



March 2011 | Issue 9

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# The International Councilor

## President's Message

BY Roy Whitehouse

Dear Members,



### *WHAT A GREAT START TO 2011!*

The CII Board of Directors completed its online board meeting and has voted in eight new members to your association. The good news is there are plenty more applicants in the pipe line as word spreads about the value of membership in our association. Additionally, honorary membership was bestowed upon Peter Heim and Ben Harroll.

Rod Webb has assumed the responsibilities of the Secretary. If you see Rod wearing two hats, don't be surprised as he is now responsible for the positions of Secretary and Treasurer. His hard work helps ensure the council runs smoothly, and serves as a testimonial to his character and dedication.

In other news, the board and the committees are working on a number of projects this year that will assist in the smooth operation of the council while addressing our need to modernize our processes.

We have employed the services of an SEO company

to improve our website ranking. The goal is to have potential clients seeking investigators locate you through the CII website. As the traffic increases to our CII site, you should anticipate an added benefit.

Speaking of web-generated traffic, each of you should consider writing an educational piece or other article of interest—even a press release—and submitting it to the web site. Make sure to include your name, company name, URL, email and location so visitors know where you are located. We are fine tuning the process so that readers can search for material by “key word” or subject matter. Upon locating your submission, the visitor is provided with your contact details. This is a simple and free marketing tool used by many professionals and companies to drive clients to their services.

### *LET THE GOOD TIMES ROLL!*

So what is happening in the next few months in your organization? Our Third Vice President, John Sexton, is working diligently with our ERD and Regional Directors to arrange Regional meetings in a battery of locations. If you have not already selected a location, please do so as soon as possible. Meetings are scheduled in Antwerp, Tel Aviv, and Bangkok. Please visit our web site at [www.cii2.org](http://www.cii2.org) for details.

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If members have any dates and locations for local events or associations of interest to our industry, please send the info to Eddy Sigris, our Second Vice President, who will arrange for them to be included in the events calendar.

Jay Groob and Brian King are spearheading the 2011 AGM in Boston, Massachusetts, USA. The full agenda is posted on the web site, allowing you to register and make your hotel reservations quickly and easily. Full sponsorship packages are up for grabs in varying levels, so I urge you to support Jay and Brian in their efforts to deliver you a great conference. Details concerning all Regional meetings and the AGM appear in this newsletter. Non-members are welcome to attend all CII meetings and events.

This month, we have an interesting article concerning background investigations in China, and the personal reflections from Jim Carino, the founder of Intellenet; as well as a profile of Regional Director Joel Auribault. Be sure and read our publication in its entirety.

The CII is your organisation; help us by giving us your ideas and thoughts on what you want from the Council. 

*Roy Whitehouse is CEO of WIS International in Portugal*

## Feature Articles >

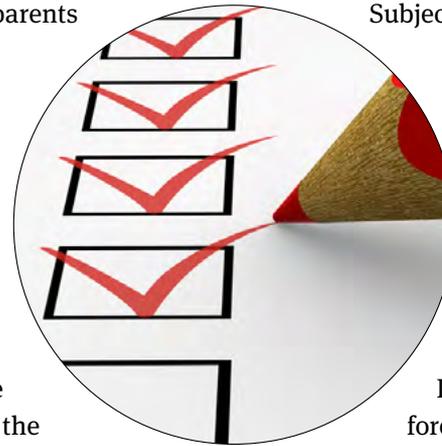
# Reflections on a Case for an Individual Background Check in China

BY Hai Yang

There was a client who entrusted us to conduct an employment background investigation on a Chinese female (hereinafter referred to as “the Subject”). The client wanted to get the Subject’s work experience information in China and the Subject’s contact information. We were provided some clues, including name and address of the Subject, and the employment of the Subject’s parents and younger brother.

After getting the Subject’s work experience information in China, our operator began to search for the Subject’s contact information. Our operator tried to contact the company of the Subject’s family members because the client did not provide the direct contact information for the family members. After lots of investigation and search, our operator found that the company of the Subject’s parents had gone bankrupt many years ago, and therefore, our operator could not get contact information for them. Also, because the company of the Subject’s younger brother had many different departments—and we didn’t have the detailed department information—our operator could not obtain any useful information about the brother.

We thought that this case would end in failure. But, unexpectedly, our operator obtained the phone of the gatekeeper who worked at the address where the Subject’s parents lived by contacting, the local neighbourhood committee. After a full preparation, our operator called the gatekeeper and got the contact information of the Subject’s father smoothly. At last, we got the Subject’s contact information.



We can learn from the above case that the result of the investigation depends greatly on the operator’s analysis of the clues, and the investigation’s methods. Sometimes, the clues provided by the clients are incomplete, or even incorrect.

In this case, the operator first and foremost needs to use the Internet and databases to check and verify, and then confirm the subject of the investigation, or narrow the scope of investigation.

It is also very important to make a plan before conducting the investigation. How to get the requested information in the situation of lacking relevant clues? How to deal with the unexpected circumstances? It is necessary for the operator to consider these questions before beginning the investiga-

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tion. Otherwise, all the efforts would probably be in vain.

Finally, the operator should report the investigation results objectively and factually. At the same time, he or she should consider the thinking differences caused by various culture backgrounds. Consequently, it is crucial to add notes for the contents that may cause doubts or misunderstanding in the investigation report.

*(Note: This article was submitted by Vivian Duan on behalf of Hai Yang of Beijing Steele Business Investigation Centre. It explains how a background check is conducted in China and points out some of the differences between China and other countries with whom we share an interest. We are always pleased to publish articles that explain how investigations are affected by cultural and governmental norms. — Ruth Hoffman) □*

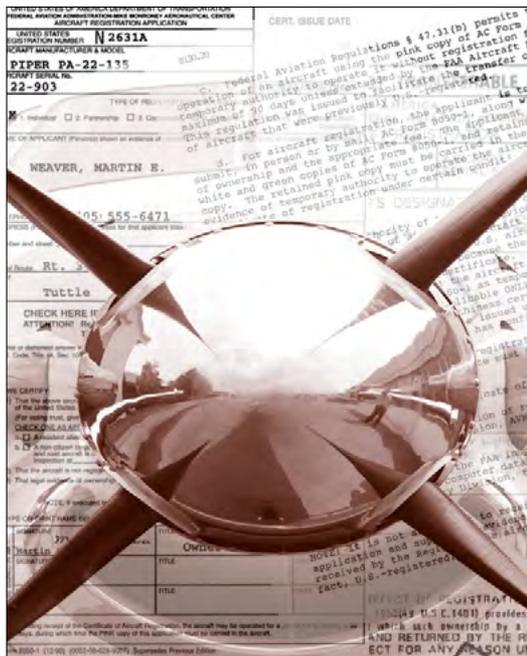
# New Rules Aid in Asset Searches for Aircraft Ownership

BY Larry Ross

Because aircraft represent significant value, it is worth including them in your asset search investigative plan. The likelihood of finding out that your debtor owns an aircraft may be remote, but the rewards, if successful, are momentous. But you need to know how to overcome the present obstacles to aircraft ownership research. Understanding the new regulations will make this line of inquiry easier in the future.

The titling of aircraft is an anomaly. We are used to searching state and county records to determine ownership of movable assets like cars and boats. For aircraft, though, title is issued by the U.S. Federal Aviation Administration (FAA). In accordance with the Convention on International Civil Aviation, all aircraft must be registered with a national authority. In the United States, the registration authority is the Federal Aviation Administration. ([http://en.wikipedia.org/wiki/Aircraft\\_registration](http://en.wikipedia.org/wiki/Aircraft_registration)). Links to the databases of major national aircraft registration authorities are contained at the end of the Wikipedia article.

Not every country has its own version of the FAA. While all aircraft must be registered under the Convention mentioned above, every country does not register



airplanes. For an extreme example, Palestine has been issued registration numbers that it may use, but it is not in a position to register airplanes as it has no way of getting airplanes into the territories. There are probably other small countries that don't assert jurisdiction over airplanes and, thus, do not have a registry.

Moreover, countries that have a registry may not have procedures similar to that of the FAA. For those countries that do register airplanes, they may or may not tie registration numbers to a

particular owner. They could simply index the aircraft to which a registration number is applied.

By federal law, ownership (title) on U.S.-registered aircraft is evidenced by filings with the Civil Aviation Registry in Oklahoma City, OK. Unlike a car or boat title, an aircraft "title" is not a single piece of paper but a complete folder kept in the vaults of the FAA Aircraft Registry building in Oklahoma City. Each time a Bill of Sale, a lien, or a Form 337 is submitted to the FAA it is reviewed for completeness and accuracy, and then added to the folder. (49 U.S.C. 44101- 44104). A Form 337 is required to be filed with the FAA whenever an aircraft undergoes a major repair or alteration.

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### New Rules for Aircraft Ownership *(continued)*

There is one big problem with researching aircraft at the federal level. The FAA itself estimates that approximately one-third of the 357,000 registered aircraft records it maintains are inaccurate. Fortunately, though, help is on the way. In a press release issued on July 21, 2010, the FAA announced sweeping new rules that will terminate the registration of all U.S. aircraft registered prior to October 1, 2010. Over a three year period, each aircraft will be required to be re-registered in order to retain U.S. civil aircraft status. The new rules also establish an ongoing system that includes the necessity of a three- year renewal of registration for all U.S. registered aircraft. ([http://www.faa.gov/licenses\\_certificates/aircraft\\_certification/aircraft\\_registry/reregistration](http://www.faa.gov/licenses_certificates/aircraft_certification/aircraft_registry/reregistration))

While waiting for the FAA to update its records, you can supplement your research of its database with research of aircraft ownership in state public records. State registration of aircraft is required in approximately 60 percent of the states. State records are likely to be more current than FAA records because the states ordinarily require an annual filing, while the FAA has not required any filing after the initial registration. The State of Washington even provides a handy portal to the regulation of aircraft by its sister states. (<http://www.wsdot.wa.gov/aviation/InfoClearinghouse/StateAviationWebsites.htm>)

Note that vendor descriptions of databases can be somewhat misleading. Aircraft registration is no exception. For instance, LexisNexis states that its database contains aircraft registrations “from the Federal Aviation Administration for all 50 states.” You will need to be aware that the information available in this database is only being retrieved from the FAA, not from the individual states. Searching the state registries is still a necessary step today if you want to be thorough. ([http://www.lexisnexis.com/documents/pdf/20090501112528\\_large.pdf](http://www.lexisnexis.com/documents/pdf/20090501112528_large.pdf))

One more caveat: just because you don't find the aircraft registered in the expected state doesn't necessarily mean there is no aircraft ownership. For example, if you were to research a vehicle owned by an Illinois resident, you would expect to find the vehicle registered in Illinois. That is not necessarily the case when researching aircraft. Depending on the require-

## Member News >

By Joan Beach

### Positive Health News from Canada

**B**irnie Floyd of Toronto, Canada, host of our 35th AGM which took place in Toronto, Canada in 1989, reported he is now **CANCER FREE** following some serious surgeries and recent tests. Birnie has been cancer clear for over seven months, so the doctors are thinking he is once again a winner and has evaded the fatal disease. Having passed his 80th birthday, Birnie is still practicing and specializing in risk management, forensic hypnosis and case management. He remains in close contact with our old friends in Australia, Western Canada, Europe and South America. Birnie plans to attend the 2011 AGM in Boston, where he looks forward to celebrating his good health with other CII members. Birnie can be reached at [birniefloyd@msn.com](mailto:birniefloyd@msn.com)

### News from Ireland

**T**he Pals of Derek also known as “The PODs” finally crawled out from under the Blarney Stone and provided an update from the Emerald Isle, including well wishes for all CII members for New Year 2011. Tony Fagan reported that he and Jimmy Gahan returned from a wedding and holiday in Malta. (They were careful not to say whether they were wedding crashers.) The Nallys and Bennetts visited the United States in 2010 and were welcomed warmly everywhere they went. However, upon returning

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ments of state law, it is quite possible that an aircraft owner could register the aircraft in a state other than the state of his or her residence.

Difficult? Yes! But success could save the day for your client. ☐

*Larry Ross is a former U.S. Department of Justice attorney and a former staff attorney for the U.S. House of Representatives. He is President of Ross Financial Service sin Washington, D.C., which specializes in tracking down assets for clients. He is also a current CII Board member.*

to Ireland, Collette Bennett sustained an unfortunate fall. We wish her well in her recuperation, and caution her to keep her boxes of chocolate hidden from the PODs. Tony Fagan retired from Securway in March 2009. And guess who won the Irish Award for Energy Efficiency? None other than our Michael Bennett! Mick will represent Ireland in Barcelona in June 2011. We always knew Mick's work was quality, but now it's official from the Independent Judges. The Bennetts received a nice sum in the amount of €10K along with the award. Those of us who are familiar with the PODs know the money will be used for good deeds or—at the very least—a good time. Otherwise, all is well in the sunny southeast. In closing, the PODs were quick to remind us: "If you're ever in trouble—you're on your own."

## Joan M. Beach is once again President!

*The Councilor* staff is happy to report that Joan M. Beach, former President of CII, is the new President of the Maine State Society of Washington, DC Foundation. Prior to being elected President, Joan served as a Board Member and Vice President of the association.

## Santa Ana, California USA

Nancy Poss Hatchel, our multi-talented CII member of Santa Ana, California, and former CII President, has published a book of poetry, "Memoirs of a Ginkgo and Other Poems," published by Aventine Press. It is a beautiful book and reflects the splendor of Nancy's thinking and gift of writing. The following poem is an excerpt from Nancy's book:

**Enjoyment:**  
*when one gets to a certain age,  
joys are met like  
tiny tasty crumbs  
to be licked up delicately  
with our fingers of hope...  
one at a time,  
each savored grain by glee.*

—Nancy Post Hatchel 

## Member Profile: Jim Carino



Jim Carino is the founder of Intellenet (International Intelligence Network). He is one of the most respected private investigators in our profession. Jim ran his first investigative lead in 1956. He claims life in our profession was much easier in those days, but we doubt that. There was no DNA to track down, no mobile telephones records (not even mobile phones) to access, and the only computers in use filled warehouses, not desktops. What follows are excerpts from an interview that was conducted with Jim in January 2011. Jim will share his experiences and insights in future newsletters as well. —Lois Colley

**Question:** *In 2009, you predicted a significant downturn in the number of private investigators over the next few years. What's your perspective today?*

Until April 2010, I chaired the SAAB (State Association Advisory Board of the U.S.-based National Council of Investigation and Security Services), and had been chairman for several years. During each meeting, the question of renewals for state PI associations would be asked. In April 2010, membership-loss estimates ranged from 10 to 40 percent. The International associations fared much better. But each international association has a much more in-depth screening process, as opposed to state associations that basically accept all applicants. Which is as it should be for state associations.

**Question:** *How do you envision the future of the business of private investigations?*

As I look at the calibre of those who are climbing the ladder to success today, I am glad that I do not have to compete with them. The younger crop is smarter, faster, more proficient and more competent. By increasing the public awareness that those in our chosen profession are truly professionals—and not as portrayed on television or in the movies—we will enhance our image as one of value to the public. Personal and professional success will follow.

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**Member Profile: Jim Carino** *continued*

**Question: What is the condition or state of the private investigation business today?**

From what I glean over various list-serves and absorb from telephone conversations, it is either feast or famine. Those with a recession or legislative proof investigative niche seem to be among those thriving. Many are met with less success.

**Question: Was it the worldwide economic downturn that prompted you to make that prediction?**

It was both the economic downturn as well as adverse litigation. We have also seen other factors have an impact. The “low bid” mindset within business and industry is a factor. This is most prevalent in the security arena, but it also occurs in the PI environment. It’s been a slow evolution that started when Congress put teeth in the Right to Privacy Act in the 1970s. Privacy legislation in Canada and Europe had a significant impact, and continues to do so today. Certainly Y2K had an impact. Many companies diverted discretionary dollars designated to investigation and redirected them to safeguard against the computer crash scare. Then, let’s not forget the impact of The Vail Letter (Federal Trade Commission opinion on investigating employee misconduct and on-the-job sexual harassment) and the Fair Credit Reporting Act on our industry from 1998-2004; or the federal and various state laws following the Rebecca Schaeffer and Amy Boyer killings (the stalkers used databases to track their victims) . Add to the mix the mild recession earlier in this decade and the major economic collapse we are still experiencing. It’s all had a negative impact on our profession. Thus, in sum, the economic downturns, legislation and low bidding have all taken their toll and continue to provide a negative impact.

**Question: How do you envision the future of private investigators?**

The good PIs will survive by keeping current with new technology, methods and methodology, by obtaining relevant certifications and by developing a legislative or recession proof investigative niche. In my opinion, this is best accomplished by maintaining an extensive networking capability through membership in associations that give

a “return on investment” (of time and money), by attending seminars and conferences, and by developing a marketing approach that fits your products or services. Involvement in other community activities, and accepting “pro-bono” cases, may also be advantageous as steps to enhance visibility and, thus, survivability.

**Question: Has technology enhanced or diminished the role of the private investigator?**

Technology advances are a tool to use as our capacity allows. The old timers don’t pick up as fast as we used to, or certainly not as rapidly as the younger PIs do. There is so much new technology today that perhaps most PIs only use that which fits their persona or image. In my opinion, the best way to keep current with technology is to have a network of colleagues and professionals who can assist in any endeavour. There is no way any of us can be experts in all facets of the PI business. This is even more true today with rapidly developing new technology and the new terminology which accompanies it. The collegial investigator may lack the technological expertise to be competitive. You need to develop an expertise and market it to stay competitive.

**Question: What – other than a healthy cash flow – can be used to measure business success?**

This is both a tough and an easy question. We need to pay the rent, pay the bills, pay sub-contractors, pay the government. Pay! Pay! Pay! On the other hand, when I used to give the opening remarks to the criminal investigations block of instruction at the AFOSI (Air Force Office of Special Investigations) Basic Investigations course, I would state that the purpose of an investigation was to resolve an allegation by conducting a fair and impartial inquiry. There was a great deal more satisfaction in proving the seemingly guilty person innocent than in getting a confession on the easy open-and-shut case. Pride in accomplishment can give one the confidence in self to resolve any emerging problem. A realistic business plan however, is also very helpful to meet cash flow needs.

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**Member Profile: Jim Carino** *continued*

**Question: What values guided you?**

In the mid 1950s, my first exposure to investigations was selection to become an AFOSI Special Agent. From the first day, it was made rather clear that we were a hand-picked breed expected to perform perfectly, that anything less was failure. We were also advised not to expect accolades. If I had to choose one word to describe what has guided me, I'd pick "discipline" — not in the normal sense of school behaviour, but the discipline to meet expectations, to be honest and objective, to be ethical, to be a team player, to deliver what your promise and to exceed the standards set for the endeavour. This seemed to me to be the model to emulate.

**Question: What advice would you give to those launching careers in private investigation?**

I firmly believe that those of us who are in the twilight of our careers owe a duty and obligation to mentor and help those starting out as investigators. The best way a profession can grow and improve is for those members who are about to leave to be able to impart our wisdom upon those entering the profession— and impart upon them good habits and techniques, proper knowledge and a strong code of ethical behavior.

**Question: How do you measure success, both personally and professionally?**

This assumes I have been/am a success. I could provide more persuasive arguments to disprove the premise that I should be so considered. Basically, I do not believe I will ever retire. But I have certainly started cutting back to do more travel while still capable. and to enjoy our grandkids, who are our family's future.

**Note:** For those who want to hear and see more of Jim Carino, plan to attend the 2011 Intellenet conference in Washington, D.C. April 13–16.

To all our CII members both old and new, do send us your profile so that we can share it with our members and we can all get to know you better. Email to [editor@cii2.org](mailto:editor@cii2.org) or post it via our website on [www.cii2.org](http://www.cii2.org) 



# CII Welcomes New Members

*Our warm welcome to:*

**Robert John Bloxham**

*Covert Investigations & Surveillance Ltd*

United Kingdom

[info@covertltd.com](mailto:info@covertltd.com)

**Tan Kok Boon**

*CDiC Consultants LLP*

Singapore

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**Pedro A Delgado**

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## France RD Joel Auribault a Man of the Law and a Scholar

*“...I think there’s a real will of our President, Mr. Sarkozy, to undertake control of our profession, which is as dangerous as allowing him to control the media. An independent profession can be a wall to protect the citizen from state abuse.”*

Joel Auribault, Regional Director, France, was introduced to the Council of International Investigators through fellow members from the United Kingdom. Joel studied law at the University of Burgundy, and was certificated at the National School of Magistrates (ENM) of Paris. He has been licensed Private Investigators since 1982. Joel held the position of Vice President of Conventional National Des Detectives Français unit 1994. He is well known as a teacher at the Law University, Vauban, in Nimes, France, and at IFAR/Lyceé “Jean MERMOZ” institute for PI Professional License, which is in partnership with the National Education & Labour Ministry. Joel has earned a number of certificates pertaining to insurance fraud investigations. He is CEO of *AGENCE INVESTIGATIONS sarl* in France and specializes in Business Intelligence and Insurance Fraud.



Joel described the economic situation for private investigators in France as “disadvantaged” due to unfair competition. The PI firms that have survived the downturn, he said,

are businesses that have been able to adapt to a “specialized market or field,” rather than general investigations. “As we move forward, the market has forced investigators to adapt quickly. Eventually, there may be legal realms imbedded into the services offered by investigators in France, including Bailiff and Multi-Legal Services. Technology may enhance private investigators’ ability to find information, but the investigator will still be required to authenticate a report. It will be the difference between simply providing information versus retaining it as proof or evidence.”

Joel envisions groups of investigators merging together to form larger firms, while medium-sized companies vanish in France. He believes there will still be room for smaller PI firms which qualify within the “low tax system” and are sometimes referred to as “Zombie Companies.”

In the current system in France, Joel said that law firms and accounting firms are unable to start their own investigation or forensic divisions. An in-house security division within a company can have a branch of investigators, he noted, but the regulation of these individuals inside the law for inner security (LOPSI 2 is still under discussion at the Parliament.

Joel describes the current issues facing Private Investigator’s in France as follows: “Our profession is fighting against a powerful lobby of the Business Intelligence (I.E) companies. This lobby includes former politicians, advisors of the President, etc. The right word should be “oligarchy.” Initially, the Business Intelligence community pretended it was not concerned with the laws governing Private Investigation. After one of its mem-

[continues on next page](#)

RD Joel Auribault *continued*

bers was sentenced by a Court for illegal PI practices—which is an offence in France—the community was required to have their own laws. Thus, the formation of LOPSI 2, including the right to access to information that should be only allowed to police forces. As all PIs are aware, this is the heart of our profession: The PI profession in France was formed for commerce purposes, specifically to protect the silk trade at LYON. One the most well-known Private Investigators was François-Eugene VIDOCQ. Before Monsieur VIDOCQ, there was a Prefect by the name of Mr. DELAVALUX, who represented the home Minister. Most recently, many sensitive matters—including political scandals such as: “Karachigate,” “Taser case” and even the President’s divorce—have involved our profession. For that reason, I think there’s a real will of our President, Mr. Sarkozy, to undertake control of our profession, which is as dangerous as allowing him to control the media. An independent profession can be a wall to protect the citizen from state abuse.”

“The issues in France are felt in many other countries in various situations. We must lobby together to achieve fair legislation and regulation for private investigators around the world.” ☐



## CII Regional Meetings

### The Wonders of the Holy Land

Tel Aviv, Israel | 24 – 26 March 2011



Look out for news in our next issue from our hosts, Aaron Sivan and Jacob Lapid, as they prepare to welcome you to the first CII meeting to be held in Israel on 24-26 March, 2011.

We will begin on Thursday evening with a cocktail reception and evening meal. On Friday, the group will tour the main sites of interest in Tel Aviv, ending the day with a traditional Oriental meal in the Old Jaffa Quarter of Tel Aviv. On Saturday, there will be an excursion to Jerusalem to visit the historical and religious sites, including the Monastery of Silences at Latrun, and a museum en route.

We will share the photos with you in the next issue so look out for it!



### The Land of Smiles Beckons You

Bangkok, Thailand | 11 to 14 May 2010

The CII Regional Meeting (Asia) will be held in Bangkok, Thailand from 11–14 May 2011. The venue is the Pathuman Princess Hotel which is housed in the MBK shopping complex in the heart of Bangkok. The event is aimed at providing a platform for Asian members to meet and network. The concept of the meeting will be relaxing – having just one day of seminars on 12 May 2011.

The rest of the days will see members networking over casual dining and enjoying some cultural aspects of Thailand. A one-day tour of places of interests in Bangkok has also been planned.

Attractive room rates for the hotel have been negotiated at US\$115.00 per night. Each attendee will also pay a US\$250.00 fee which will cover a welcome cocktail, the one-day seminar, two lunches, two dinners, entertainment and cultural show and a one-day sight-seeing tour. For those wanting to stay at a budget hotel, arrangements can also be made.

The meeting is being hosted by Ponno Kalastree, RD for Southeast Asia, together with Adrian Charles and Paul Bromberg, our members in Bangkok, and John Sexton, our Third Vice President. Members can contact Ponno at [p.kalastree@mainguard-intl.com.sg](mailto:p.kalastree@mainguard-intl.com.sg) for details. ☐

## The Diamond City

May 20 – 22, 2011 | Antwerp, Belgium



Michel de Kort looks forward to hosting the upcoming European Meeting for our CII members. See [www.cii2.org](http://www.cii2.org) for details. Michael encourages guests to stay longer than the two-day meeting in order to gain a full appreciation of this lovely city.

All attractions are within walking distance of the hotel selected as the venue for this year's meeting.

Historical Antwerp had its origins in a Gallo-Roman vicus civilization. Archeological finds have produced pottery shards and fragments of glass from mid-2nd century to the end of the 3rd century. In the 4th



century, Antwerp was first named, having been settled by the Germanic Franks. The name was reputed to have been derived from “anda” (at) and “werpum” (wharf) although there are many more theories and legends attributable to the name.

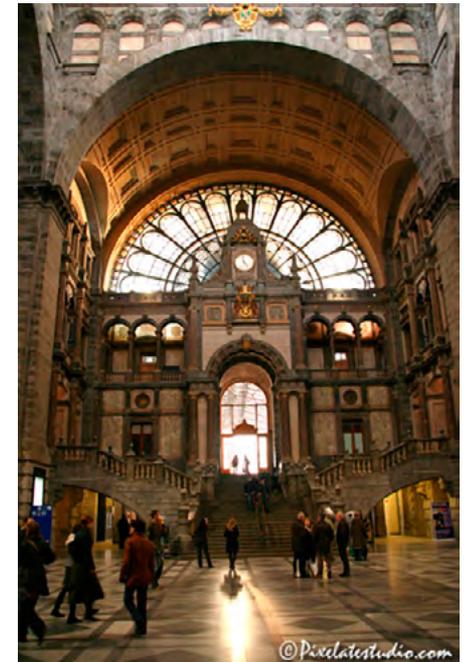
The Merovingian Antwerp was evangelized in the 7th century and became the boundary of the Roman Empire at the end of the 10th Century. The city really became famous after the international foreign trading houses were transferred to Antwerp in the 16th Century. At that point, Antwerp became “the center of the entire international economy” and the wealthiest city in Europe. Antwerp grew to become the second-largest European city north of the Alps by 1560.

The city was foreigner-controlled and very cosmopolitan, with merchants and traders from Venice, Ragusa, Spain and Portugal. Antwerp was not a “free” city though, since it had been re-absorbed into the Duchy of Brabant in 1406 and was controlled from Brussels.

Antwerp experienced three booms during its golden age: the first based on the pepper market; a second launched by American silver coming from Seville (ending with the bankruptcy of Spain in 1557); and a third boom, after the stabilizing Treaty of Cateau-Cambresis, in 1559, based on the textiles industry. At its peak, between 1510 and 1557, Antwerp concentrated about 40% of the world trade.

Antwerp reached the lowest point of its fortunes in 1800, when its population dropped below 40,000. In true Belgian form, Antwerp rebounded and was the first city to host the World Gymnastics Championships in 1903.

The art of polishing diamonds was invented in Antwerp. Diamonds have



*Central Station: Considered As One Of Most Beautiful In Europe.*

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## CII Regional Meetings *continued*

been cut, polished and traded in Antwerp since 1447. Today 1.800 dealers line the one-kilometer square kilometer around the Central Station in the Diamond district.

The romantic Victorian images of cruise ships, ladies with parasols and gentlemen in top hat and tails disembarking onto cobbled streets from cruise liners has never left the Port of Antwerp. Our host, Micheal de Kort has already explored the new museum cafe and says it's fantastic. It's surrounded by water and there is lovely view of the harbour.

Antwerp has bred many a creative mind, a phenomenon which undoubtedly began in the 16th century with the genius Peter Paul Rubens. Antwerp is still home to the spirit of Rubens. His talent and life can be felt as you walk the cobbled streets and see the city as he did 400 years ago.



There is chocolate, and then there is *CHOCOLATE*, which is what you will find in Antwerp. There are 125 breweries and 500 different kinds of Belgian Beer being brewed in Belgium today.

Don't miss this opportunity to visit a unique, historic and breathtakingly beautiful city with colleagues and friends. ☐

## CII AGM 2012 Conference: South Africa



**M**ark your calendars! CII's Amsterdam regional meeting in 2009 was wonderful, and Eddy Sigrist says that CII's AGM 2012 conference in South Africa will be fantastic! We will be holding the conference from the 8th to the 12th of October, on safari. The Game Lodge will be just over one hour from Johannesburg International Airport, in pristine, malaria-free African bush. View the big five on foot or from an open 4x4 vehicle. Enjoy golf in nature. Catch up with colleagues under the trees, in the sun, under the night sky.

Consider adding a holiday on to the conference.

Cape Town, the Garden Route, the Drakensberg and Durban are not to be missed. We will have a tour operator to assist you with arrangements. More details to follow in April. Picture yourself on the Land Rover with us. Start planning now. ☐





## Upcoming Events >

### 2011 CII AGM Conference

September 13–17

Boston, Massachusetts USA

This year’s AGM Technology Seminar will be held in Boston, Massachusetts, USA. Boston is a major economic/cultural hub and seaport located along the Northeast coast of the United States, in an area referred to as New England.



As one of the oldest cities in America (381 years old on September 17), Boston was the center of social and political change at the dawn of the American Revolution. It was the location of several major events of the Revolution throughout the 1770s that included the Boston Massacre, the Boston Tea Party, the Battles of Lexington & Concord, and Bunker Hill, and—most famously—the Midnight Ride of Paul Revere.

In the 20th Century, it was the home base for the Kennedy Family, arguably America’s most famous political family, which included the 35th President of the United States, John F. Kennedy, and his two younger brothers, Senators Robert and Edward Kennedy.

*Faneuil Hall, a well-known stop on the Freedom Trail, sometimes called “the Cradle of Liberty” because of its role in the American Revolution*

As the region’s economic and cultural hub, Boston is home to over 645,000 residents, many institutions of higher education, some of the world’s finest inpatient hospitals, and numerous cultural and



*John F. Kennedy Library*



*Copley Square, with the Boston Public Library on the left, and Old South Church on the right*

professional sports organizations. Millions of people visit Boston annually to take in its historic neighborhoods, attend cultural and sporting events, and conduct business.



*Quincy Market*



### Accommodations for 2011 AGM

CII accommodations are set in the luxurious and conveniently located Boston Copley Marriott Hotel.



# 2011 CII AGM Conference in Boston 🌿 Agenda at a Glance

## CII Annual General Meeting

2011 Conference  
Boston, MA

Sept. 14-17, 2011

TUESDAY, SEPTEMBER 13, 2011		
9AM – 2PM	Golf Event (Optional) Not included in Registration	Granite Links Golf Club at Quarry Hills Meet in hotel lobby at 8 am for transfer Lunch included
2PM – 7PM	Registration	Lobby
8PM – 12AM	Hospitality Suite	Networking
WEDNESDAY, SEPTEMBER 14, 2011		
9AM – 4PM	Board Meeting (Board Members only required)	
9AM – All Day	Registration	Lobby
1:35PM – 5PM	Boston Red Sox Game (Optional)	Fenway Park
6:30PM	Walk to Event	Meet in lobby for walk (5 min) to event
7PM – 10PM	Welcome Cocktail Reception/Dinner	Top of the Hub
10PM – 12AM	Hospitality Suite	Networking
THURSDAY, SEPTEMBER 15, 2011		
8AM – 5PM	Annual General Meeting & Exhibitors	Followed by new Board meeting
8AM – 5PM	Registration	Lobby
8:30AM – 9AM	Opening Ceremony	
10AM – 4PM	Spousal/Shopping on Newbury Street, Boston Points of Interest nearby/Lunch	Meet in lobby at 10AM
12 NOON	Luncheon with speaker Joseph Finder, best selling author	
4:30PM	Transfer to Event	Meet in lobby for transfer
5PM – 6:45PM	Hennessey's Pub Cocktail Reception/Dinner	Downtown Boston

THURSDAY, SEPTEMBER 15, 2011 (continued)		
6:45PM	Transfer to Event	
7PM – 10PM	Blue Man Group	Charles' Playhouse
10PM – 12AM	Hospitality Suite	Networking
FRIDAY, SEPTEMBER 16, 2011		
8AM – 5PM	Educational Seminars, Exhibitors & Keynote Speaker	Theme: "Modern Day Investigations in a Technological Society"
9AM – 4PM	Spousal – Boston Duck Tour & Quincy Market	
5:30PM – 11PM	Optional Boston Harbour Cruise & Dinner	
8PM – 12AM	Hospitality Suite & Live Auction CII Charity	
SATURDAY, SEPTEMBER 17, 2011		
10AM – 2PM	Business Networking – Scavenger Hunt & Walk on Walk-off Trolley	Downtown Boston
	Lunch on Own	
6:30PM – Midnight	Cocktail Reception and (Black Tie - Optional) Gala Dinner	Marriott Hotel



▶ **Thursday 12 NOON: BEST SELLING THRILLER WRITER!!** Our confirmed luncheon speaker for Thursday is **Joseph Finder**, whose plan was to become a spy – or maybe a professor of Russian history. Instead, he became a bestselling thriller writer and winner of the International

Thriller Writers Award for Best Novel for **Killer Instinct** (2006), and winner of the *Barry and Gumshoe Awards* for Best Thriller for **Company Man** (2005). Google Joe Finder to read more about this amazing man!

## General Membership Advertising/Sponsorship

\$1,400	Full-page advertisement in conference brochure along with a sign advertising sponsorship of a break and full registration to the conference for two.
\$850	Full page advertisement in conference brochure along with a sign advertising sponsorship of a break.
\$800	Inside front or inside back cover of conference brochure.
\$700	Full page advertisement in conference brochure.
\$350	Half page advertisement in conference brochure.
\$200	Quarter page advertisement in conference brochure.
\$150	Business card size advertisement in conference brochure.
\$200	Hospitality Suite – one night (advertising) – multiple sponsors (includes signage).
\$600	Hospitality Suite – all three nights (includes signage).
\$300	Board lunch and refreshments – multiple sponsors to maximum 4 (includes signage).
\$1,000	Welcome reception – multiple sponsors – continuous recognition (includes signage).
\$500	Delegate tote bags – two sponsors (logos on bags).
\$1,000	Delegate folios – can be shared (includes recognition and signage).
\$600	Seminar refreshment breaks (includes signage).
\$1,000	Seminar lunch – limit two sponsors (includes signage).

## PLATINUM PACKAGE

Cost \$10,000

- Full conference registration for five
- Product booth throughout the conference
- Opportunity to make a presentation at the seminars
- Full size banner prominently displayed throughout conference
- Full page Advertisement on outside cover of conference brochure
- Recognition for sponsorship of welcoming reception
- Attendee list/contact information
- Promotional material to be included in attendee handouts

## GOLD PACKAGE

Cost \$3,000 | Limit to two package

- Full conference registration for two
- Product booth at seminars
- Full size banner prominently displayed throughout conference
- Full page Advertisement on inside cover of conference brochure
- Recognition for sponsorship of Luncheon/Hospitality suite
- Attendee list/contact information
- Promotional material to be included in attendee handouts

## SILVER PACKAGE

Cost \$1,500 | Limit to five package

- Full conference registration for one
- Product booth at seminars
- Full size banner prominently displayed throughout conference
- Full page Advertisement in conference brochure
- Attendee list/contact information
- Promotional material to be included in attendee handouts

## Response to Trivia Question

In our December issue, we had posted the picture below for you to guess the location where this mode of transportation is used. We had one response – from Manish Wadhawan, our member from India – who guessed that the location is Tasmania, Australia. (Thank you, Manish, for taking the time to participate in the Trivia.) Actually, the correct answer is the **Hydrofoil in Vietnam**.

The Hydrofoil is made in Russia, and there is one hydrofoil service, in



particular, that operates in Vietnam. For more information, feel free to view: <http://www.greenlines.com.vn/fleet.aspx> which will provide details on specifications and models of Russian-built Hydrofoils.

If you have anything interesting and educational to share with our members, please send it to us at [editor@ciiz.org](mailto:editor@ciiz.org). Or submit it via our website at [www.ciiz.org](http://www.ciiz.org) ☐

### ADVERTISEMENTS

If you wish to advertise in *The International Councilor*, the advertisement rates are as follows:

Advertising Rates (USD)				
Ad Size	3 issues	6 issues	12 issues	
Full page [9.25 in W x 7.0 in H / 237 mm W x 182 mm H]	200	300	400	
Half page [4.5 in W x 7.0 in H / 115 mm W x 182 mm H]	125	200	275	
Quarter page [4.5 in W x 3.5 in H / 115 mm W x 88 mm H]	75	100	175	
Business card [3.5 in W x 2.0 in H / 89 mm W x 51 mm H]	50	50	75	

Send the artwork in PDF or JPEG file format to us by 5th of every month. All artwork to be sent to [editor@ciiz.org](mailto:editor@ciiz.org). Your support is much appreciated. ☐

## Note from PR Committee

This is our first issue of 2011 and we hope it has been a brilliant start to the year 2011 for you. From now onwards, *The Councilor* will be published every two months. The production of *The Councilor* will not be possible without your support, and we thank you for your contributions. We are always seeking articles relating to privacy, Internet technology, fraud, investigations techniques and new legislation. The education process does not stop in our profession as investigators, and we need to continually share our knowledge and learn from one another.

We will be introducing new sections to *The Councilor* to enable members to contribute in a small way. Maybe it's just news of interest that comes along your way in your daily lives. Feel free to share it with us. We can put it in our *Trivia* column or our brand new *Letters to the Editor* column for you to share your thoughts and opinions.

We will no longer be publishing the new CII applicants here, so please visit the website at [www.ciiz.org](http://www.ciiz.org) for details of new applicants that will be vetted.

We plan to introduce our members to each other so do send us your profiles, too, especially our New Members. As always, I take the opportunity to thank our PR committee (comprising of Ken Cummins, Lois Colley, Joan Beach, Debbra MacDonald, Ed Henry, Kelly Riddle, and Ruth Hoffman-Sales) for their continual support to make *The Councilor* possible.

Best Wishes to all.  
Sheila Ponnosamy  
Chair, PR Committee ☐