

# RETAIL RISK '09

## SECURING RETAIL PROPERTY, PEOPLE AND PROFITS

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### :: Speakers - Retail Risk 2009 ::

#### Selma Black



Selma Black carries an Environmental degree obtained from the Free State University of Technology. She has been in the employ of the CGCSA the past 6 years, gaining experience in the field of the Efficient Consumer Response, specifically pertaining to the product supply chain and consumerism.

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As the member services manager in the CGC Crime Prevention Programme, her focus is on the prevention of retail crime. She is responsible for the development and implementation of crime prevention initiatives in the industry. An example of her work is the initiative on CCTV Standards - a project where she facilitated the process of standardisation of technical equipment, installation standards, which include the management of CCTV systems and working out procedures to streamline the evidentiary process. She is also responsible for training of staff at retail stores and sensitising retailers on crime risks.

She also represents the Crime Prevention Programme at security industry related bodies and is the current Chairperson for the Security Association of South Africa (SASA) in Gauteng.

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#### **Gary Bailey**



Gary went to school in both Johannesburg and Cape Town, but it was at Wits University in 1976 that his soccer career took off. He represented South Africa in 1977 and then joined Manchester United playing 373 competitive matches and winning 2 FA cup medals.

He also played for England from 1978 to 1986 and was part of the 1986 world cup squad that made the quarter finals in Mexico. During the 86 world cup, Gary seriously injured his knee and retired from top class football at the comparatively young age of 28, but still managed to squeeze in 2 final years at Kaizer chiefs.

He is a regular face on Supersport Soccer, a top class speaker and also former ambassador for South Africa's world cup bid. He has a BSc in physics and an MBA from Henley in Oxford where he focused on leadership.

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#### **BJJ Groenewald (SAPS), Assistant Commissioner**



**Terry Scallan**



Terry Scallan is the chairman of the Board of Governors of the South African Institute of Security which is also the professional security training body of the Security Industry Alliance. He is the secretary of the Security Standard Generating Body of the South African Qualifications Authority and was appointed as the task team leader to develop a unit standard for Event Security, in light of the 2010 FIFA World Cup in South Africa. He is also a security training programme evaluator for the Safety and Security Sector Education and

Training Authority

In May 2008 he presented a paper on the Challenge of Security Training for the 2010 FIFA World Cup at the International Fire and Security Exhibition conference in Birmingham UK. He has presented numerous presentations on security related issues in South Africa.

Terry has been in the South African and African security environment for over 25 years. He took early retirement from the South African National Defence Force in 1997 after completing the South African Air Force Command and Staff Course. Terry has been a security consultant, the general manager of a guarding company and a security training consultant. He is the Managing Director of BTC Training, Johannesburg which specialise in security skills development training.

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**Susan Coetsee**

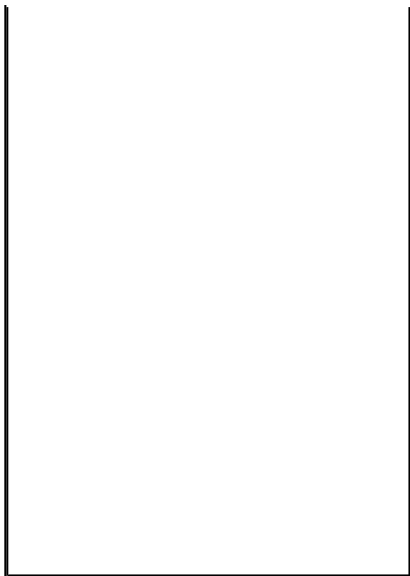


Susan Coetsee heads the Commercial Crime Office at the South African Banking Information Centre, a non-profit company formed by the major banks in South Africa to support them in the combating of bank related crime. SABRIC is the custodian of interbank crime risk information and represents the industry on crime related matters. They also provide investigation and prosecution support to the banks and the South African law enforcement agencies. SABRIC acts as the nodal point for the banking industry's public private partnerships entered

into for the combating of crime.

She holds a B.Proc, LLB, LLM in Corporate Law, Diploma in Advanced Banking and Certificate in Money Laundering Control. She has been working with banks for the last 18 years; initially as a practicing attorney and later as a legal advisor in the forensic department of one of the major South African banks, before accepting her current position at SABRIC. She has been involved in the combating of bank related commercial crime for the last 10 years.

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### **Trudie van der Merwe**



With more than 25 years focused on the profiling of people for positions that require high levels of integrity, Trudie offers a wealth of experience to share with delegates. She is currently the Marketing Director for LPS where she developed a program focused on the early identification of detrimental behavioural tendencies and the management of integrity in the workplace.

Trudie matriculated in 1979 and completed her B (Hons) Psychology at TUKS in 1983. She was then appointed at the SADF, Division Military Intelligence as a Psychometrist responsible for conducting psychological profiles on a pre- and post employment level as part of the vetting of recruits and employees. She left to start her own company, Integra, which was sold to an international organization a few years later. She then joined Omega in 2003, initially as the General Manager of Integrity Assessments and Profiling and later as the MD of Omega IPS, a subsidiary of Omega HR Solutions in 2006.

Apart from South Africa she has also obtained experience in the rest of the African continent (Angola, Botswana, the DRC, Mozambique, Namibia, Nigeria, Tanzania and Zambia). Current clients of the company include Discovery Group, Standard Bank, Protea Coin, ACSA and the Johannesburg Metro Police Department).

LPS offers a complete People Risk Management Program. The program includes Risk & Integrity Assessments and Profiling, Behavioural Risk and Fraud Prevention Training (aimed at management), Ethics and People Skills Training (aimed at lower levels). It also runs assessment centres and conducts qualification verifications and forensic services.

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### **Buddy Anderson**



Buddy Anderson is a retail specialist currently contracted to ADT. Buddy works in the retail chain market and identifies primary and secondary retail companies which are approached with a solution offering.

This is an area in which Anderson is fully au fait, having spent 30 years in the industry. He has worked as a consultant to many of South Africa's large corporate retailers where he grew his experience further into retail administration, risk management, loss prevention, security and internal auditing.

Anderson has spoken at several seminars including Efficient Consumer Response (ECR) SA which is part of the Consumer Goods Council and sits on various other ECR committees and serves on the Board of Governors of the South African Institute of Security.

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**Jan Schoeman**



Jan Schoeman holds an MBA from the University of Wales specialising in the Management of Technology. He started his career at Grintek Avitronics (currently SAAB Avitronics) as software system engineer and was instrumental in the development of SAAB's product range in electronic warfare.

In 2000 he founded CURA a development concern that specialises in surveillance technology. CURA is currently used by the largest off-site surveillance and video auditing centers in South Africa, ensuring the reduction of shrinkage and serious and violent crime risks through an integrated approach that combines technology and specialised services.

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**Dereck Sigamoney**



Dereck has sound knowledge with the ICT sector and has the ability to match solutions to industries. He has worked with and successfully delivered complex IT, security and labour management business solutions to organisations like Pick n Pay, Shoprite, Edcon, Netcare, Nestle, Oceana, Appletiser, Coca Cola SABCO, Rhodes Foods, Parmalat and many others.

Dereck's knowledge of the automated security labour management space has made him a trusted advisor to a number of businesses both locally and internationally. Dereck has worked with the Bytes Technology Group for more than 10 years and has lead the Kronos division within the Western Cape as BU Executive for 6 years. Dereck has the ability to apply technology as the conduit to solving business problems.

His key competencies include corporate security solutions, demand driven labour management, Kronos, Workforce Management., biometric security and access security solutions, advanced access control and CCTV solutions.

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**Kevin Monk**



Kevin Monk is the managing director of NKUNZI TECHNISEC (PTY) LTD. Kevin has over 16 years experience in the South African and International electronic security industry and his desire to be at the forefront of technology and a leader within the industry, has taken his company to be one of the largest leading integrators of IP video in South Africa.

He is a respected figure in the industry with vast experience and through his superior leadership, he influences and empowers his peers beyond the usual way of doing business. His management style is hands on, and believes knowledge, integrity and efficient service are key principals to success in the security industry.

He recognises that delivering constant value and service for his clients is the key to a long term relationship. As customers risk and needs vary, Kevin's approach will always be one of a hands-on in-depth understanding of their needs and risk.

From design through supply, installation, maintenance and commissioning, he has consistently exceeded expectations in delivering effective and reliable state of the art security solutions for his clients. Recently, he has been involved with the implementation of one of South Africa's Largest IP video integration (over 450 cameras), and to date has implemented various IP CCTV installations exceeding 1500 Cameras.

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#### **Francois Malan**



Francois is the technical director at Camsecure. He matriculated at Grey High School and obtained a B Com Degree from the University of Johannesburg. He has completed British BTEC certificates for CCTV and numerous product courses from switchers, wireless radios, IP cameras and storage solutions.

He installed his first major IP Camera surveillance system over 5 years ago, when IP was still a fledgling industry and has gained invaluable practical experience since.. Contracts include hospitals, hotels, large retail outlets, warehouses, military, police, border posts, mines and foreign governments, the largest projects being close to 700 cameras.

Recent achievements include a Milestone Partner of the Year Award, which he received in Copenhagen on behalf of Camsecure.

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#### **Roy Alves**



Roy Alves, country manager of Axis Communications SA, is responsible for operations in the Southern African region. Roy assumed this role in 2006 when Axis acquired SCS Distribution, the companies' former distributor, owned and managed by Alves.

Roy hails from a technical environment With his tertiary education in

Mechanical Engineering, various networking courses and an IBM Programming Diploma, he laid a sturdy foundation for his forthcoming endeavors. He further enhanced his skills by tackling a Business Management qualification. SCS Distribution grew from a simple idea into a formidable enterprise within a few short years under the competent and ever-resourceful leadership of Alves. His incessant quest for knowledge regarding IP surveillance ensured Axis a key position in a previously untapped market. Roy Alves envisioned a future that would exploit technological advancements in surveillance cameras and his instinct proved to be unequivocally accurate. The winning combination of passion and expertise did not go unnoticed by Axis Communications and they hastened to convince Roy to join their journey towards world market domination.



consumer goods council  
**crime prevention  
programme**

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