

The International Councilor

December 2008

The Newsletter of the Council of International Investigators

Issue 10



For many of us, the coming holiday is a time for family gatherings and displays of well wishes to friends, family and associates. Regardless of country, religion or political affiliation, we all seem to take a few minutes at this time to reflect on the past year. We look at the wonderful things that occurred in many of our lives. We have witnessed new children brought into the world, we have seen some of the hungry fed,

the world came together in friendship at the Olympics and some countries have new and hopeful leaders. These are good news stories and it is important to reflect on them, they bring us hope.

But we also continue to see the world tragedies happening each and every day: young children dying from lack of food and medicine; countries attacked by terrorism; and innocent people killed and tortured. This is when we think and wish for peace around the world. It does not matter your nationality or your religion when we wish for the one global hope of everyone, Peace on this Earth. It is our responsibility to do everything in our power to make this world peaceful for our children and grandchildren and to think of those outside our borders. Each day CII members are from all over the world are

doing this. By working on the cases we do each day, we are stopping criminals from succeeding and preventing terrorists from gaining a foothold in many of our cities and countries.

Do not ever believe we are not playing a role.

The world economy is going through the worst crisis it has faced in many, many years and I know it will be difficult times for some of our members. You are in our thoughts and we all hope that our membership will only gain by this event. We also have members who are sick or have family members who are ill, so please think of them during this season and let them know they have your support and thoughts.

I have said it many times before and it is with a sense of real pride that I am President of CII, a group of the very best investigators in the world. We are also like family and are very good friends, so it is only right that we are in each other thoughts at this time of year.

My family and my staff wish you all the very best of this season and hope that 2009 will be healthy and prosperous for you all. Let us all take a few minutes during this time and wish for peace for our children, grandchildren and those suffering around the world. Merry Christmas, Season's Greetings, Happy Holidays and Happy New Year.

Fred Dehmel, CII President

Marathon donation to Faro College



Centre Mark Jones handing the cheque to student Selwyn Kelly, Back left coach Rui Canario and front right Dra Eliane Cruz.

By Roy Whitehouse

After running his first ever half marathon in Lisbon earlier this year, Mark Jones, supported by his local and international friends and colleagues, (including those of CII who donated), raised 3000 Euros for the AAPACDM in Faro. This is a college for young adults with special

needs. The idea for the fund raising came after Mark visited the college last year and was struck by the enthusiasm the staff and the students have in their college and the activities they are involved in. Being charity run and relying heavily on donations this was the perfect place for Mark to run for.

What's more inspiring is that this was Mark's 50th year and he marked it by doing this half marathon, never having run before.

Dra Eliane Cruz the president of the board of Directors said "As a charity we are always grateful for donations and we are particularly thankful for Mark's efforts, as the money raised was through a sporting event we feel it right that the funds will be used towards our athletic and sporting program. We already have 9 students who are national champions. Sporting activities help in the fight for equality of opportunities for our students."

This particular donation will assist with transport to national championships and the purchase of equipment.

The college has an "adapted sports club" doing a variety of activities such as athletics, tennis, rowing, canoeing, football, swimming.

They do not have any official sponsors so money is always difficult to find. If you would like to give a donation or raise money through sporting activities or become an official sponsor please contact Dra Eliane Cruz on +351 289 880700.

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Joe Cabrejos named Hawaii's Top Cop!



CII member Joe Cabrejos, of Goodenow Associates Inc., in Honolulu, Hawaii, (pictured above front row) was recently named "Top Cop".

On October 30, 2008, Joe was awarded the TOP COP award at the 24th Annual Law Enforcement/Security Appreciation Luncheon.

He received the Award in recognition of his 25 year career as a Private Investigator and for his leadership as President of the Hawaii Joint Police Association (HJPA), the State's professional organization. At right, Joe and his wife Susan, photographed at the ceremony.

Congratulations, Joe!



Stepping out of the man's shadow

Emergence of women investigators

By Sheila Ponnosamy

Mainguard International (S) Pte Ltd

Mention the word "private eye" and the image of a man with a trench coat, hat and dark glasses will conjure in the minds of most people. When a woman announces that she is a PI, the first reaction that can be expected is a blank stare. This may be followed by an aroused curiosity if she can actually do karate chops, run and jump in her stilettos like in Charlie Angels. (And if she is anything like my size, one would be wondering how she can swing from one building to another on a tight rope without bringing down the buildings! The secret is that what you see is all the work of media graphics in today's age of computer and cyber technology!)

There is always an air of mystery and intrigue that surrounds the notion of private investigations. The private investigations business is an interesting and fascinating industry. However, it is seldom as dramatic and sensational as the media portrays it. In fact, most private investigators – men and women alike do not have any tell-tale signs obvious to the public that they are investigators. If they did, it would defeat the purpose of being a "private eye", because the nature of the job requires their identity and work to be unknown in most cases as investigations are normally supposed to be discreet.

Another assumption that people make is that investigations can only be directed by a man. When people think of investigations, the work of the police comes to mind. Private investigators are normally former police officers who have retired from the public service and conducting investigations commercially as part of their second career.

While the assumption is true particularly in Asia where the private investigations industry is still at its infant stage, there is an emergence of women investigators as the business develops. The majority of these women from Asia are wives or daughters of private investigators who have worked closely and learnt the trade from their husbands or fathers. They have been the pillars of support in managing the clients, operatives and compiling the reports.

As a private investigations business is built from scratch after the man retires from his law enforcement or military profession, he normally seeks the help of trusted persons to provide the administrative support as he builds the business. The nature of private investigations work requires strict client confidentiality so the key tasks are normally delegated to trusted persons within the firm. This trusted personal assistant is usually the wife who ends up working with him, and later the support network extends to his children once they have completed their formal education.

Private investigations is where the skills required can be best acquired and learned through hands on experience. Formal education only complements the knowledge attained through work experience.



Skills of an Investigator

So how does a woman succeed in the male dominated PI industry in Asia? From my own observations, be it for a man or woman, the key traits required for you to succeed in the investigations business are as follows:

Passion – this is the driving quality for success in the investigations business. If you have no passion for the work that you do, you will not be motivated to work hard at it. There are no set hours for investigations. Depending on the requirements of each case, you may end up with working on weekends and the wee hours into the mornings. This is not just for those involved in surveillance work. Even for those doing desk bound tasks such as report production, there are deadlines that have to be met to comply with legal requirements. You must

want to be involved in the case. You must want to help your client. You must want to get to the bottom of the matter to uncover the facts of the case! All these "wants" require passion and self motivation to steer you to doing the work. Most women take on every task and responsibilities as their babies that they nurture, especially if they are involved in the process from the very beginning.

Aptitude – either you have a knack of being able to obtain information that you need for the case or you don't. It is an ability that comes naturally. A lot of investigations work relies on the 6th sense. You can tell when something about what you see or hear is not right. You know when you have to inquire more, or dig deeper into the matter.

Inquisitive nature - Women are known to have an inquisi-

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Stepping out of the man's shadow

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tive nature. To put it in local context, it is common knowledge that we women are known to be "kaypoh". Due to this genetic ability, women are more observant. They tend to read and analyse situations and their environment. And they never just accept what you say as the gospel truth. Beneath the smiles, the brains are ticking – analysing, deciphering between the lines of everything that you say and do. That is why men always say you can't win with women because they will be forever dissecting how you think, how you act, what you say. On a positive note, this need to uncover the truth is an excellent stimulus for good investigations work. Women love solving problems, puzzles and they go into great details. This maternal nature makes women natural born investigators!

Management abilities – women have a natural ability to multi-task. A woman wears many hats in her life. She may be a manager at work, but at home, she is a mother, a wife and also a daughter. She has to see that everyone's needs are met so she is used to satisfying the needs of a number of different people at the same time. Her maternal instinct gives her an innate sense of compassion and her respect is earned not by her public achievements but how she makes people feel about themselves. This is one reason why women make good investigations managers.

She is able to delegate tasks – and they do it because they want to please her, and not just because they get paid to do it. This unique trait about women is why men can never understand why he would go out of the way for a woman even though it is not love.

Women investigators can handle a number of investigations cases simultaneously at a time without getting confused. This is the same as she would know and remember all the ingredients that go into the dishes that she cooks. And how she would remember everyone's likes and dislikes and she will go out of her way to ensure that she cooks everyone's favourite dishes.

She has patience when dealing with difficult clients – just as she may have demanding husband, children and parents to cope with on the home front.

Diverse Nature of Investigations

Another reason why women are succeeding well in the investigations industry is the nature of investigations work.

The common perception in investigations is surveillance work. Surveillance requires long hours of video recording and photography skills which is in the male domain.

However, the face of investigations is also expanding to other areas in the corporate sector such as background checks, fraud investigations, and insurance verification. Other than surveillance, information gathering is also done through re-

search. Research is done using databases available to the public at different offices, or through the Internet. Research is also done by interviewing people.

There is more to ground-work than surveillance.

Women investigators are successful in retrieving information from people in interviews because witnesses or subjects are more likely to speak to them due to their non-threatening nature. Curiosity is also a woman's second nature so it is not unusual for her to ask many questions and people are more likely to talk to her.

Being detailed, there are "no stones unturned" when a

woman is doing her research and analysis in her report. She will prod, query and address all issues, making her client feel that she cares for their case – which is not an illusion that she gives but she really does care! A woman's innate nature is she likes to see everyone happy. Hence, she is always happy to ensure that her client is satisfied so she will ensure that the delivery of the client reports is to their satisfaction.

Honey trapping

Recently in Singapore, the private investigations industry came under scrutiny on the issue of its ethics in using "honey trappers" – the use of attractive women to charm a man. Specifically the news article talks of women who are paranoid about cheating husbands and engage private investigators to put her husband to the test.

The James Bond movies are often remembered for their women - the attractive sexy women who are trained to manipulate Bond into revealing his secrets to them. Honey trapping carries a negative perception for women investigators as it projects all women investigators as mere sex objects – the forbidden fruit used by the devil to tempt Adam to commit sin.

Nothing can be further from the truth for professional



Amnopyorn Maneewan, Thailand's foremost female private eye at work in one of Bangkok's notorious "girlie bar" areas in Bangkok. Earlier this year she published a book, "They Had Me Spy on Cheating Husbands," about her 10-year career as a PI specializing in cases involving infidelity.

PHOTO: EPA

CII member proves client's innocence in "rape" case

By Ron Troutman

A client just sent me a copy of his book *Return to Common Sense*, by David Dickerson. While his book primarily discusses plutocracy, e-government, and cross cultural business strategies, he titled one chapter "Guilty of Innocence" and described how a lack of police protocol ruined his political and professional career. My firm and the investigation we conducted received the author's praise in the chapter describing the ordeal.

In the summer of 2006 Mr. Dickerson, with a Ph.D from Cambridge University (U.K.) was a Maryland candidate for the U.S. Senate. In that summer he was also charged with crimes against his

much younger Latvian wife. In a bizarre twist of events where his wife was seeking medical attention for post partum depression, a medical staff thought she was reporting a rape, as did the detective who was called to the hospital. Mrs. Dickerson spoke very little English and neither the medical staff or police investigators spoke Russian. Mr. Dickerson was soon placed under arrest for rape and false imprisonment. The media did what they do and with no one to turn to or even speak to for that matter, Mrs. Dickerson went into hiding. Through contacts in Baltimore, New York, and Latvia she was located and reunited with her mother in Latvia while we focused on the criminal defense litigation.

We were able to produce evidence that the police investigator failed to follow protocol and failed to conduct a thorough investigation prior to filing charges. Other evidence suggesting police misconduct was also discovered. Security video tape was recovered placing Mr. Dickerson away from the alleged crime scene. With this evidence before him, the State's Attorney dropped all criminal charges. Still, Mr. Dickerson's political career was ruined, his professional career has at least suffered, and his family spent more than \$40,000 U.S. in his defense.

*R.P. Troutman & Associates, Inc.
Investigations/Protection/Consulting*

Stepping out of the shadows

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women investigators. While we may not suffer from self esteem issues over our looks, we are definitely not known only for our sex appeal. The reality is that women investigators can look like your next door Auntie and come from diverse backgrounds. Some are housewives turned investigators, others could be graduates, former corporate executives, nurses, lawyers, accountants, psychologists etc. Many are mothers and grandmothers.

Investigations, especially in Asia is a growing and booming industry today. There is so much scope for business development. My thoughts are women should not fear being in an industry dominated by men as they have their strengths, and we women serve to complement the work that they do with our own capabilities.

In the words of former British Prime Minister - Margaret Thatcher, "The cock may crow but it is the hens that lay eggs"!

About Sheila

Sheila is from the Kalastree family. Her father, Major (ret) P. Kalastree founded Mainguard International (S) Pte Ltd, an international investigations firm specialising in corporate investigations through out the Asia-Pacific countries.

A Masters graduate, Sheila manages the business at Mainguard International (S) Pte Ltd. She was an Events Manager and Conference Producer in Australia before devoting her career to international corporate investigations work in the last 10 years.

She is a member of the Council of International Investigators, and she is also on the US based industry groups like Amazing Women Investigators and Female Legal Investiga-



Charles Rahn, Gurnam Singh, Jack Burke and Alana Burke, during the CII Gala Banquet in Halifax, NS.

Our man in China — Jack Chu

Mr. Jack Chu, is Chairman & President of RA Consultants Ltd. since 2000. Mr. Jack Chu was VP of Renful Security Group based in HK from 1995 to 2000.

With its headquarters in Hong Kong and offices elsewhere in the People's Republic of China (PRC) like Beijing, Shanghai, Shenzhen, Fuzhou, Xiamen and Dalian, RA Consultants Ltd. have close and wide-ranging connections with high-ranking PRC officials and institutions. RA is able to offer its clients a comprehensive range of related services which can be divided into the following key areas: Protective Services, Investigative Services, Intellectual Property Protection, Risk Management & Research on Competitors. RA will maintain a high professional and ethical standard, delivering a quality service to its clients.

Mr. Chu has enriched his career with his 30 years' experiences in the field of Security. Having

worked in Chinese law enforcement for more than 20 years in China and Hong Kong, Mr. Chu has dedicated himself to work in the private corporations for the latest 10 years. Also, he is a member of the ASIS International Investigation Council where he dedicated himself to assure the continued growth of the association. Mr. CHU is also a member of Intelnet, W.A.D and CII.

Mr. Chu possesses a postgraduate qualification in International Politics from the London School of Economics. He is an acknowledged expert in Chinese law and foreign policy after graduating from Hebei University in China.



Jack Chu



Steve Bibler and family take on Virginia!
Joan Beach, centre, tours the Bibler family in Alexandria, Virginia.

CII comes to AUSTRALIA



**Australia
welcomes
the Council
of
International
Investigators**



- **The 2009 AGM will be held in beautiful Surfers Paradise Australia (The Gold Coast of Australia)**
- **September 1 through September 5**
- **Stay at the Courtyard Marriot with its excellent golf courses, luxurious day spas and exciting parks and tours.**



Questions, no worries mate.
Contact ken@glasskey.org

Interested in more information on the area, the places to see and the fun things to do? Put the following address into your computer and take a "virtual" trip of the area!

<http://www.queenslandholidays.com.au/destinations/gold-coast/places-to-visit/surfers-paradise/>

Globe Detective Agency and Mainguard International commence joint venture

Globe Detective Agency Private Limited, a pioneer and the leader in Private Investigation and Security Solutions in India, has gone overseas to tap private investigation work worldwide. For this Globe has established a new joint venture with Mr. Ponno Kalastree of Mainguard International Pte. Ltd. in Singapore under the name Globe Mainguard Alliance Pte. Ltd..

Mainguard International [S] Pte Limited [Singapore] was founded by Major (ret) Ponnosamy Kalastree in the year 1974. It is a licensed company engaged in providing corporate and personal investigations in the Asia-Pacific region for the last 32 years.

According to Mr. Sachit Kumar, the Director of Globe Detective Agency Private Limited, "This joint venture will help us to extend our services worldwide." Globe can now provide worldwide investigative services to its patrons.



Mr. Ponno Kalastree of Mainguard International Pte Ltd, left, and Mr. Sachit Kumar of Globe Detective Agency Private Limited, right, celebrate their Joint Venture as Partners in GLOBE MAINGUARD ALLIANCE PTE LTD.

The Shadow Factory

Book Review by Glenn Eiden

The Shadow Factory By: James Bamford

The Ultra-Secret NSA from 9/11 to the Eavesdropping on America Doubleday 2008—from the best selling author of *Body of Secrets*, and *The Puzzle Factory*

The author is a foremost expert on the National Security Agency, and in this book charts its transformation since 9/11. The author relates the full story of the NSA's warrantless eavesdropping operation—a program so illegal it caused the attorney general, the deputy attorney general, and the FBI director to threaten to resign because of it. Has America become a surveillance state?

This book touches every country where we have CII members. A must read for members of our profession.



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Merry Christmas &
Happy New Year