in forming a 'Security Officers' Christian Fellowship', which would not necessarily be restricted to MSA Officers. It could be open to Officers from other Security Companies. There is also the possibility of occasional joint fellowship meeting with the 'Military Christian Fellowship', the 'Christian Police Association', and the 'Catholic Police Guild' etc.

If I can help you in any way, as your Chaplain or as a Justice of the Peace, please call me on 0412 125 346.

May God's Blessing be on you and yours.

John Myles JP RMC CD

Positive exposure! We all need it - the SAIWA in particular!

How? We could enter an SAIWA 'team' in the annual Walk to Cure Diabetes to take place from Burswood Park on Sunday at 1000 on the 17th of October.

This annual walk is the main fundraiser for Juvenile Diabetes Research Foundation (JDRF) and last year over 14,000 made the effort to do the 7-kilometre stroll around the bridges to assist in raising money to find a cure for this debilitating disease.

Some of the larger security companies like Chubb, Group 4, NGS etc, could enter teams, resplendent in their colourful company t shirts, in their own right. This would generate excellent positive vibes among the hordes as they rub shoulders in the gentle stroll around shoreline of the mighty Swan!

Big John Dennison's MSA mad mob have been entering a team for several years.

Mike Dean, President of the WA Police Union, has invited any

security people who enter a team to enjoy their hospitality in the flash huge Police Union tent, which will be pitched at the start/finish line (no booze though, bit early Mike reckons). Deputy Commissioner Tim Atherton has also challenged our mob to beat his team of coppers around the track.

This is a great opportunity to show the flag and at the same time get some fresh air and sunshine, do some team building, raise money for a worthwhile cause, and have a bit of fun along the way!

The SAIWA team can be any size. At the moment the team consists of one...me!!

If you are interested contact me on my email address jimking@iinet.net.au



New member in the spotlight



Our newest member in the spotlight already; congratulations Janine; some excerpts from an article which appeared in the Business News July 8, 2004

ESTABLISHING JOB SECURITY

Youth in Family Business -
JANINE DENNISON – MSA Security

Honesty, hard work, and people are the driving motivations for MSA Security patrols manager Janine Dennison.

This year's recipient of the Family Business Awards Youth Commendation, Ms Dennison believes that a philosophy of looking after staff has not only served the business well, but helped to mould her career.

Ms Dennison started working at MSA Security, which is run

by her father, MSA Managing Director John Dennison, while completing a psychology degree at university.

She initially approached her father for part-time office work, as she wanted to improve her computer skills.

Five years later Ms Dennison holds the senior position of Patrols Manager, with responsibility for 300 security guards and other staff and more than 500 dedicated clients and 30,000 alarm response clients – a role she undertook at the age of 22 after working her way through the ranks.

In 2002, Ms Dennison was promoted to Operations Executive.

"I knew it was going to be hard. There was a lot of negativity in the field about being the boss's daughter," she said.

However, Ms Dennison said her training in psychology as well as her innate nature as a "people person" had taught her how to listen and how to deal with people in a range of situations.

Further, Ms Dennison said she had been afforded no favours in securing the positions she has held at MSA – having to go through the application and promotions processes for each role she has undertaken with the firm.

Ms Dennison has also undertaken additional training since joining MSA, including firearms training, and finance and management training. She also undertook electronic alarms training while studying for her psychology degree.

Alison Birrane

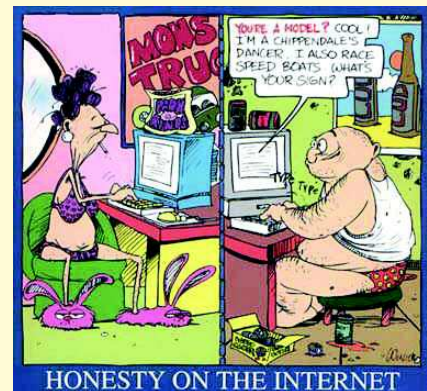
A few of our members who attended our first General Meeting and industry Forum for 2004 held at the East Fremantle Yacht Club on Thursday night the 3rd of June enjoying some fellowship and a couple of "shandies".



L to R. Stuart Fieldler, Graham Drury and Steve Harrison



L to R. Mike Dyer and Jim Connell.





BOSCH SECURITY SYSTEMS

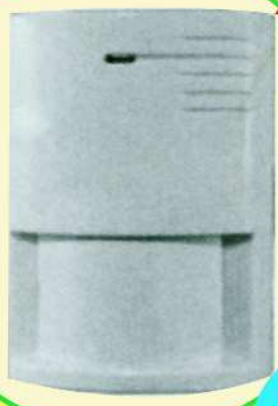
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Mobile Patrol checks may include a comprehensive internal inspection of a building or complex through to a simple external site inspection to ensure boundary gates and fencing are secure.



MSA is able to provide uniformed or plain clothed Security staff on short notice throughout the metropolitan area. MSA have a pool of specifically trained special events officers that can secure your next function.



A primary function of the Mobile Patrols service is to provide a rapid response to alarm activations. This response is facilitated through the incorporation of SMART-Link via our Communication and Dispatch Centre which is manned 24 hours per day.

Our extensive infrastructure of company owned vehicles, all fitted with GPS, cover the entire Metropolitan area of Perth. Mobile Patrol Officers are assigned to dedicated areas of operation and are required to complete specific property checks as designated by each client within their zone.



Directly employed, Police licensed Static Security Officers are deployed at locations such as shopping centres, multi-storey buildings, industrial complexes, schools and a multitude of other sites as requested.



Other services may include staff escorts, securing and unlocking of premises, after hours access, 24 hour a day cash transfers or time critical welfare checks.

