

**Burglaries. Violent Crime. Vandalism. These are just a few of the challenges faced by colleges and universities each and everyday.** In an effort to provide a forum where security personnel can learn valuable approaches to improve campus security through the effective implementation of technology and manpower, Pelco recently hosted a Symposium on Campus Security.

# Making the GRADE

by Carey D. Schock, Managing Editor

Co-sponsored by Dr. Thomas Franklin of Universal Security Tech Group, Pelco invited representatives from HBCU (Historically Black Colleges and Universities) to its Clovis, California, headquarters. Police officers, security directors and others from Alcorn State University, Bethune-Cookman College, Florida A&M University, and North Carolina Central University visited the campus to learn about effective security strategies while also being introduced to a company whose mission is to develop the technologies that help keep people safe and secure.

“What I find is that many colleges and universities don’t fully understand how to provide adequate physical security with limited resources,” explained Dr. Franklin. “Many of those responsible for security are trained as police officers, not as security officers – and there is a significant difference. This sort of seminar is an opportunity for them to learn how physical security starts with the prevention of – and not the reaction to – events, and how the use of advanced technologies can complement the deployment of security personnel.”

And that is one of the main reasons these seminars have been developed and why the reaction to them has been so positive. “We design these events as a way to connect security professionals with industry experts, and to provide our attendees the opportunity to learn about technology and applications,” said Steve Nibbelink, Pelco’s Industry Manager for the educational

marketplace. “Dr. Franklin, for example, is an excellent resource, who is able to eloquently and matter-of-factly explain the vital role that security plays and what is necessary to provide a safe environment for students, faculty, staff and visitors.”

Pelco Product Managers delivered brief overviews of the technologies, products, systems and applications that can be used in a variety of campus settings. Attendees then enjoyed a tour of the largest manufacturing complex in the industry.

“It says something about a company that it is willing to do so much to help educate the market,” continued Dr. Franklin. “Those who attended are excited about what they learned and recognize the value of their time spent at Pelco. And importantly, they got to see a company that is serious about their business. I think they took more away from this event than they had anticipated.”

Pelco looks forward to holding more of these seminars as they are an excellent venue to build relationships, introduce a unique company, all the while providing the information and tools to make their jobs that much easier.

**For information about future seminars**, please contact Steve Nibbelink at (800) 289-9100. And to learn more about Dr. Franklin and the Universal Security Tech Group, please call him at (804) 283-1147.