

The International Councilor

January 2009

The Newsletter of the Council of International Investigators

Issue 1

Investigations profession hoping for prosperity in 2009

CII President's Update

Happy New Year to all and I wish each and every one of you a prosperous 2009. The world's economy may not look good and most of us are unsure of what this year will bring, but I think it may turn out to be good for our industry. Time will tell.

The Board has already approved a new member, Chris Nielsen from Canada, so we all welcome him to our CII Family. Also Mel Copeland has been approved for Senior International Investigator (SII), so congratulations Mel.

I know Nancy Barber and Rod Webb are working very hard to present a great 2009 AGM in Brisbane Australia in September. Trish and I already have our tickets and I know Jim Kirby said there are some good deals on airline tickets now and he got his. So start planning.

Also I know from holding the 2008 AGM it is very important to get delegates to register as soon as possible, so please go online and get registered as soon as you can to help out the hosting committee. I would like to ask you all to consider sponsoring whatever you can for the AGM. These events are expensive to put on and it is through your help with sponsoring that really makes them a success. Also if you know of any businesses or vendors in your countries or areas that you think may want to take advantage of getting their name out there to the industry through a sponsorship, please put them in touch with Nancy Barber or Rod Webb. Visit the AGM website often to see updates at www.ciiagm.com.

Alan Marr has also come up with a new membership drive campaign for 2009 -2010, so read about that in this edition of the newsletter. Please look to the areas of the world where we do not have members and see if there are any worthy candidates that you know of, or maybe in your own area. It is important to continually look for new members for CII and we each have to do that.

There will be a member's survey coming out

soon and when it does come out I would ask that you all take a few minutes to answer the questions and get it back to us. The results will help us keep moving the CII forward and in the direction the members want.

One thing that we do need to look at is the CII website. It has been awhile since we have updated it, so we will be looking at that. I know many of you have written papers on many different topics and I think it would be great to have a library on our website of all these published articles, which could be categorized by year and topic on the website for visitors to read. There may be some that would have to be in the member's only area due to their topics, but that is okay also. So if you do have articles and/or published papers and would like to add them to our site, please send them along, so that we can start preparing them.

Finally, the Board will be holding its mid-year meeting in late February or March, so if you are on committees, please contact your committee chairman and give your input for their reports. Also if you have anything to bring before the Board please let our Chairman know,

Thank you and Happy New Year,

Fred Dehmel, CII President

European Regional meeting planned

By Alan Marr

A 3rd C.I.I. European Regional Meeting will be held in London, England on 8th – 10th May, 2009. A full program is being arranged and details will be published shortly. This is open to all members and prospective members, so please think about using your air miles and come to London. It is really good value now, so spend a few extra days and see a West End show or explore more of the UK. Experience great golf, great history, great food and all of Great Britain. Start planning now and if you need any help please contact Alan on alan-marr@jigsawservices.co.uk.

Sarah brings her multi-tasking talents to the Council

Whenever members of the Council have problems or need assistance with some of the day-to-day workings of the Council, chances are you may end up speaking with Sarah Luczyk. To that end, the Councilor asked Sarah to provide a short bio about herself and a photograph so we can get to know her better.

Sarah Luczyk, has over eight years of experience in association management both in the Seattle and Washington, DC areas. Her expertise includes:

- meeting and event management;
- board of directors liaison;
- educational and certification program development, implementation and evaluation;
- staff and volunteer recruitment and mentoring; and
- database and web site management.

Sarah served as Association Coordinator for SmithBucklin Corporation, the largest association management firm in the world. She worked with various trade and health associations including the Osteoarthritis Research Society International (OARSI), American Spice Trade Association (ASTA), Institute of Management Consultants USA (IMCUSA), and National Child Care Association (NCCA).

During her tenure with SmithBucklin Corp., Sarah helped associations increase membership and event registration as well as other revenue sources. She worked with corporation leaders on new client transition and was the co-chair of the Washington, DC office's Sharing Tips and Resources (STAR) committee where she coordinated with the Chicago office's committee on staff workshops and seminars.

Sarah relocated to the Seattle area in 2005 and served as Volunteer Coordinator for the Arboretum Foundation. She managed hundreds of volunteers for various events and projects, most notably the Arboretum Foundation's display garden at the Northwest Flower & Garden Show and FlorAbundance Spring Plant Sale, the largest plant sale in the Puget Sound region.

Sarah received her BS from Florida State University in Tallahassee, FL where she majored in Political Science with a minor in Communications. She and her husband, an IT systems analyst, are the



Sarah Luczyk says this photograph sums up her life these days - she has her hands full with her twin boys!

proud parents of one-year-old twin boys. They enjoy hiking, camping, biking, spending time with family, and traveling.



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Acquisition creates new Canadian investigations group



Above, the Canpro Global Management Team and to the right, Robert Burns, the new CEO of Canpro Global Services.

By Ken Cahoon

CII members Ken and Kevin Cahoon are part of the new Canpro Global Services Group and the acquisition of Bison Security Group includes CII member Lance Saunders.

Canpro Pacific Services Inc. is a licensed, bonded and insured investigation, protection and security consulting agency located in the Vancouver area of British Columbia, Canada providing quality information services to clients in Canada and internationally.

One year ago Canpro Global Services Inc., announced that it had acquired Shepp Johnman Investigations, FBIG Incorporated, Canpro Pacific Services Ltd. and Bison Security Group including their ConfidenceLine and pre-employment screening services. Upon receipt of the requisite regulatory approvals and licenses, these combined organizations, dating back to 1975, have become one –CanPro Global, an investigative service and risk mitigation company, effective September 1st, 2008. Canpro Global is a Canadian owned and operated company that is regulated under Industry Canada and various provincial licensing legislation.

Robert Burns, President

As the president of CanPro Pacific Services Inc., Robert brings over 20 years of real world experience in human safety and personal security. He is responsible for coordinating much of the company's activi-

ties and corporate direction. Robert's experience includes threat assessment and threat management, security consulting, and he is operationally involved with increasing human safety through preventive, pro-active and insightful solutions. Robert is a frequent speaker and lecturer on these topics. He has provided services locally, nationally, and internationally, including in the USA, Mexico, and Africa.

Robert previously sat on the Education and Training Committee of the Private Investigators Association of BC, and assisted in the development of courses and delivery. He holds a Diploma in Criminal Justice, Citation in Public and Private Safety, and has completed numerous intensive training and educational courses relating to security applications.

Ruth Hoffman would like everyone to know that she will no longer use G.H. Hoffmann Senior Limited as her trading name. As of January 2009 she will conduct business as Ruth Hoffmann International Research.

Industry of Private Investigations progresses in China

By Jack Chu

China has become even more popular since the United State's financial crisis rippled out and affected the world economy. The Chinese government would like the GDP to continue to grow at 8% in 2009, which will help the world economy recover. More and more foreign investors, those who are from outside of China, have taken lessons on investing in China. There has been an increase in these lessons as many of the first investors failed to complete proper due diligence before investigation in China. People have shown a growing interest in investigations in China. I would like to share my 13 years experience conducting commercial investigations in the private sector, which was proceeded by serving 20 years in the Government Enforcement in China.

For private investigation services in China, we can go back for thousand years; however, the modern commercial investigation services begun in 1979. This is when the Chinese government enacted the Open Door Policy which allowed more foreigners to enter and invest in China.

Before 1978--The Chinese government conducted a Closed Door Policy since 1949 when the PRC was established. During that time period, no private investigations were needed as all of the companies and assets belonged to the government. Additionally, all people worked for the government. Personal files were transferred from one organization to another.

Company and Assets—All companies and assets belonged to the PRC government. They could be transferred from one organization to the other. Company background checks were not needed. There was also no need for asset chasing.

Personal Record—The personal files of Chinese citizen's was transferred from one organization to another. Personal records were filed by government organizations. Each family had their household record held at the local police station. The police station, then, was responsible for transferring all records. There was no need for pre-employment and personal profile during this time as all the personal data and records were controlled by the government.

Criminal— During this time, all people had a very poor standard of living and struggled daily for food. Despite the living situation, there was little criminal activity during this time. This may have been a result of the serious and permanent consequences of criminal activity. The Chinese government kept lifelong records on citizens, meaning that no crime would be forgiven or 'wiped clean' from the records. Even crimes committed as a minor would remain on record. Additionally, the Chinese Police built a very strong investigation system in China. They could carry out an investigation immediately and quickly find criminals.

Business Dispute—There were few business disputes and no need for legal support services as most of the deals were among government organizations.

After 1979—The Chinese government passed the Open Door Policy in 1979. There was a great deal of change that ensued. The GDP in 1978 was USD 70 Billion and has skyrocketed to 3,700 Billion in 2007. This is 52 times its value pre Open Door Policy. There has been more than 10% growth every year. A major contributor to this growth comes from investors from outside of

China, who have brought new knowledge and funds to China. As the economy has grown since 1979, so has the need for commercial investigations.

Company background checks and asset chasing--After 1979, many private companies were established in China. Additionally, numerous state-owned companies became private or teamed up with foreign companies to form joint ventures. False information flooded the market. At this point, it became imperative to have proper due diligence before investing or doing business with a local or foreign partner.

Personal Record—People's personal records are no longer controlled by the government. When people transfer jobs, it is now the responsibility of the new employer to perform all of the necessary pre-employment screenings or personal profiling in order to find a good candidate.

Criminal Record---Companies now need to ask employees for their criminal record in order to prove their good integrity.

Business Disputes---There are more business disputes between business partners, business owner and their employees. All parties now need to show the court evidence in trials over business disputes; therefore, investigations are now necessary and routine.

Intellectual Property Right Issue---There were no Intellectual Property Right (IRP) issues in China before 1978; however, presently IRP issues have flooded all areas of the market. Not only have cases of infringement required investigation, but so have the overwhelming number of counterfeiting investigations. Most of the multinational companies that have invested in China have IPR issues. They spend a lot of money to hire investigation companies to work for them in order to collect evidence and conduct counterfeit raids.

Fraud Case—There have been reports of employees accepting kickbacks from local suppliers. Fraud investigation is needed to collect evidence for the top management team, who will then decide whether they will pass the case to police or just dismiss their employees.

Marriage Case—There is a great demand for marriage investigation. These investigations are used to collect evidence that is shown to the court for marriage disputes cases in China.

PI Industrial in China

Great Opportunity--There is now a great demand for investigations, which has opened up the opportunity for more people to work in the investigation industry. Some Private Investigation companies (PI) are owned by Chinese and firms are owned and managed by foreign professionals. The service standard varies greatly from one company to the other, as well as between individuals. There is a great opportunity and bright future for investigation professionals in China.

Government Regulations—The Chinese government will try to manage the security industry. They will also consider issuing investigation licenses to companies that meet a set of requirements. I think that business owners and professional practitioners also need to self-monitor and obey the regulations

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COUNCIL OF INTERNATIONAL INVESTIGATORS

AGM 2009

Surfers Paradise, Gold Coast, Queensland Australia
September 1-5 2009

The conference will feature Internet Investigations and a Privacy Panel. The program being put together for the 2009 Annual General Meeting promises an outstanding range of speakers and subjects of interest to everyone.

SHARING KNOWLEDGE AND PROFESSIONALISM

The Meeting will provide the opportunity for investigators from round the world of different business practices and cultures and create a closer working relationship. The need for commercial investigative services has grown and to meet these demands, members need to regularly update their knowledge.

VENUE AND LOCATION

Pure white sands, surf beaches and the Blue Pacific Ocean... seventy kilometres of unspoilt coastline. The breathtaking Surfers Paradise skyline. In contrast, lush green tropical rainforest... a rolling hinterland. It's Australia's world famous Gold Coast. Always amazing, yet relaxing. A holiday or conference destination simply second to none.

The Meeting will be held in the Marriott Hotel Surfers Paradise, part of the international Marriot chain and one of the Gold Coasts premier convention venues. Located in Surfers Paradise, the Marriot is a 28 level five-star integrated resort, with rooms offering views of the Pacific Ocean, Hinterland and Nerang River. Centred around an aquatic playground, highlights include a saltwater lagoon, man-made coral reef with tropical fish, sandy beaches, freshwater pools and spas, waterslide, waterfalls and tropical gardens.

ABOUT THE GOLD COAST

The Gold Coast is indisputably Australia's most popular holiday destination.

With its signature 52 kilometers of golden surfing beaches in Surfers Paradise, world class resorts, award winning dining, amazing shopping and thrilling attractions Gold Coast has something for everyone and is a great family favorite.

The sub-tropical climate is ideal to take advantage of the myriad of leisure activities all year round. The Gold Coast is famous for its' theme parks, Movieworld, Dreamworld, Seaworld, White Water World all offer great entertainment for visitors of all ages.

While the beautiful backdrop of the coast, the hinterland, offers arts and crafts boutiques, stunning walks in National Parks, and wine testing in charming properties.

The Gold Coast nightlife is also something you can definitely look for, with many wonderful restaurants, funky bars and clubs, animated live music venues, in addition to the vibrant Conrad Jupiter Casino.

TRAVEL AND ACCOMMODATION

International carriers fly to Brisbane from America, European countries and Asia through Singapore. There's a wide range of accommodation in the Gold Coast including its selection of top rated hotels, motels, resorts & holiday family apartments, Gold Coast accommodation is vast in it's quality & price.

For further information contact: Rod Webb

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Industry of Private Investigations progresses in China

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and laws in China. There is a possibility of establishing a Chinese Investigation Association in order to unite and regulate professionals in this industry.

Challenges--The challenge for PI firms or investigation professionals in China is to provide cost-effective service at a high quality level. The investigation professional in China also needs to learn from their counterparts in other countries. As a profession, we need to understand the international standards and put them into practice with accordance of the local culture.

There is long way for us to go in order to reach the high demands of the market, as well as to provide high quality service that exceeds our customer's expectation. As a pro-

fession, we also need to demonstrate the good integrity we hope to see in investors and business partnerships.

Association—In my personal experience, I have acquired new knowledge and a better understanding of the profession on a global level by attending American Society of Industrial Security (ASIS), Council of International Investigators (CII) and World Associate of Detectives (WAD) conferences and meetings with counterparts from other countries. Like me, a lot of them have worked in the law enforcement industry prior to a career change to the private investigation sector. Hopefully we can take our diverse background experience and knowledge and continue to contribute to the society by working hard and developing our professional expertise.

*Jack CHU, President
RA Consultants Ltd.*



Raul Fat, and Eddy Sigrist at the Halifax Gala Ball.



Above: Janice Ellis, and Charles Rahn get all gussied up for the Gala Event in Halifax.

“More good women and men by 2010”

**Mel Copeland
of Lapinjärvi, Finland
has been granted
approved status
to SII (CII Senior
International Investigator).**

CII President Fred Dehmel has announced the kick off of another new membership drive, spearheaded, as usual by our Regional Director, Alan Marr. The slogan above is Alan's new membership slogan for 2010. As an incentive to the membership to go out and locate new members for CII the President is announcing that anyone who brings in a new member will be entered in a draw for a free registration at the Australia AGM or a free full page ad in the CII Councilor.

Every time a member recommends a potential member that is subsequently approved by the Board, they will receive one ballot. The President will draw one ballot at the Australia AGM and the winner will receive their choice of a free registration at the AGM or a free full page ad in the Councilor.

So make this the year we find new members in out of the way countries and in places where we have no representation.

So gather up all your contacts, see who you feel would be a good fit with CII, and start increasing your chances to win a free registration to our Australia AGM!

Regional Directors 2008-2009

01 CANADA EAST	Trish Dehmel	tdehmel@csilimited.com
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GET INVOLVED — BE A DIRECTOR FOR YOUR AREA

CII Executive-2008-2009

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Secretary	John Sexton	Fairfax, USA	703-293-6262	president@sextonsecurity.com
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