



The International Councillor

Newsletter of the Council of International Investigators



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Tsunami 2004

By **Ryan Colley**

On 26 December 2004 the world saw a natural disaster like never before. Off the coast of Banda Aceh Sumatra, Indonesia at 7:58AM a 9.0 magnitude earthquake rocked the ocean floor. The recent effects of the earthquake in Western Asia have left the entire continent severely incapacitated.

When an earthquake happens at sea, the mass amount of water that is above the deformed area is displaced. In an effort to re-establish equilibrium, waves are formed and commanded by the influence of gravity. During this quake, the India plate released

'stresses' and sub ducts beneath the over-laying Burma plate. It is believed the subsequent Tsunami occurred because the collision happened so quickly and the India plate was so cold. Thus, when the slippage occurred a Tsunami began. According to the U.S. Geological Survey, this event can alter all maps and diagrams of the world by anywhere from two to two and one half degrees.

The after-effects of this tragedy go far beyond what one can imagine. As of the writing of this article, there are 140,000 dead with the death toll expected to climb to about 300,000. This is not to mention the hundreds of thousands who are unaccounted for. As you read this article, hundreds of thousands of people continue searching for friends, family and other survivors. According to the U.S. Department of State there are still 2,000 Americans unaccounted for. Growing fears of diseases in the water and other facilities permeate the devastated area. The economic impact has reached into the billions of dollars and continues to rise.

On a positive note, there has been an outpouring of support from the worldwide community with donations currently at three billion dollars and growing. The Council of International Investigators continues to support the rescue efforts with both people-power and financial support. ■

CII extends its heartfelt sympathy and will continue to offer monetary and personal assistance for rescue and recovery efforts.

Destination Portugal: AGM 2005 Update

By **Jay Groob**, Vice President, CII

I am very excited to be hosting the 2005 AGM in this superb location on the Portuguese Riviera. Cascais (pronounced "Kesh-kaysh") still retains the ambience of a fishing village, with streets and walkways paved in colorful cobblestones, but is also a playground for the wealthy and home for expatriates and exiled European Royalty. It is less than two miles from the famous Casino at Estoril, the largest in the world, with huge gaming rooms and first class entertainment. And opportunities abound for golfing, fishing, water sports and grand prix racing! In keeping with the historical role Portugal has played in global exploration and discovery, the theme for the 2005 AGM will be "Navigating International Boundaries." I am currently in the process of confirming a roster of impressive international speakers, to address the complexities and pitfalls of conducting international investigations. This is one conference you won't want to miss!

So . . .SAVE THE DATES - SEPTEMBER 6-10, 2005 NOW IS THE TIME to get your ad space reserved for this exciting and informative conference. We need your support to make this the most memorable CII conference ever. As those of you who have done it know, coordinating an international conference of this size and scope is daunting to say the least, with literally thousands of details to attend to. No one could possibly handle all of the scheduling, negotiating, pricing, advertising, mailing, etc. alone, and I am therefore going to be relying a great deal not only on Roy Whitehouse, who has graciously agreed to be the local host for the conference, but also on my valued Executive Ad-

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The International Councillor Staff

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ministrator, Eli Whitney. Eli has been with my firm for over eight years now, and is adept at wearing any number of hats in the investigative field. Her organizational skills are unsurpassed, her analyses insightful, and her energy unflagging. She is currently in the process of applying for Associate membership with CII, and I look forward to having her join our ranks at the AGM in September. I wanted to take this opportunity to introduce Eli to you all, as she may be contacting you directly on my behalf in the months to come. You are encouraged to contact her directly to reserve advertising or exhibition space for the 2005 AGM, at mewhitney@comcast.net or (508) 385-3593. Also see our accommodations at: <http://www.hotelbaia.com/home.htm> Wishing you all a happy, healthy and safe holiday season! ■

To Ensure National Security, Strengthen The CIA

By **Jack Devine** and **Stanley S. Arkin**

This article first appeared in the July 22, 2004 edition of The Miami Herald and is reprinted here with the authors' kind permission.

George Tenet and the release of the 9/11 Commission report, expected today, coupled with criticism on Capitol Hill, have intensified the debate on the future role of the CIA. While it may be counterintuitive in the current environment to support the reinvigoration of the CIA, it is the only realistic way to confront terrorism and international instability.

Recent suggestions to create additional security entities will only sap U.S. intelligence collection and analytical resources. Instead of trying to run the CIA on the cheap, as we have for 25 years, it is time to bolster its resources in terms of people, money and authority.

Expand CIA's Resources

President Bush recently suggested that now may be the time to "revamp and reform" the intelligence community, prompting lawmakers to focus on two "fixes": the establishment of an intelligence "czar" or director of national intelligence (as opposed to the current director of the CIA) and the adoption of Britain's MI-5 as a model for domestic intelligence collection.

Unfortunately, neither proposal goes to the heart of what is wrong with American intelligence collection today and how best to remedy it. Nor do calls for existing intelligence units to simply expand in their resources and responsibilities.

A director of national intelligence as conceived is likely to become little more than another coordinating bureaucracy slowing the intelligence collection and analysis process and lacking authority to influence those intelligence priorities. Moreover, few proponents of the MI-5 model fully appreciate its mission or the extent of its intrusion into the privacy of British citizens.

For decades, MI-5 was chiefly concerned with a homegrown terrorist threat posed by the Irish Republican Army, which has no corollary in American life today. The next terrorist attack in the United States is still far more likely to be planned and executed by terrorists who are based abroad. There is no evidence to support the contention that the United States is a hot-bed of terrorist cells. The architecture of a government wide intelligence bureaucracy must be redesigned to accomplish three critical objectives.

Right Data in the Right Hands

- A true CIA should bring under a single leadership the systems, budgets and analytical and operational firepower of our existing intelligence agencies.
- The barriers between collectors and analysts of intelligence information must be eliminated to allow synthesis of information from its point of collection through the analysis process and on into the hands of policymakers.
- The steps underway to create interdisciplinary centers of intelligence and analysis should be broadened to include virtually every

area of intelligence, not just terrorism.

Most Americans believe that the CIA is the epicenter of intelligence collection and analysis, with authority over the resources of the entire intelligence community. In fact, U.S. intelligence includes a loose affiliation of agencies with often overlapping and competing agendas, the majority of which is clustered under the control of the Department of Defense.

A strengthened CIA that holds true to the intentions of its founders would build on the recommendations of a March 2001 report by Bush's Foreign Intelligence Advisory Board and place those intelligence agencies currently under Pentagon oversight — the Defense Intelligence Agency, the National Security Agency, the National Reconnaissance Agency and the National Geospatial Intelligence Agency — under the full authority of the CIA director. Under such a scenario, the CIA would also absorb that part of the FBI currently engaged in counter terror intelligence collection abroad and selective domestic collection activities.

There have been several actions in recent years representing the positive, systemic change in the intelligence gathering community that consolidation would bring. Here are three examples:

- After the Iraq weapons of mass destruction intelligence controversy, Deputy Director for Intelligence Jami Miscik announced that the CIA's practice of shielding its analysts from information about the sources of its intelligence would end.

Such a policy change should be adopted across other significant intelligence agencies as well. The "need to know" principle in the intelligence business wasn't meant to prevent analysts and policymakers from connecting the dots.

- The creation of the Terror Threat Integration Center is consistent with an inter-agency, multidisciplinary approach. The center, formed in response to the huge global counter terror challenge, will bring all the government's analysts currently working on terrorism issues under one roof. But the center should be part of the CIA, not a free-standing organization.

• During the last decade the CIA has established — in the fields of counterterrorism, counter proliferation, counterintelligence and counter narcotics — ad hoc centers of analysts and information collectors to better integrate intelligence from multiple sources and agencies. This process should be institutionalized and expanded across the intelligence community and brought under a CIA umbrella.

A Collaborative System

The reality of our world today calls for a robust intelligence system that is cohesive, collaborative and prepared to fulfill our responsibilities in combating terror — at home and abroad. To create such a system, we must strengthen the CIA and allocate to it much greater financial and human resources. Change should not be driven by a Balkanization of the existing intelligence agencies, enabling them to grow independently in resources and responsibilities. The clearest and best option for the future of our national security is to consolidate existing intelligence entities under the auspices of a true CIA. ■

Jack Devine is a former senior official in the CIA's Directorate of Operations, and Stanley S. Arkin is a New York attorney. Devine and Arkin are partners in The Arkin Group.

Member News

"Thank You" from NCISS

Roy Bucklin, President NCISS, extended a heartfelt thank you to President Joan M. Beach for CII's recent donation of \$1,000.00 USD to the NCISS coffers. According to Bucklin, the donation is greatly appreciated and NCISS wishes to extend gratitude to all CII members. According to Bucklin, "NCISS will continue to fight legislation that could take away access to credit headers. The NCISS legislative committee has committed to work with our lobbyist and legislators next session to either defeat or propose legislation that will minimize the negative impact on

the investigative industry." Next year, NCISS predicts the return of Senator Feinstein's bill S 2801, and Congressman Clay Shaw's HR 2971 to the privacy battleground. ■

NCISS members: Keep up the good work!

Award for Excellence given to

Gerd Hoffmann, Sr., CII

On October 23, 2004, the Institute of Professional Investigators presented an Award for Excellence to Gerd H. Hoffmann Sr. Gerd and his wife, Ruth, reside in Alderney, British Channel Islands.

The Institute is a training body, located in England, for the training of professional investigators. Most of its members are British, but there are members in other parts of the world as well. This year its Annual General Meeting was held in Glasgow and members from Australia and Nigeria joined British colleagues for the AGM, seminars, and the Annual Dinner Dance. It was at this last event that Gerd Hoffmann was presented with the bi-annual award by the Institute's Principal, Mr. Ian Hopkins.

The presentation was made in recognition of Gerd Hoffmann's contribution to the Profession and the Institute for over 40 years. ■

Congratulations can be sent as follows:
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New Office In Moscow

CII member Jacob Lapid, Israel, has opened a new branch office in Moscow. The Russian entity is called "Lapidim-R" and joins another branch recently established in Kazakhstan in order to create an effective network in Eastern Europe and in Central Asia. The director of the Moscow branch is Colonel Sergey Pismensky, who served for many years with the KGB. Pismensky's last position was Deputy Head of ICPO-Interpol National Bureau. The Head of research at the Moscow branch is Mrs. Irina Nedyak PhD from Ukraine, an expert in Economical and Political

research. Lapidim is in a process of recruiting representatives of similar background in neighboring countries. ■

*More details can be found at
<http://www.lapidim.com>.*

Book signing to be held

January 13, 2005 in Alexandria

The Council of International Investigators invites you to attend a book signing and reception for Benjamin Schutz, Ph.D.. His new book, The Mongol Reply, has just been published and will be available for sale. The reception (with refreshments) will be held at the offices of Greenspun & Mann, P.C., 10605 Judicial Drive, Suite A-5, Fairfax, Virginia 22030 from 5:00 p.m.-7:00 p.m. ■

*Please R.S.V.P. to
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Private Investigators And Detectives

Nature of the Work

Private detectives and investigators use many means to determine the facts in a variety of matters such as:

- Various types of surveillance or searches
- Placing phone calls or visiting a subject's workplace.
- Reviewing cases involving missing persons or background checks, investigators interview people to gather as much information as possible about an individual.
- Investigators and private detectives assist attorneys, businesses and the public with a variety of legal, financial and personal problems—they offer many services, including

the following:

- Executive, corporate and celebrity protection
- Pre-employment verification
- Individual background profiles

They also assist in the following:

- Civil liability
- Personal injury cases
- Insurance claims and fraud
- Child custody and protection cases
- Premarital screening

Most detectives and investigators are trained to perform physical surveillance often for long periods, in a car or van. They may observe a site, such as the residence of a subject. In performing surveillance, video cameras, binoculars and a cell phone may be used. Computer database searches allow detectives and investigators to quickly obtain massive amounts of information on individuals such as:

- Prior arrests
- Convictions
- Civil legal judgments
- Telephone numbers
- Motor vehicle registrations
- Association and club memberships

The duties of private detectives and investigators depend on the needs of their client. In cases involving a worker's fraudulent compensation claims, investigators may carry on long-term covert observation of subjects. Photographs and video may be taken to document any activity that contradicts injuries that a subject stated in a workers' compensation claim.

Those who focus on intellectual and property theft (i.e. investigator and document piracy acts) help clients stop the illegal activity, and provide intelligence for prosecution and civil action. Other investigators specialize in developing financial profiles and asset searches.

Legal Investigators specialize in cases involving the courts and are normally employed by law firms and lawyers. Corporate investigators conduct internal and external investigations for corporations other than investigative firms.

Financial investigators may be hired to develop confidential financial profiles of indi-

viduals or companies who are prospective parties to large financial transactions.

Detectives who work for retail stores or hotels are responsible for loss control and asset protection. Store detectives, also known as loss prevention agents, safeguard the assets of retail stores by apprehending anyone attempting to steal merchandise or destroy store property. Hotel detectives protect guests of the establishment from theft of their belongings and preserve order in hotel restaurants and bars.

Working Conditions

Private detectives and investigators often work irregular hours because of the need to conduct surveillance and contact people who are not available during normal working hours. Early morning, evening, weekend, and holiday work is common. Those who have their own agencies and employ other investigators may work primarily in an office and have normal business hours.

Investigators generally work alone, but they sometimes work with others during surveillance or when following a subject in order to avoid detection by the subject.

Some of the work involves confrontation, so the job can be stressful and dangerous.

Employment

Private detectives and investigators held about 48,000 jobs in 2002. About a third were self-employed, including many who held a secondary job as a self-employed private detective. Almost a fifth of the jobs were found in investigation and security services, including private detective agencies, while another fifth were in department or other general merchandise stores. The rest worked mostly in State and local government; legal services firms, employment services, insurance carriers, and credit intermediation.

Training, Other Qualifications and Advancement

There are no formal education requirements for most private detective and investigator jobs, although many private detectives have college degrees. They typically have previous experience in other occupations

such as insurance or collections companies, law enforcement, the military, and government auditing.

The majority of the United States and the District of Columbia require private detectives and investigators to be licensed. Licensing requirements vary widely. A growing number of States are enacting mandatory training programs for private detectives and investigators. Some states have few requirements and six states—Alabama, Alaska, Colorado, Idaho, Mississippi and South Dakota—have no statewide licensing requirements.

For private detective and investigator jobs, most employers look for individuals with ingenuity, persistence, and assertiveness. A candidate must not be afraid of confrontation, should communicate well, and should be able to think on his or her feet. Good interviewing and interrogation skills also are important and usually are acquired in earlier careers in law enforcement or other fields. The investigator must be able to present the facts in a manner a jury will believe.

Some investigators receive certification from a professional organization to demonstrate competency in a field. For example, the National Association of Legal Investigators (NALI) confers the Certified Legal Investigator designation to licensed investigators who devote a majority of their practice to negligence or criminal defense investigations. To receive the designation, applicants must satisfy experience, education, and continuing training requirements, and must pass written and oral exams administered by the NALI.

Most private detective agencies are small, with little room for advancement. Usually there are no defined ranks or steps, so advancement takes the form of increases in salary and assignment status. Many detectives and investigators work for detective agencies at the beginning of their careers and, after a few years, start their own firms.

Outlook

Employment of private detectives and investigators is expected to grow faster than the average for all occupations through

2012. In addition to growth, replacement of those who retire or leave the occupation for other reasons should create many job openings. Increased demand for private detectives and investigators will result from fear of crime, increased litigation, and the need to protect confidential information and property of all kinds. More private investigators also will be needed to assist attorneys on criminal defense and civil litigation. Growing financial activity worldwide will increase the demand for investigators to control internal and external financial losses, and to monitor competitors and prevent industrial spying. ■

Election Day

by **Carlos J. Melendez**

I volunteered to participate in the election of 2004 in which "We The People" elect the President of the United States of America.

Most of you who know me are aware that my background is in the military as I spent 20 years in the United States Army. My war was the Viet Nam war, having served two years in combat. Yes, I have my views on both President Bush's service and Senator Kerry's service, which had an influence on my vote.

As I listened to the campaign rhetoric during the primaries and sat in awe of such gaffes as the "Dean scream" and my personal favorite, "I actually did vote for the \$87 billion before I voted against it," I tried to pay attention to the voice of "We The People."

I tried to pay attention to it because I listened to it in Viet Nam and was constantly amazed that it seemed as if "We The People" weren't paying attention to Soldiers, Sailors, Airman and Marines on what it takes to win a war. Soldiers can win battles and defeat the enemy on the battlefield, which is what happened in Viet Nam. But it takes "We The People" to win wars.

So, as I listened to what issues were critical to the person entering the voting booth months before the day, November 2, I heard voters saying, "I don't like this person." I heard Senate leaders calling the President

a liar. I heard all the partisan bickering and truly wondered how the vote would turn out.

I voted in the early days to allow me to spend my time on Election Day as a "Poll Watcher." I was part of the "Legal Response Team" organized to identify "Voter Fraud" and to report any instances of irregularities. My partner was an Assistant State's Attorney whose job was to provide interpretation of the law in questionable circumstances. And so we went out to see the process in action.

I wish to report to my fellow Americans in this great Association that we have and my



CII Member Carlos J. Melendez, Florida USA

fellow members throughout the world, that the process I saw made me proud to be an American. Why, you ask? Because I saw Poll Workers who were volunteers and paid staff in Miami Dade County who worked as diligently and honestly as any group of people I have ever seen. These were not college graduates, or lawyers, or professionals. They were "paid" staff and volunteers who were meticulously honest and very courteous in meeting and helping every voter they offered to help. They didn't try to tell people how to vote. They followed the rules and when they didn't know the answer to the question, they went to the Clerk and got an answer to the question. They took voting computers to curbside to enable the handicapped to vote.

So from South Florida, with all the national and international attention given to the sovereign State of Florida, I confidently report to you, my fellow members; that common ordinary people came forth and volunteered to help make this election, an election to be

conducted just the way our forefathers wanted it to be. It was an election where "free people" came without fear and without concern that guns would interrupt their vote. No; they came, voted, and elected a President of the United States of America. It was truly a day that made me Proud to be an American! ■

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Professional Image: Tips for Email

by **Leroy Cook**

Email is an effective means of communication and it's here to stay. Although it does not replace the spoken word, email is powerful enough to be dangerous. Use with caution!

1. Send yourself a draft of your email message. Inspect it closely. How does it look? Communication for business purposes should be clear and concise. It should be easy for the recipient to know whom the message is from and its intended purpose.
2. Check your own "from" line. If it says something like "Earthlink Account" or "Front Office" an important recipient could delete it without reading it.
3. The subject line should always identify the purpose of the message or the issue or subject the message is about. A subject line like "Good idea" can lead directly to the delete button.
4. Use a signature line. Without one, your message is not complete and it is not business-like. Signature lines should be short. They are a good place to remind recipients what they should remember about you or your service.
5. If there is nothing in the message or signature line clearly identifying you as the sender---shame on you. You might think the person you are sending the email to will know who "Nick" or "Bob" is but for those who send and receive hundreds of emails daily, unidentified messages are time consuming and an aggravation.

6. Send attachments with email messages only if you have reason to believe the recipient knows you will be doing so. When you need to send an attachment, notify the recipient by email that an attachment is forthcoming. Spam filters and virus concerns are the obvious reason for this rule.

7. Include a request for acknowledgement of receipt in your signature line or paragraph.

8. Acknowledge every email message received that is not unwelcome by at least clicking on the "Reply" button and sending a word such as "Received" or "Thanks". Without this small courtesy, those who have taken the time to send you a message will not know if any communication has been delivered. Do not confuse this recommendation with requesting a "read receipt" on all of your sent messages. The "Request a read receipt" feature in email software is flawed in that it can call up a non-default program for the reply. Most regular email users decline to let the automated "read receipt" happen.

9. If the information in an email is important, pick up the phone as soon as you have hit the send button and advise the intended recipient to expect the email. ■

*Leroy Cook is a professional investigator—
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Indonesia and Human Trafficking

Indonesia's Shameful Export

It is not something any government likes to make public, but the figures say it all: Indonesia is one of the world's largest exporters of sex workers, mainly children. Reports say as many as 70,000 Indonesian children have been sold across the country's borders as sex commodities. Nearly half of the estimated 400,000 sex workers in Indonesia are children under 18 years old.

Experts report that poverty is what fuels the sex trade. The children come from both urban and rural areas and are often lured by the promise of mobile phones, clothes and

shoes on "credit." Young girls are coerced into meeting customers after school and before going home for dinner and homework.

The government has drafted a law that mandates severe punishment for exploiters of children. But the enforcers, either out of lack of knowledge or collusion with the suspects, often ignore the law and prosecute the cases using the regular criminal mode. Activists indict the government's glaring lack of effort to tackle the problem until the issue directed media and community attention to the corruption in the country. ■

*Excerpted from ASIA The Straits Times
Tuesday, June 8, 2004*

Human Trafficking

A US State Department report says more than 100 women are brought to Singapore each year as prostitutes.

The Singapore government acknowledges the existence of human trafficking, however, it does not consider trafficking for sexual exploitation a major problem, accord-

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ing to the Trafficking in Persona 2004 report issued in Washington in June 2004.

Although Singapore was not in the Department report last year, new information has emerged showing that in 2003, women and girls from Indonesia, Thailand, Malaysia, the Philippines, Vietnam and China traveled to Singapore voluntarily for non-sexual work and were deceived or coerced into "sexual servitude" once they arrived. ■

*Excerpted from ASIA The Straits Times
Friday, June 16, 2004*

A Short History of the Image of the Private Detective and the Ever-lasting Consequences

by Kitty Hailey

The following are excerpts from an article written by esteemed investigator Kitty Hailey. The article in its entirety is available from Ms. Hailey.

Licensed Private Detectives are victims of a reputation born of fiction writers. "Real" detectives are constantly plagued by the misunderstood, stereotypical image of the "Private Eye."

That image began over a hundred years ago in the writings of both Edgar Allan Poe and Arthur Conan Doyle. Both writers created individuals who solved the problems of others through the gathering of physical evidence. By submitting their findings to deductive and inductive reasoning, Holmes and Watson were able to solve any crime at any time. Unfortunately, Sherlock Holmes is remembered as much for his cocaine snorting trances as he was for his logical evaluation of facts. While exhibiting amazing powers of logic such as identifying the red clay colored mud on the heels of the shoe of an antagonist, it is unfortunate that he is portrayed as ingesting large quantities of illicit drugs to accomplish his goals.

Agatha Christie wrote dozens of volumes based upon the quest for answers to convoluted conundrums. It is amazing that any one author could conjure up so many creative methods of murder. Unlike the real world of the licensed investigator, the crime in a book

is always solved by page 256.

The hard-boiled character of Sam Spade was born of the pen of Dashiell Hammett. As a sarcastic, rude individual, Spade made his mark with a cocked hat and a cigarette dangling from his lips. All was accomplished with panache and a glass of gin. A noble combination for the investigator of today to emulate!

Phillip Marlow, the fictional private eye of Raymond Chandler's pen, is known to be intellectually capable of incredible acts of discovery. Marlow is impeded only by the quantity of alcohol he is shown to consume. Fine role models, all of them!

Early writing for children included the sometimes quirky, but always-diligent Nancy Drew and her counterparts, the Hardy Boys. These teenaged denizens of crime-solving were capable of performing the most sophisticated investigations, even if it meant breaking a little law now and then. What's trespassing between friends?

Bringing the authors of the modern crime novel up to date would take a dozen pages or more. There are recognizable names like Ross Mac Donald, John Mac Donald, John Grisham, Sue Grafton, Sara Paretsky, Robert Parker, Tony Hillerman, Jonathan Kellerman, Alfred Hitchcock, or any one of a hundred other writers of the genre. Their characters illegally enter premises, tape conversations in violation of federal laws, infiltrate complex computer systems, toy with credit reports, enter police departments and rifle through sensitive files, rendering the new HPPA regulations moot as they pull private medical records and personal adoption files without permissible purposes.

It is unfortunate that the majority of writers have limited knowledge of our profession. The consequences of this misperception impact our reputation. Politicians, privacy advocates and the general public believes the mystique that has been created around the investigator. Glamour and violence were personified over intelligence and dedication.

The challenge to the investigator of today is to overcome the fiction of literature and revive the ethics of an honest profession. It is not just the media or the politicians who see us as sexy rogue heroes with superhuman

powers. There is a mystique that members of our profession have bought into, lock, stock and barrel. Some investigators nurture that image and buy into the hype about themselves. Perhaps it is time for a reality check.

The evidence of the impact of the stereotype can be seen on every legislative problem from coast to coast. The lack of trust in the licensed private investigator is seen in currently proposed legislation. In New Jersey, investigators are fighting the battle of the newly proposed licensing laws that would violate the constitutional protections against search and seizure. Last year NJ's Governor McGreevey effectively used an Open Public Records Act to close access to public records. Additionally, in that state there is an ongoing battle with Division of Motor Vehicle rules demanding to know an entire client list of any investigator using their on-line system. This is in violation of the very rules of confidentiality demanded by current licensing laws. That is just the plight of one small state. Look to the FCRA, Clay Shaw's proposed bills and the pressure from privacy advocate groups.

Investigators need to perpetuate an image that is more professional, more reputable and more tasteful than the images created for them by writers of fiction. Instead of lowering standards to meet those outlined by outrageous characters such as V.I. Warshawsky and Miss Marple, it would be better to provide real life role models whose legitimate successes are worthy of emulation. This can and should be done to enhance the image of the professional investigator. Each time an investigator is instrumental in locating a missing child, it should be reported to the newspapers. Every successful post-conviction case that frees an innocent person should be highlighted on the news. The investigators of Enron should be praised and lauded. The professional investigator has allowed fiction to trump fact. That is a shame, when the reality of the profession is so much more exciting and stimulating than any fiction writer could ever imagine. ■

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Kitty Hailey (CLI, CFE) has been an advocate of professionalism for investigators during her 30 plus years in the business. She is the author of several industry texts dealing with professionalism and ethical practices. Kitty is currently the Legislative Chairperson for New Jersey's Licensed Private Investigators Association. She is this year's winner of NJ's Investigator of the Year Award, a former award winner of the Julius Bombet Lifetime Achievement Award and recipient of several editor/publisher awards from state and national associations.

Health and Welfare

CII member **Paneen Allen's** father died on November, 15, 2004 after spending 12 days in intensive care. Condolences may be sent to 19990 S. Sonoita Highway, Vail, AZ 85641 or paneen@invdynamics.com.

CII Member **Robert Dudash** was admitted in the hospital on November 21, 2004 for chest pains. After stabilizing his blood pressure, and conducting two days worth of testing, the doctors prescribed a new blood pressure medicine that according to Robert "has done its job so far."

CII Treasurer **Bertram Falbaum's** wife, Roberta underwent surgery on December 8 for an aortal bi-femoral bypass and aortal right renal byass after suffering two aortal aneurisms. The surgery was successful and Bert reports that Roberta is doing well. Her anticipated recovery is estimated to be three to four months. Bert and Roberta wish to express their appreciation for the many messages, well wishes and prayers. Bert's email is bertfalbaum@cs.com

CII Secretary **Nancy Barber** has been busy caring for her life time partner, Ken Kirk, who is recovering from a multitude of knee maladies and related medical complications. For those of you who remember Ken's suffering in Malta, Nancy reports the situation is improving. However, auto racing remains "off limits" for Ken. Nancy's email is Nickbk@aol.com.

Speaking of knees, CII Member **Robert "Bob" Fenech** had knee replacement sur-

gery last month. He was at the same hospital and with the same surgeon as Ken Kirk.

Bob's email address is pacgold@aol.com. ■

The Fallacy of a Discount

by **Roy Miller**

Not giving a discount also means billing your client for all of your time. When you are doing anything for that client, keep detailed records of exactly what and how long it took you, and bill him for that time. New computer case management software enables you to easily create a time management tracking system for your work on each and every case. Because I can assure you, if you do not capture the time spent on a project when you do it, you will never go back and capture it later.

Now, having advised you against ever giving a discount, I will say that there is one situation in which you could consider offering someone a discount, and that is when you have a cold, calculated reason to do so. If you give a discount, it needs to be the exception, not the rule. Generally that means as part of a specific marketing tactic with a particular client, and I need to know up front how long it will be before I get that lost money back in my pocket.

Maybe you have not been able to get any more work from a potentially lucrative client for some time, so you send him a one-time, "limited time only" discount certificate on his next case, but only within the next three weeks. He already knows you're good because he has used you before, and you just want a strong message for thrusting yourself back in front of his eyes. Short-term definite marketing purpose! Getting back to the McDonald's marketing system: They may choose to offer a discount on a particular food item for a particular period of time, but it is all designed as part of a master plan to get you in the door and to buy something else. It is not their routine way of doing business, and it should not be yours.

I have gone the discount route in my career in the past and I can tell you that it doesn't pay. So save yourself some time, money,

and grief, and learn from my mistake. No discounts. ■

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AGM Halifax?

by **Fred Dehmel**

Halifax is one of the world's perfect places. With over 400 kilometres of dramatic coastline, white sand beaches, and one of the world's largest natural harbours, it's no wonder life here revolves around the sea. Halifax regularly hosts top international, national, and regional events and it is the place to be for our CII AGM. Halifax is home to many hotel and convention facilities, from 5-star hotels to immaculate and charming bed and breakfasts.

Steeped in history, rich in culture, and refreshingly cosmopolitan, Halifax has been a world-class location for business travel or pleasure for over 250 years. It has premiere meeting and convention facilities, an international urban center with a rural cachet, and all the energy and amenities of a capital city. Within minutes of the city's core, Halifax offers small coastal villages, country charm, and wilderness for which Nova Scotia is known.

The Halifax International Airport is the center for domestic, regional and international flight service. With over 600 flights a week, you can travel direct from many Canadian, U.S., European, and Caribbean locations. Connecting flights make it easy to get to Halifax from just about anywhere in the world. Halifax is geographically closer to Boston and New York than any other Canadian city and over one hour closer to Europe than any other major North American city. Halifax, Nova Scotia combines countless festivals & events, and succulent seafood with first-rate facilities and cosmopolitan flair to make a unique and unforgettable CII AGM destination.

With over 450 eateries serving up every-

thing from home-style cooking to haute cuisine, Halifax offers a feast for the body and soul. Tantalize your taste buds with ocean-fresh seafood or a sizzling steak at one of our renowned chophouses. Sample wild game, chow down on pub grub, satisfy your sushi craving, or go on a culinary adventure with Thai, Turkish or Mexican fare.

Whatever you do, don't forget the seafood. Cedar-planked salmon, Digby scallops, sumptuous seafood chowder - delicious delicacies at their best are our specialty! Visit Alexander Keith's Nova Scotia Brewery and your group will step back in time for a fun-filled history lesson delivered by costumed animators. It's definitely not your run-of-the-mill brewery tour!

Experience over 250 years of history by taking a walking tour of the downtown and immerse yourself in our heritage at many museums, historic sites, and galleries. Sit in a replica Titanic deck chair at the Maritime Museum of the Atlantic; ride the train across Canada in 5 minutes at Pier 21, be a "Soldier for a Day" at the Halifax Citadel National Historic Site or view traditional Nova Scotia folk art at the Art Gallery of Nova Scotia.

Try outstanding theatre productions with Neptune Theatre, Shakespeare by the Sea, or Eastern Front Theatre. Enjoy light-hearted comedy at our local dinner theatres.

Halifax is a place where the sounds of music, not traffic, echo through the streets. You can find live music seven nights a week! Or if they are forecasting high winds, you can set Sail for adventure. Beginning in 2004, Halifax will be homeport to the Caledonia, Canada's newest and largest Tall Ship. Take a waterfront stroll among the shops at Historic Properties or browse the chic boutiques along Barrington Street and Spring Garden Road. Halifax streets and shops offer unique gift ideas.

For the less adventurous, you can indulge in a relaxing massage or facial at one of Halifax's fine full-service health spas! No trip to Nova Scotia would be complete without a visit to Canada's most famous fishing village, Peggy's Cove. An artists & explorers paradise for well over 150 years, this picture post

card village stands on solid granite above the crashing surf. Experience the coastline famous for ruthless pirates, harrowing shipwrecks, daring rum running, succulent lobster, fabulous sunsets, and picturesque light-houses. Nova Scotia offers some unforgettable golf with more than 60 courses. The LPGA has chosen the Glen Arbour Golf Course, minutes from downtown Halifax, as their only Canadian stop in 2005.

With its eleven scenic travel ways, Nova Scotia is a unique seacoast destination - offering 7,400 kilometres of incredible coastline, no area of the province is more than 56 kilometres (33 miles) from the sea. Indulge yourself in Nova Scotia's great outdoors. You can sail on the historic schooner Bluenose II (depicted on the Canadian dime), watch whales off Brier Island where an impressive summer population of humpback, fin, minke and right whales congregate; or kayak through the coastal islands of the Eastern Shore. Whatever activity you choose, you're sure to take home memories that will last a lifetime. ■

Fred Dehmel is one of our newly elected board members. His office is located in Halifax Nova Scotia, Canada. Fred can be reached by email at fdehmel@csiinvest.com.

Yanks Move to Intercept THE PODS

The editorial staff has learned of a secret meeting held by "The Yanks" in late November 2004 at an undisclosed location near Boston Massachusetts, USA. A female source, asking not to be identified (and emanating from Alexandria, Virginia) indicated the meeting was a "last minute event" in anticipation of the new year. This same source indicated The Yanks have picked up on some intelligence that might indicate The Pods are designing a "turn around strategy" in an effort to reclaim their rugby ball.

"No news is good news" was the formal statement issued by Steve Kirby when confronted by reporters concerning the meeting. "I can't and I won't comment on what we know of their level of activity. Just remember... they are Irish". This comment prompted intense

speculation on the part of reporters: "What exactly did Kirby mean by that?"

Another source, asking NOT to be identified, (MW50's from Berlin), reported having traveled for over 12 hours to attend the "round table" discussion. Reporters learned of a plan by The Yanks to establish a "tag team" surveillance operation set to drop into the area of Cork County, Ireland toward the end of 2004 or early 2005. Meanwhile, investigators were attempting to identify any and all travel arrangements pending for Nally and the other members of THE PODS. "We know Nally is planning to stay in Ireland for the holidays but we aren't taking any chances with the other Pods", one source reported. ■

An anonymous "tip line" has been established to report suspicious activity. Inquiries can be left at inquiries@ddiligence.com or toll free at 800.THE.PODS.

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Rory McMahon
McMahon & Associates Detective
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Committee Appointments From 2004—2005

President Beach has announced the following committee appointments:

Audit and Finance Committee

Bert Falbaum—Chair (Arizona USA)
Jack Burke (Illinois USA)
Rod Webb (Australia)
Robert Kaszynski (Maine USA)

Editor of the International Councillor

Lois Colley—Co-Chair (Ohio USA)
Jimmy Gahan—Co-Chair (Ireland)

Legislative Committee

Jay Groob—Chair (Massachusetts USA)
Steve Kirby (Illinois USA)
Steve Bibler (Michigan USA)
Deb Aylward (Virginia USA)

Membership Committee

Bert Falbaum—Chair (Arizona USA)
Fred Dehmel (Canada)
Robert Dudash (Nebraska USA)
Garry White (Canada)

Public Relations Committee (Includes Internet Committee)

Lois Colley—Chair (Ohio USA)
Jack Devine (New York USA)
Don Johnson (Indiana USA)
Kevin Ripa (Canada)
Rod Webb (Australia)
Fred Dehmel (Canada)

Nominating Committee

Alan Marr—Chair (England)
Joan M. Beach (Virginia USA)
Nancy Barber (California USA)
James Kerins (Maryland USA)

International Investigator of the Year Award

Brian King—Chair (Canada)
Jay Groob (Massachusetts USA)
Thomas Herder (Minnesota USA)
Juergen Hebach (Germany)

MSA Committee

Joan M. Beach—Chair (Virginia USA)
Nancy Barber (California USA)
Reginald Montgomery (New Jersey USA)
William Nye (Iowa USA)

Strategic Planning Committee

Alan Marr—Chair (England)
Fred Dehmel (Canada)
James Kerins (Maryland USA)

Standing Education Committee

Jay Groob—Chair (Massachusetts)
Joan M. Beach (Virginia USA)
All Board Members

Malcolm Thomson Award

Alan Marr—Chair (England)
Joan M. Beach (Virginia USA)
Nancy Barber (California USA)
Ponno Kalastree (Singapore)

Parliamentary Committee

Bert Falbaum—Chair (Arizona USA)
Larry Ross (Washington, D.C. USA)
Larry Miller (Michigan USA)
Gerd Hoffmann, Sr. (Channel Islands)

2005 Annual General Committee

Jay Groob—Chair (Massachusetts)
Roy Whitehouse (Portugal)
Brian King (Canada)
Derek Nally (Ireland)

2006 Annual General Committee

Bert Falbaum—Chair (Arizona USA)
Jouni Heikkinen (Finland)
Juergen Hebach (Germany)
Goolam Monsoor (France)

Historian Committee

James Kirby—Chair (Illinois USA)
Ben Harroll (California USA)
Walter Atwood (South Carolina USA)

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