

## **Santa Clara 3Q06 Conference - Meeting Minutes**

*Copies of PowerPoint presentations will be placed on the web site (members only section) once approval is obtained from all presenters.*

### **Day #1: August 1**

#### **Welcome and agenda review – Bob Bullington**

#### **FBI Presentation (Brian Boetig)**

1. Infra-Guard
  - a. What is InfraGard? A government and private sector alliance. InfraGard was developed by FBI in 1996 to promote protection of critical information systems. InfraGard provides formal and informal channels for the exchange of information about infrastructure threats and vulnerabilities.
  - b. Soliciting members
  - c. Website = <http://www.infragard.net/>
  - d. Mission: goal to improve and extend information sharing between private industry and the government, particularly the FBI, when it comes to critical national infrastructures
2. "Becoming a Better Victim: Strategies For Getting Law Enforcement To Act On Your Crime"
  - a. Commitment: process is very lengthy and need to be patient and to stay involved over the long duration of the prosecution
  - b. Cooperation: need to provide the level of cooperation necessary
  - c. Communicate: full disclosure dialog of all facts
  - d. Candor: need full disclosure of all the facts even if the facts are embarrassing
  - e. Corroborate: verify the facts and assure they are accurate and correct
  - f. Confidential: protect privacy and confidential information of FBI and their process and investigation results
3. Local Crime Issues
  - a. Cybercrimes and computer intrusion
  - b. Focus on only the most critical crime categories
4. Crime Control – Routine Activity Theory (Marcus Felson)
  - a. Life is "getting better" but crime still is increasing
  - b. Triad of three critical things:
    - i. Motivated offender
    - ii. Suitable victim
    - iii. Lack of capable guardians

#### **Falvey Cargo Underwriting (Mike Falvey)**

1. Several examples of "value delivered by TAPA"
  - a. Incident Information System
  - b. Geographic risk analysis presentations
  - c. Communication and "networking"

#### **TAPA Survey - Results (Charlie Olson)**

1. Poll authorized as part of 2Q06 meeting
2. Response was 29 responses from 27 companies (23%)
3. Strategic direction – 69% say there is no plan
  - a. Expand focus/scope/membership
  - b. Incorporate FSR into government programs (C-TPAT)
4. Three successes
  - a. 66% cited FSR
  - b. 50% cited IIS

- c. "Networking"
- 5. Three challenges
  - a. Government encroachment
  - b. Lack of membership participation
  - c. Narrow organization focus
  - d. Money
  - e. Lack of leadership
  - f. Poor PR and communication
  - g. Lack of goals and objectives
- 6. Part of "global TAPA"
  - a. Evenly split
  - b. Numerous reasons cited for-and-against
- 7. Symposium
  - a. Annual may be too much
  - b. Topics to be covered were numerous
- 8. Incident Information System (IIS)
  - a. Majority think it is valuable
  - b. Fewer people contributing data

**Brazil Update (Bob Bullington)**

- 1. Plans to move back to monthly meetings
- 2. Would like to participate in symposium planning

**Symposium Update (Peter Scrobe)**

- 1. Budget
  - a. Total projected costs of \$ 96 K
  - b. Total revenues of \$ 134K
  - c. Profit of \$ 38 K
- 2. Initial speakers list has been generated

**Global Benchmarking And IIS Update (Dan Purtell)**

- 1. IIS Review
  - a. 31 members are accessing the site but only 7 enter data
  - b. 230 incidents in the system currently (represents \$ 30M losses)
  - c. Bi-modal loss distribution
    - i. Pilferage (mean = \$5,400)
    - ii. Theft (mean = \$ 278,000)
- 2. Government Compliance Observations
- 3. Other Observations/Benchmark

**TAPA Strategic Plan – Initiatives (Bob Bullington)**

- 1. TAPA – International
- 2. SMS Document
- 3. Symposium
- 4. Membership Retention/Expansion
- 5. Government Program Alignment
- 6. Best Known Practices

**Breakout Session – Symposium (Peter Scrobe)**

- 1. Agenda
  - a. Return on investment

- b. Best practices and processes
  - c. How TAPA ties into C-TPAT
  - d. Modes of transport
    - i. Ocean
    - ii. Rail
    - iii. Air
    - iv. FTL
    - v. LTL
  - e. LEA
    - i. Crime trends (regional)
    - ii. How to “market” cases
2. Emphasize the ROI message into all presentations
    - a. TAPA will review all of the presentations
    - b. Marketing of the “message” will be the most critical

### **Breakout Session – SMS Document** (Fred Smith)

1. EMEA TSR document says “draft” – confirm it is final
  - a. Contact Marcel Saaloos (Fred Smith by 8/15/06)
  - b. Get training documents from Marcel Saaloos (Fred Smith by 8/15/06)
2. Obtain “final document and post it on Americas website
  - a. Obtain final documents (Fred Smith by 8/22/06)
  - b. Post document to website (Ted O’Sullivan 8/29/06)
  - c. Update training and PR documents from EMEA (Fred Smith by 10/13/06)
3. Communicate to members and affected suppliers
  - a. eMail “blast” to members re docs and rollout (Charlie Olson 9/15/06)
  - b. Rollout to members and suppliers(4Q06 meeting)
  - c. Training program for members and suppliers (1Q07)
  - d. Members to roll-out individually to trucking firms (1Q07 thru 4Q07)
4. Monitor TSR implementation
  - a. Member company feedback (3Q07)
  - b. Loss data benchmarking (3Q08)
5. Air cargo and ground handlers
  - a. Obtain copy of existing document from TAPA-Asia
  - b. Form review committee (1Q07)
  - c. Circulate document for review and comment
  - d. Present to WWC as priority goal for 2007 (11/??/06)

### **Day #2: August 2**

#### **Recap Of Day 1** (Bob Bullington)

1. 4Q meeting location is not yet determined
2. 4Q agenda sessions
  - a. Overview/roll-out of TSR (detailed training will be as part of 1Q07 meeting)
  - b. Content-driven education
    - i. GPS/covert tracking
    - ii. Seal compromise
    - iii. Package diversions
    - iv. Loss control “success stories”
    - v. eBay searches (Jim H at HP)
    - vi. Handling damage and packaging (ISTA and IOPP)

- c. Long range objectives – three year strategic plan
    - i. BoD initiatives based on membership response
  - d. Agenda items that “draw” other types of potential new members
    - i. Insurance industry update = 20 minutes
    - ii. FF’s and 3PL’s industry update = 20 minutes
    - iii. Manufacturer (including pharma) = 45 minutes
  - e. Government compliance updates
  - f. Symposium updates
  - g. Benchmarking/loss survey
  - h. Elections for next year BoD
3. Can TAPA-Americas get copies of EMEA IIS quarterly reports

**Auditor Firm Update** (Lois O’Brien, SGS)

- 1. Security Testing And Design magazine article (May issue = “Port And Supply Chain Security”)
- 2. Surveys in Americas is 9 (pass)
- 3. Issues (especially in APAC) regarding consistent application of TAPA certification
  - a. Some locations (rated as “A”) have no cameras or fencing or high value cage
  - b. In APAC, previously were done by TAPA members
- 4. Audits above 90% are NA=1; EMEA=5; APAC=27 and Brazil=1
  - a. These results are too high and are not believable
  - b. Lois to review with her internal contacts at SGS

**FSR 2007 And IIS Update** (Brandon Stroud)

- 1. FSR updates
  - a. Change requests received and compiled
  - b. Timeline focused on January 1 publishing goal
  - c. New A+ requirements are still to be compiled
  - d. First draft will be published for member review in August
- 2. Incident Information System
  - a. 230 incidents with \$ 30M of losses
  - b. Issues of “transparency” between chapter IIS versions
  - c. Most recent quarterly report was particularly informative

**Board Of Director Updates**

- 1. Secretary – nomination and approval of membership applications
- 2. Treasurer – cash balance was \$89,868 at the beginning of the quarter and \$83,836 at the end of the quarter