



WORLD ASSOCIATION OF DETECTIVES

# W.A.D. NEWS

Vol. 57, Issue 2 [www.wad.net](http://www.wad.net) April 2006

## W.A.D. Honors the Memory of Adil Naidu

*a beloved colleague and friend*



### Inside this issue:

Tribute to Adil Naidu

Tokyo Conference

Legislation from Around the World



Panoramic Consulting Limited  
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# W.A.D. NEWS

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Sharon Hilke

**Newsletter Committee**  
Richard D. Jacques-Turner, Chair  
Robert A. Heales

## Submission of Articles

All expressions of opinions and statements are published on the authority of the writer over whose signature they appear and cannot be regarded as expressing the views or policies of the **World Association of Detectives**. Articles submitted by other than the author shall require the author's written permission.

## Article and Advertising Deadlines

**February issue:** January 1  
**April issue:** March 1  
**June issue:** May 1  
**August issue:** July 1  
**October issue:** September 1  
**December issue:** November 1

## Advertising

Acceptance of advertising does not constitute W.A.D.'s endorsement or warranty of any products or services. All advertisements must be received in the correct size and must be remitted with a completed W.A.D. Advertising form, along with payment in full. Advertisements should be submitted in PDF or JPG file format.

## Non-Member Advertising Rates

Advertising rates for non-members are 50% higher than those for members as stated on the W.A.D. Advertising form. The minimum advertising space for non-members is a quarter-page advertisement.

*The Association reserves the right to refuse advertising.*

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# PRESIDENTIAL BRIEFING



Over the past 35 years or so I have learned a lot from being in the Security Industry. One of the things I have learned is that whereby “principle” is important, it also can become non cost-effective.

Most of us in WAD are business owners, and have sound principles and practices. Most of us don’t like hearing the word “No,” or being told that we are wrong; however, sometimes fresh ideas and new blood help expand our horizons. Through the years, Vinson has acquired a few companies, and one of the things that I have learned from these acquisitions is that management change is always difficult for those selling their companies. There is always a statement like “The way we used to do it” or “We’ve never done in that way before,” etc.

The World Association of Detectives has reached a milestone in its history; for the first time in 78 years we have gone outside the Association to hire someone to manage the day-to-day affairs of our business. Sharon is a stranger to most of us, especially for those of us who were not in Tenerife, when she applied for the position of Executive Director with WAD. Over the years we have all become comfortable with one another, not only through WAD, but through local and other National and International associations.

Unfortunately, Sharon was not involved in these various groups, and this has eliminated her activities with most of us. I have only met Sharon a couple of times, but have spoken with her several times since we hired her as our Executive Director. I feel that her technical knowledge is far more advanced than anyone we have had in this position in the past. I also feel we will make tremendous strides with her vast experience in electronic technology, and bring our Association to another level.

We will become streamlined and more efficient, thereby becoming more cost-effective. I encourage everyone’s support and cooperation during this era. I think that as soon as everyone has the opportunity to meet with Sharon, they will become more comfortable with her position as our Executive Director.



**J D Vinson, Jr.**

Over the next year the members of the Association will have an opportunity to attend our Conference in Tokyo. We have begged Sumio Hiroshima for years to host this Conference...and he has finally consented. Sumio promises to put on the greatest Conference this Association has ever seen.

I am excited about seeing these changes take place, and feel they will be for the betterment of the World Association of Detectives.

*J D Vinson, Jr.*  
PRESIDENT



# FROM THE CHAIRMEN'S PEN

Dear Members: It is with great sadness that we lost our beloved colleague, Adil Naidu on April 6, 2006. Adil's wife, Siti, found these inspiring words from Adil when she was going through his writings and notes. It was intended to be his final message to his friends and colleagues at W.A.D.



**Adil Naidu**

*Live a life that matters*

Live a life that matters.

Ready or not, someday it will all come to an end.

There will be no more sunrises, no minutes, hours or days.

All the things you collected, whether treasured or forgotten, will pass to someone else.

Your wealth, fame and temporal power will shrivel to irrelevance.

It will not matter what you owned or what you were owed.

Your grudges, resentments, frustrations, and jealousies will finally disappear.

So, too, your hopes, ambitions, plans, and to-do lists will expire.

The wins and losses that once seemed so important will fade away.

It won't matter where you come from, or on what side of the tracks you lived, at the end.

It won't matter whether you were beautiful or brilliant.

Even your gender and skin colour will be irrelevant.

So what will matter? How will the value of your days be measured?

What will matter is not what you bought, but what you built;

Not what you got, but what you gave.

What will matter is not your success, but your significance.

What will matter is not what you learned, but what you taught.

What will matter is every act of integrity, compassion, courage or sacrifice that enriched, empowered or encouraged others to emulate your example.

What will matter is not your competence, but your character.

What will matter is not how many people you knew, but how many will feel a lasting loss when you're gone.

What will matter is not your memories, but the memories that live in those who loved you.

What will matter is how long you will be remembered, by whom and for what.

Living a life that matters doesn't happen by accident.

It's not a matter of circumstances but of choice.

Choose to live a life that matters!

*Adil Naidu*

**Chairman of the Board**

# Adil Naidu

*in fond remembrance of a dear and beloved colleague and friend*

The passing of Adil was felt in every corner of the world. So much sadness that he was gone, so much joy in remembrance of what a remarkable man he was, and so much support for his lovely wife, Siti, and their family. Adil was a remarkable man, who was loved and respected by all that had the good fortune to know him. He was a truly and uniquely wonderful person. It only took a few moments in his company to know that this was a person of great kindness.



## Adil Naidu – A Rare and Gentle Man

There are a very few people in this world who do not seem to have a single enemy, who everybody likes and who speak ill of no-one. Adil Naidu was one of these rare individuals. Everyone who met Adil was made to feel special and very soon considered him a friend.

Adil joined W.A.D. in 1996 and immediately became active in working for the Association. At the Chicago Conference in 1999 our then President, Werner Sachse, appointed him as Sergeant at Arms. In 2000 Adil and his wife Siti hosted the W.A.D. Diamond Jubilee Conference at the Sunway Lagoon Resort Hotel, Kuala Lumpur, Malaysia. It was an outstanding success and one of our very best Annual Conferences. Unsurprisingly, having seen what a consummate organiser he was, the membership elected Adil to the Board of Directors. Just two short years later, at our Mid-Term Board meeting in Washington DC, due to the resignation of James Brewer, Adil was elected as 3rd Vice President. He came in as our President at our 2004 Conference in Moscow and I remember asking Adil who he would like to swear him in as President. I should mention at this point that it is customary for an incoming President to be allowed to choose a friend and Past President to conduct the swearing-in ceremony. I have to say I was deeply touched when Adil asked me to swear him in.

Sadly, Moscow was the last meeting where we saw Adil in good health and I am so glad that he was able to enjoy his incoming night as our President. By the time of our Mid-Term Board meeting in Rhodes, Adil's health had undergone a profound change and I was scarcely able to recognise my friend from the man I had seen just 8 months earlier in Moscow. It was a great shock to all of us but we had hoped that his strength of character and fighting spirit would bring him through his illness and he would join us in Las Vegas fully restored to health. As time went by, however, it became apparent that Adil's health was continuing to deteriorate and

I became more and more convinced that he would not be fit enough to make the long journey to Las Vegas. However, I had underestimated the courage of the man and his dedication to our Association. Adil was determined to be there with us, as our President, no matter what the cost to him personally. I had the privilege of sitting next to him in the three business meetings and, despite the fact that he was in great pain and discomfort, I heard not one word of complaint or self pity from him during the entire Conference. I'm sure that Adil knew how much we all loved and admired him and hope that this knowledge gave him comfort in his last days. He should also have known that we would all be here for Siti at this tragic time and that the thoughts and prayers of the entire W.A.D. family are with her. We all remember a great friend, a dedicated family man and a loving husband. Siti, we all stand ready to help and support you in whatever way we can. Maureen and I send our heartfelt condolences.

*– Richard Jacques-Turner*

Dear Siti,

I have known you and Adil since many many years. Adil has been a very special friend for over 20 years. It was he who introduced me to the business of Investigations, for which I am going to be indebted to him for ever. And it was because of my introducing your brother Ponno to Adil that you met Adil.

In him the world has lost a very honourable man. A man so gifted and loved is wanted by all. Even God wanted him to be with him. And no one can go against God's will.

*– Pawan Ahluwalia*

[CONTINUED ON PAGE 8]

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# Adil Naidu

*in fond remembrance of a dear and beloved colleague and friend*

To the W.A.D. family, a star has fallen but not forgotten. Who will forget the euphoria of Malaysia in 2000. Adil definitely is a gem that passed so quickly but endeared in our hearts. God bless his good soul.

– *Johnson Okebukola, Esq.*

Adil was a fine man, a gentleman in the best sense of the word. He handled the pain and difficulties brought on by his illness with great courage and class. His wife, Siti, is a wonderful woman and supported him all the way. He was really too ill to be traveling to Las Vegas, but Adil wanted to complete his duties and pass on his leadership role at WAD and most importantly, he wanted to spend time with his friends and colleagues. Adil sincerely believed in promoting a genuine international association of investigators. He always reached out to others and tried to get them involved in the organization. He is the kind of professional we all want to emulate and associate with. He demonstrated that you can be ethical, supportive of others, especially people new to the field or to the organization, and still be successful.

Adil had a larger vision about mankind and if you had a chance to talk to him about the big issues facing the world you could see that he really believed in the family of man and the importance of respect and understanding between all peoples. In that sense, Adil was a natural ambassador. It was impossible to know him and not like and respect him.

– *David Sullivan*

I am devastated. Adil is no more. I am at a loss for what to say. Ever since the first time I met him in Kuala Lumpur in 2000, I found in him a true friend endowed with humility, love, care and uprightness of extraordinary levels, unmatched. He was a truly wonderful person and easily the finest soul I have known. His friendship with me was the high point of my life.

We are all now poorer and set back for having lost one of our noblest companions. Farzana joins me in expressing her grief. We pray that God gives you, the children, the family, the business the strength to recover from this tragic loss. Amen. “Everyone must return to the Maker.”

– *Rashid Ali Malik*

Often we are too busy to stop and listen. We have plans and meetings; we have bottom lines and customers to satisfy. We have markets to conquer and friends to impress. And through it all we somehow convince ourselves that we are on the right track. A true change happened for me less than a year ago at the WAD Conference in Las Vegas, from a simple act of kindness and the luck of being in the right place at the right time.

As my eyes scanned the reception, I paused on a man standing just feet to my right. He was frail, but distinguished. He was surrounded by men and women from India and the Far East. From around the room they came, from Europe, the East and the Americas, one by one to wish their greetings and sincere happiness for being in his company. I found myself captivated by this man for what seemed like an eternity. As I watched and tried to understand the soft whispers and broken English from those that approached, his smile only left his face momentarily, as he hid his signs of pain. The condition that made his body frail also made him look for support on the closest chair back.

It is hard to explain, let alone express, what lies within a man. The most gifted are those that are unafraid to express the inexpressible, unconcerned with what the world thinks, confident in their beliefs and satisfied with the outcomes of their dreams. The greatness and spirit within this man shined like a beacon of light to those ships in need of direction. At that time, I was that ship in un-chartered waters.

I had never met this man, but instinctively offered him my chair. With a simple smile, the gesture was understood. He sat and we talked for hours. I listened to the stories of hiding in abandon warehouses and in the back seats of cars with his trusted Investigative Alliances. I heard of far off lands that I would someday enjoy. I was quietly instructed to “make friends here, they are good people.” Descriptions of destination locations that to me, seemed like an exotic movie script, were nothing more than thoughts of his friends, his home, his loving family in Malaysia and a profession that he was proud to call a career.

The world often forgets to look and listen for its true leaders. We search to see greatness in others that we don’t find within ourselves. We rely on political and religious elected officials to make our decisions. We are on a constant search for justification of goodness in the acts of others, and we accept dogma because the alternative is too difficult to simply devote our lives to. For that moment, that brief moment in life, I was fortunate to see light shine, in all of its glory, and meet a distinguished gentleman. Adil’s passing, and the inability to talk to him face-to-face one last time in Bangkok, will forever be a low point in my personal and professional life.

So on behalf of all that were fortunate enough, for this short period in our own existence to call him friend, I raise my glass for this next part of your journey Adil. May our paths cross again my friend, so we may continue our conversation where we left off.

*Christopher R. Bauer*

# FROM THE EXECUTIVE DIRECTOR



We are all deeply saddened by the loss of **Adil Naidu**. As you can see from the testimonials and the many messages on our Listserv, Adil was dearly loved and admired. We not only lost a colleague and a friend, but we lost a valued member of the Board of Directors. As Chairman of the Board, Adil brought leadership, integrity, and his sense of fairness to that position. Adil could always be counted on to be diplomatic and even-handed in all matters that he addressed. Our prayers are with Siti and their children, Nabil and Juliana.

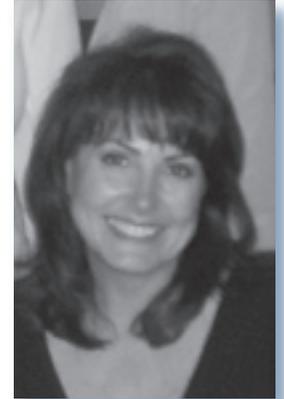
Past President and Past Chairman of the Board **John Talaganis** was asked to fill the void left by Adil's passing. John graciously accepted and he will be serving as Chairman of the Board for the remainder of the term. John brings to that position his vast experience on the WAD Board and we thank him for accepting this responsibility.

We hope that you have all visited the new WAD website and that you are pleased with not only the new and professional look, but also with the way the website functions. You may notice that the past problems with the website going down have been eliminated.

The online Membership Directory is one of the most-improved features of our website. Your personal listing now includes the full explanation of Specialty Codes, which eliminates the additional step of looking up the abbreviated codes to determine what special services are offered. You now have the convenience of registering for the Annual Conference and Mid-Term meetings online, which will save you both time and make it easier for you to attend our events.

You will notice that the *WAD Report* is now in full color. We think this added feature raises the professionalism of this publication and we hope you are happy with the new look.

**Sumio Hiroshima** has done a wonderful job on our Annual Conference in Tokyo. This should be one of our finest programs. There is much to see and do in Tokyo. If you have ever dreamed of going to Japan one day, the WAD Conference is a great way to make this happen. We have arranged a very reasonable room rate of US \$159.00 at the New Otani Hotel, one of the finest hotels in Tokyo. Our sincere appreciation and thanks to **Bob Heales** who worked diligently on contracting with the New Otani for this Conference and in assisting Sumio with the meeting arrangements.



**Sharon Hilke**

The Executive Committee of the Board has decided to replace the annual "date plate" of your membership plaque with a new "Member" plate. This means that you will only have to replace your old date plate with the new plate one time. You will no longer have to update your plaque each year. Not only is this a greater convenience for you, it is also a significant cost savings to the association. You will be receiving your "Member" plate in the mail shortly, along with your WAD Membership Card.

I would like to thank your President, **JD Vinson**, for his leadership and guidance. He has been an invaluable resource to me as I continue to learn something new each day. Although still dealing with the devastating impact of Hurricane Katrina, JD has been very generous with his time.

As always, my best regards to you.

*Dear Friends,*

It has been over two weeks that Adil has left us and there is certainly a large vacuum in our life. The kids are beginning to feel his absence, but in God's way, it is through their love for their Daddy that is helping them and me cope.

I would like to thank you, the family of WAD, for your overwhelming messages reflecting how truly a great guy Adil was and how he has touched so many people, and I am proud of him. This in turn is giving me greater strength to carry on with Adil's aspirations and dedication to his profession. Corporate Risks Consulting Sdn Bhd, a company Adil founded more than 16 years ago, shall continue to exist, maintaining the level of professionalism and standards Adil had set forth.

We appreciate the words of sympathies, encouragements, and the warm care and concern of WAD members, expressed through the many e-mails and cards we received.

Once again, thank you my friends,

With Best Regards,

**Siti, Nabil and Juliana Naidu**

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# MID TERM REPORT

## W.A.D. MID-TERM BOARD MEETING IN THE "LAND OF SMILES"



Considering the fact that Thailand is a very long journey for the vast majority of W.A.D. members, the Mid-Term Board meeting in Bangkok was a great success. There is little wonder that Thailand is known as "The Land of Smiles." From the time we arrived at Bangkok airport to the day we left, it is hard to remember a face that was not smiling and happy.

The meeting commenced with our usual evening cocktail party on March 2nd, followed the next day by a lengthy Board meeting chaired, in the absence of our Chairman of the Board, by President JD Vinson, Jr. We, of course, were very sad that Adil was unable to be with us but, as events have subsequently proved, he was much too ill to travel to the meeting. On March 4th we were treated to a tour of Bangkok and some of its spectacular temples, followed by an excellent farewell dinner.

The Shangri-La Hotel, chosen by our Conference Chairman, Bob Heales, and Conference Host, Davie Milne, proved to be outstanding and the accommodation, food and service were all excellent. There was also nightly entertainment in the bar of the hotel's Italian restaurant from a talented trio from the Philippines fronted by Lilibeth Antonio, a woman with a quite fantastic voice who, in the unlikely event of her not knowing the song you

requested, would go to the Internet, look up the words and music and return the following evening to perform the song magnificently. So popular was the trio that the bar was packed every night of the week except Monday – Lilibeth's night off.

It was announced that James King had resigned as a Board Member and Gerd Hoffmann, Jr. was elected in Jim's place. As well as the Board Members, it was good to see other Members in attendance at the Board Meeting, who were:

*Mark Grover, Australia; Jack Chu, Hong Kong; Navzar Maneckshaw, Ajit Singh, Kunwar Vikram Singh and Shivindra Singh, all India; Jin-Ho (Andy) Seo, South Korea; Jeffrey Williams, Philippines; Christopher Bauer, John Jones, Art League, Vance Lommen and Tim McIntyre, all USA; together with Sergeant-at-Arms and local Host Davie Milne, Thailand.*

There was participation by some of the non-Board Members in attendance, by permission of the Chairman, and it was gratifying that Members were taking an interest in the Association's affairs.

All of the Association's business was conducted in an efficient and professional manner and it was a most successful and enjoyable meeting.

From the time we arrived at Bangkok airport to the day we left, it is hard to remember a face that was not smiling and happy.

# MID TERM PHOTOS



1. 2nd VP Allen Cardoza, President JD Vinson, 1st VP Eric Shelmerdine, 3rd VP Greg Scott
2. Board of Directors Meeting
3. Member Christopher Bauer (USA) addresses the Board
4. Ajit Singh, Khushnama Sethna, Navzar Maneckshaw (India)
5. Ann Shelmerdine (England), Shivindra Singh (India), Maureen Jacques-Turner (England)
6. Jeffrey Williams (Philippines), Ted Kavowras (Hong Kong), Paul Bromberg (Thailand)
7. Jin-Ho "Andy" Seo (South Korea), President JD Vinson (USA), S J Park (South Korea)

# MID TERM PHOTOS



- 8. *Kim King (USA), Guest, Mark Grover (Australia), Warren Mallard (Australia)*
- 9. *Lothar & Annelie Kimm, Werner & Hanne Sachse (Germany)*
- 10. *Miharu Takahama, Sumio Hiroshima (Japan)*
- 11. *Dato Mohamad Som Sulaiman (Malaysia), Greg Scott, Jim Foster, David Grimes (USA)*
- 12. *RP Chauhan, Kunwar Singh (India), Guest, Shivindra Singh (India)*
- 13. *Teck Hooi How, Sen Moy Lim, Anizah Lop (Malaysia)*
- 14. *Tim & Ruth McIntyre (USA), David Milne (Thailand), Jim Foster (USA)*



# 2006 Annual Conference Tokyo, Japan August 21-24, 2006

## Monday, August 21

Arrival Day  
 Registration .....09:00 - 18:00  
 Board of Directors Meeting ..... 12:30 - 16:00  
 Welcome Reception ..... 18:00 - 19:30

## Tuesday, August 22

Opening Ceremony .....09:00 - 09:30  
 General Business Meeting .....09:30 - 11:00  
 Past President's Brunch ..... 11:00 - 12:00  
 General Business Meeting ..... 12:30 - 14:00  
 Coffee Break ..... 14:00 - 14:20  
 General Business Meeting ..... 14:20 - 16:00  
 Dinner ..... 18:00 - 20:30

*The Dinner is graciously hosted by Conference Host Sumio Hiroshima in celebration of his company's 90th Anniversary*

### Accommodations:

The New Otani Hotel  
 4-1 Kioi-cho, Chiyoda-ku  
 Tokyo 102-8578  
[www.newotanihotels.com/tokyo/](http://www.newotanihotels.com/tokyo/)

### Hotel Rate: US \$159.00

The US Dollar rate has gotten stronger against the Yen and it's possible that the rate may be even better.

**Exchange Rate:** To determine the current exchange rate, try <http://www.oanda.com/convert/classic>

**Reservations:** Reservations must be made through Art Pili, the group sales manager at the New Otani. Reservations cannot be made through the W.A.D. office.  
 Telephone: +1-213-362-0634 / +1-800-421-8795  
 Fax: +1-213-620-9808  
 Email: [apili@newotanihotels.com](mailto:apili@newotanihotels.com)

## Wednesday, August 23

The Present Global PI Situation .....09:00 - 09:55  
 Intl. Utility of Economic Exchange and Private Investigation ..... 10:05 - 10:55  
 Protect Your Interest in China ..... 11:05 - 12:00  
 City Tour ..... 14:00 - 19:00

## Thursday, August 24

Counterfeiting of Goods: Risk and Link to Terrorism .....09:00 - 09:55  
 Seminar: To Be Announced ..... 10:05 - 10:55  
 Crossing Intl. Borders: Convergence of Security & Investigations ..... 11:05 - 12:00  
 Incoming Board of Directors ..... 13:30 - 16:00  
 Cocktail Reception ..... 18:00 - 19:00  
 Gala Banquet ..... 19:00 - 22:00

## Friday, August 25

Optional City Tour to Nikko (whole day tour)

### Hotel Registration Form:

#### Group Name: WAD / World Association of Detectives

Date of Arrival: \_\_\_\_\_ Date of Departure: \_\_\_\_\_

Number of Rooms: \_\_\_\_\_ # of Persons in each room: \_\_\_\_\_

Special Requests:  Smoking  Non-Smoking

Special Requests:  King bed  2 Double beds

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City / State / Country / Postal or Zip Code: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Phone Number: \_\_\_\_\_

Fax Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

Credit Card:  Visa  MasterCard  American Express

Credit Card Number: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_ Exp.: \_\_\_\_\_

**Reservations must be made through Art Pili at the New Otani Hotel.** Please see "Reservations" section on this page.

# 2006 Annual Conference Registration

**Registration includes the all of the events, seminars and meal functions listed in the program, except for the optional city tour on Friday, August 25.**

**Member Registration:** WAD Members

**Guest Registration:** Family members and employees of a registered WAD member.

**Child Registration:** Child under the age of 18

- W.A.D. Member ..... US \$300.00      Name \_\_\_\_\_  
 *This is my 1st W.A.D. meeting*
- Guest..... US \$250.00      Name \_\_\_\_\_  
 *This is my 1st W.A.D. meeting*
- Child ..... US \$180.00      Name \_\_\_\_\_
- Non-Member ..... US \$350.00      Name \_\_\_\_\_  
 *This is my 1st W.A.D. meeting*
- Optional Tour of Nikko (Fri.) ..US \$100.00      Name(s) \_\_\_\_\_  
*This is a full-day tour.*

Agency \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Country \_\_\_\_\_

Telephone \_\_\_\_\_ Email \_\_\_\_\_

**You may also register for the conference online at [www.wad.net](http://www.wad.net)**

**Sponsorships:**

Sponsors will receive recognition at the Conference and in the *WAD News*.

- Platinum Corporate Sponsor ..... US \$4,000.00      Name \_\_\_\_\_
- Gold Corporate Sponsor ..... US \$2,500.00      Agency \_\_\_\_\_
- Silver Corporate Sponsor ..... US \$1,500.00      City \_\_\_\_\_
- Bronze Corporate Sponsor ..... US \$1,000.00      State \_\_\_\_\_
- Seminar Sponsor ..... US \$ 750.00      Country \_\_\_\_\_
- Past President's Brunch Sponsor . US \$ 200.00      Email \_\_\_\_\_
- Coffee Break Sponsor ..... US \$ 100.00

**Payment:**

- Check made payable to W.A.D. – Must be drawn on a U.S. Bank and in U.S. Dollars  
*We cannot accept wire transfers, direct deposits or payment by Western Union.*
- Credit Card: Visa / MasterCard / American Express  
 Cardholder Name \_\_\_\_\_ Expiration Date \_\_\_\_\_  
 Card Number \_\_\_\_\_ Zip or Postal Code \_\_\_\_\_

**Registration Form with check: Mail to W.A.D. Office**  
**Registration Form with credit card: Mail or Fax to W.A.D. Office**

**W.A.D. | 908 21st Street | Sacramento CA 95814 | USA**  
**Phone: +1.916.441.1888 | Fax: +1.916.441.5577 | [wad@wad.net](mailto:wad@wad.net)**

# 2006 Annual Conference spotlight on speakers

## **Jack Chu**

### ***"Protect Your Interests in China"***

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.

Mr. Chu has extensive knowledge of Chinese political, economic, cultural, international relations with foreign countries. His experience has equipped him with a good understanding of how central, provincial and municipal authorities operate in China.

Prior as a President of RA Consultants Ltd., Mr. Chu worked in various foreign affairs, legal and economic corporations of China and Hong Kong which enabled him to gain thorough understanding of the society, politics, economics, investment and trade, law and regulation, and the local customs of PRC. In addition, he worked for Renful Security Group as the Vice President for 5 years, he has gained many experiences in security and investigation field.

Through many years' practices in this industry, Mr. Chu has successfully established a nationwide network of influential contacts in addition to completing many major projects in China and Hong Kong.

## **Richard D. Jacques-Turner**

### ***"Present Global PI Situation"***

A private investigator and Security Consultant for 40 years, Richard Jacques-Turner was the founder and Principal of Paragon Investigations International, England until August 2000, when he retired from active duty to take over as Executive Director of the World Association of Detectives (W.A.D.).

Before this he had served on the Governing Council of the Association of British Investigators (ABI) and was the International Liaison Officer for both ABI and WAD for many years. He was President of ABI for the year 1995/1996 and is a proud holder of the Frank Martin Award, attained in 1999, for services to the Association. He served as Chairman of the Data Protection Committee of the Joint Security Industry Council and Chairman of the Legislation Committees of both the IKD and ABI and as ABI Delegate to the IKD. A Certified Protection Professional, Richard has lectured at the University of Leicester, England and at IFSEC (arguably the World's largest Security Exhibition) and at numerous professional seminars on a variety of security and investigation related subjects. A frequent contributor to security journals, television and radio, he has devoted much of his career trying to raise the standards of investigators worldwide.

On the International front, Richard was elected President of The World Association of Detectives in 1989. In 1997 he was honoured to receive their prestigious "Norman J. Sloan Memorial Award" for long and meritorious service to the investigative and security profession, and, in 2001, was awarded the W.A.D.'s Investigator of the Year.

In 2004 he retired as Secretary General of the IKD - Internationale Kommission der Detektiv-Verbande (International Federation of Associations of Private Detectives), a position that he had held for 9 years. He was the first 'Brit' ever to head that organisation and is also the only 'Brit' to have been President of both the ABI and the W.A.D. and Secretary General of IKD.

Richard is a member of the World Academy of Sciences for Complex Security, a Certified Protection Professional (ASIS), a Lifetime Honorary Member of the University of Pittsburgh and an Honorary Deputy US Sheriff. He is a proud recipient of Proclamations of Commendation from the Mayor of Pittsburgh, the Board of Commissioners of Allegheny County and Citations from both the

House of Representatives of the Commonwealth of Pennsylvania and the Senate of Pennsylvania. He is also a Life Member of W.A.D., the ABI, the FSPD (Swiss Association) and the ODV (Austrian Association). Richard retired as W.A.D. Executive Director on 31st October 2005 and is now semi-retired but acts as a Security Consultant.

Richard's other passion is scuba diving, which he learned as a member of the British Sub-Aqua Club. He is a qualified BS-AC Advanced Instructor and, although he no longer dives in the North Sea, he always tries to include a dive when he travels to places where they have warm seas and coral reefs.

Richard is married, with one daughter, Miranda. He and his wife, Maureen, celebrated their Ruby Wedding Anniversary in August 2005.

## **Jeffrey A. Williams, CPP**

### ***"The Counterfeiting of Goods: The Risk and Link to Terrorism"***

Jeffrey A. Williams, CPP is the President and Managing Director of Orion Support Incorporated (OSI), established in 2001. The company's goal is to provide quality services, at international standards, at fees significantly reduced from its international competition.

Prior to that, Jeff served as the Managing Director of Pinkerton - Philippines from 1992, then as Vice President for Pinkerton (Asia) Ltd., the Asia division of Pinkerton U.S.A., managing fourteen offices in ten different Asian countries from 1997. He was selected by Pinkerton as their Worldwide Investigations Managing Director of the Year for 1997, followed by his selection for the Pinkerton International Manager of the Year - Leadership Award in 1998.

In 1992, Jeff retired from the U.S. Air Force Office of Special Investigations (OSI) after a 23-year career as a Special Agent, conducting hundreds of criminal, fraud and counterintelligence investigations, worldwide. In 1984, he was assigned to the Philippines as the Commander, OSI, U.S. Embassy. He specialized in working joint investigative and security matters, Philippines-wide, with the Philippine National Police (PNP), National Bureau of Investigation (NBI), Intelligence Service of the Armed Forces of the Philippines (ISAFP), Philippine Customs, Immigration and other investigative agencies. He was recognized for thwarting a number of hostile threat attempts on life and property in high risk areas of the Philippines and in 1991, was awarded the Bronze Cross Medal from the Philippine National Police for bravery in joint activities in Northern Luzon.

Additionally, he was cited for commanding the Outstanding Worldwide OSI Office of the Year in 1986 at the U.S. Embassy in Manila during the Philippines' "Peoples Power" revolution and was also recognized as the Worldwide Counterintelligence Collector / Liaison Officer of the Year in 1987 for the entire U.S. Department of Defense.

Since entering commercial investigations and security consulting in 1992, Jeff has supervised the conduct of several thousand intellectual property rights (IPR) investigations and over 700 (IPR) successful enforcement actions throughout the Philippines, with the NBI and PNP against major illicit counterfeiters. He has also conducted hundreds of due diligence, litigation support, process service and asset tracing investigations, as well as risk assessments, security surveys and crisis management matters, Philippines-wide, for numerous U.S. Fortune 500 corporations.

Jeff has a BA in Criminal Justice and an MA in Management, and is also board certified by the American Society for Industrial Security in Security Management. Additionally, he published, "Worldwide Product Protection," in the Nov. '99 edition of ASIS's *Security Management* magazine which can be reviewed at: [www.securitymanagement.com\\_library\\_links\\_section](http://www.securitymanagement.com_library_links_section), security mgt. Jeff is currently the Co-Chairman, Intellectual Property Rights Committee, American Chamber of Commerce in the Philippines.

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# AWARDS



**Each year WAD honors those among us who have demonstrated exceptional talent and service to the profession and the association.**

**You are encouraged to take a moment to reflect on a WAD colleague who may be deserving of special recognition and submit their name in nomination.**

The following Awards will be presented at the Annual Conference in Tokyo at the President's Gala Banquet on August 24, 2006.

## **THE NORMAN J. SLOAN MEMORIAL AWARD**

This Award is presented to a member who has demonstrated exceptional service to the World Association of Detectives and the investigative and security profession. Consideration will be given for long and meritorious service, contribution to WAD and the profession, leadership skills and integrity.

## **INVESTIGATOR OF THE YEAR**

This Award is based on outstanding professional achievement in the field of investigation. Your nomination should cite one or more specific examples of professional skill.

## **SECURITY PROFESSIONAL OF THE YEAR**

This Award is based on outstanding professional achievement in the field of security. Your nomination should cite one or more specific examples of professional skill.

## **THE HAL LIPSET TRUTH IN ACTION AWARD**

This Award is presented to a non-member in recognition of their distinguished service and contribution to the profession, to include investigation, private security or law enforcement.

The Awards Selection Committee will be comprised of past award recipients. The selection will be made based on the demonstrated merits of the nominee and will not be based on the number of nominations received.

## **YOUR NOMINATION MUST INCLUDE:**

- *your name, agency and address*
- *the name, agency and address of the nominee*
- *the Award for which they are being nominated*
- *a statement detailing the achievements and contributions of the nominee and why you believe the nominee is deserving of the award*

**Nominations must be made by a WAD member.**

**DEADLINE: NOMINATIONS MUST BE RECEIVED NO LATER THAN JULY 7, 2006.**

**Please send your nomination to the WAD office by mail, fax or email.**

World Association of Detectives  
908 21st Street  
Sacramento CA 95814  
USA  
Fax: +1-916-441-5577  
wad@wad.net



## THE NETHERLANDS

### CODE OF CONDUCT

Since March 2003 on a voluntary basis, and since June 2004 by law, the Dutch investigation agencies and its staff must abide by a Code of Conduct for Private Investigation Agencies that was approved by the Ministry of Justice.

This Code of Conduct (developed in good co-operation with branch representatives, including this author, and the government) provides instructions on topics relating to means of investigation; what, how and under what circumstances; data protection; informing investigated persons about their right and the processing of their personal data.

In developing this Code of Conduct, and abiding it, the Netherlands are ahead of other European countries and it is my strong belief that other countries will follow this example sooner or later.

The biggest difference since the implementation of the Code is that we now are under the obligation to inform everybody who has been a subject of investigation that we have processed his/her personal data, on whose order and for what purpose. There are a few exceptions to this obligation. There is no need to inform the subject when:

- *the police take over an investigation and informing the subject would jeopardise their investigation*
- *informing the subject would mean a serious collision with the interests as rights and freedoms of others, ourselves and the client included.*

In the case of an exception, the arguments for not informing the subject have to be put down in writing and enclosed in the file.

An English version of the Code of Conduct can be found at [www.vpb.nl](http://www.vpb.nl) [Select VPB, then Statuten en reglementen, then Privacygedragscode Sector Particuliere Onderzoekbureau van de VPB (in het Engels)]

**Gerd Hoffmann, Jr.**

A special government body, called CBP is allowed to visit the agencies and to check on abiding the Code of Conduct. This body is empowered to give an official warning, a financial penalty, or even revoke the permit.

### TRANSFER OF PERSONAL DATA TO THIRD COUNTRIES

The Dutch Personal Details Act (Wet Bescherming Persoonsgegevens, WBP) and parallel legislation in other countries of the European Union have been based on European legislation (directive 95/46/EC).

According to the WBP, the transfer of processed personal data to third countries is restricted. There are no transfer restrictions with regard to processed personal data within the European Union, including Norway, Liechtenstein and Iceland. Apart from these countries, it is permitted by the Justice Department to transfer personal data to Canada, Hungary and Switzerland.

Transference to the United States is only permitted to companies and organisations associated with the so-called Safe Harbor. With each request for information, it will have to be checked if the applicant is associated with Safe Harbor. Listed companies can be found on [www.export.gov/safeharbor](http://www.export.gov/safeharbor) through the link "Safe Harbor List."

For the above, we must comply of course with the WBP when processing personal data. This implies informing the investigated person.

Article 77, section 1 WBP also allows transfer to other countries (or as in the USA, to other companies and organisations not associated with Safe Harbor) than those mentioned earlier. In those cases, transfer is only permitted on the basis of specified exceptions.

[CONTINUED ON PAGE 19]

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# LEGISLATION FROM AROUND THE WORLD

## UNITED STATES



**Eddy McClain**

### LOOKOUT! HERE COMES CONGRESS... AGAIN

I absolutely do not believe that the U.S. Congress intentionally makes bad laws. They do foul up regularly though, and when they do, the clean-up crew mumbles something about “unintended consequences.”

But there are reasons for these mistakes. Congress is being pulled in several directions by “special interests” and is often given poor advice. Remember in 1994 when Senator Barbara Boxer (Democrate, California), rammed through an amendment in the middle of the night that would have totally shut down all motor vehicle records to everyone? She never asked for our opinion about how it would affect millions of transactions because all she thought about was that one murderer used DMV records to locate a victim. The National Council of Investigative and Security Services (NCISS) was instrumental in the enactment of the Drivers Privacy Protection Act (DPPA) that has helped keep those records open.

Or how about the amendments to the Fair Credit Reporting Act that took effect in 1997 and took us until 2004 to get fixed? If Congressional Representative Pete Sessions hadn’t agreed with NCISS and gone to bat three times in a row with bills to correct the “unintended consequences,” that law might still be broken.

### THE SOCIAL SECURITY NUMBER DILEMMA

Congress is presently wrestling with several issues that affect our livelihoods and could throw a monkey wrench into America’s commerce and justice systems. One is whether or not it should be a federal crime to buy or sell a Social Security number (SSN). You can’t blame legislators for favoring such a law change. To think that someone could buy or sell your SSN without your permission sounds pretty outrageous on the face of it. But dig a little and you can see that the solution is not that obvious.

In some publications, this article will accompany written testimony prepared by the NCISS Legislative Committee and delivered by NCISS Legislative Director/Member Bruce Hulme to the House Ways and Means Committee on March 30, 2006. It is good that Committee Chairman Jim McCrery, R-LA, convened a hearing of a handful of witnesses before his subcommittee to try to find that solution. And it is doubly good that NCISS was asked to testify, though invitations to testify don’t happen by accident.

Unfortunately, the term lobbyist is often mentioned in a derogatory way. But the fact is, if citizens like you and me couldn’t band together and hire a lobbyist to explain our issues to Congress, there would be a great deal more “unintended consequences.” By letting Congressional staff know our interests, NCISS lobbyist Lawrence Sabbath was instrumental in getting us invited to testify.

### THE TELEPHONE RECORD PROBLEM

It began with a media ripple about vendors selling cell phone records and soon spread to include land line records as well. Greed has led to killing the golden goose which has been helpful to investigators trying to catch crooks.

Investigators have a constant need for a way to determine the address of a telephone number. For instance, in a substantial percentage of insurance fraud investigations, the suspect has not provided a correct address to the insurance company. If the carrier suspects fraud, they hire an investigator to place the claimant under surveillance.

There have always been entrepreneurs who “break” unlisted numbers and while many investigators, including the police, have availed themselves of this service, they felt the end justified the means and never asked how the information was obtained.

But some of these services were not content to just serve PIs and law enforcement and they began brazenly advertising their services on the Internet to include obtaining confidential toll records. Many Americans are more outraged at having their toll records disclosed than they are about Social Security numbers.

Currently, there are several bills before Congress to criminalize the buying or selling of telephone information. Congressional Committees have also asked these services for their customer lists. And telephone companies are now suing these services civilly for stealing their records.

## COLLATERAL DAMAGE

When legislators were told that one of the ways the phone information sellers obtained these confidential records was by pretexting the telephone company, the immediate reaction was to ban this practice. But worse, some members of Congress also think that all pretexting or use of a subterfuge should be a crime and be banned. Never mind that most federal agencies – including the Federal Trade Commission, FBI, CIA, and others – use subterfuge to accomplish their investigations. Never mind that even the plaintiff's bar when suing insurance companies has not opposed the use of subterfuge by defense investigators to determine presence and identity during surveillances.

In my fifty years of doing this work, the bulk of my investigations have been covert. When dealing directly with suspects, it is not possible to succeed if you must begin by announcing your identity. This would mean that every undercover investigation would be unlawful. Sounds bizarre, but this has already occurred with regard to financial investigations. The Gramm Leach Bliley Act says that it is a federal crime to pretext a customer of a financial institution. No matter if he is a crook who has stolen from widows and orphans.

## WHAT CAN WE DO?

NCISS and our state associations are doing their best to explain the way the civil and criminal justice systems work to our legislators. Alone we are weak but together we are strong. NCISS has over forty state association members who contribute

one dollar per member in annual dues. In addition, these associations support lobbying in Washington by making donations to the NCISS Legislative Fund. For less than 35 cents per day, individual investigators may be regular NCISS members. The website for applications and information is [www.nciss.org](http://www.nciss.org). You can help. And for those of you who have already heeded the call – Thanks!

*Eddy McClain is Chairman of Krout & Schneider, Inc. a 79-year-old investigation agency headquartered in Glendora, California. He is a founding member, past president and chairman of the California Association of Licensed Investigators and past president of the National Council of Investigation and Security Services and a member of the NCISS Legislative Committee. He has testified several times before Congressional Committees on investigative issues.*

## THE NETHERLANDS, continued from page 17

**Some of the useful exceptional provisions are:**

- *Explicit permission of the person involved. For instance, in the event of a pre-employment screening, specific and written permission to transfer must be asked; the person involved must be made aware of the special risks of transfer and of the level of protection in the country to which his/her details are transferred. In that case, a specific text will have to be included in the statement of permission.*
- *Transfer is necessary with a view to a public interest or – and this is relevant to us – to be able to determine, execute or lawfully defend any right whatsoever. For instance, in the event of an international lawsuit or judicial procedure, notably, transfers that are required to determine, execute or defend legal claims.*
- *Transfer of personal data from a record that can freely be consulted by the general public. Such as personal details from the trade or land registers, and (although not specifically mentioned) databases on the Internet.*

The full English text of the legislation regarding this specific topic can be found at: [www.dutchdpa.nl/downloads\\_int/Nota\\_derde\\_landen\\_enpdf?refer=true&theme=purple](http://www.dutchdpa.nl/downloads_int/Nota_derde_landen_enpdf?refer=true&theme=purple).

Any other way of transferring personal data to third countries, therefore, is unlawful.

*About the Author: Gerd Hoffmann, Jr. is a member of the W.A.D. Board of Directors. Mr. Hoffmann's agency is Hoffmann Investigations, Luidsprekerstraat 10, 1322 AX Almere, The Netherlands. Mr. Hoffmann may be reached by telephone (+ 31 36 52 33 000), fax (+ 31 36 52 33 033), [g.hoffmann@hoffmannBV.nl](mailto:g.hoffmann@hoffmannBV.nl) or his website [www.hoffmannbv.nl](http://www.hoffmannbv.nl).*

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# LEGISLATION FROM AROUND THE WORLD

## NEWS & NOTES



**Christopher R. Bauer**

*The following is a presentation from member Christopher R. Bauer of Des Plaines, Illinois, USA to the Board of Directors at their Mid-Term meeting in Bangkok.*

My name is Christopher R. Bauer. I am a second generation Private Detective, and CEO of R. Bauer & Associates Investigations & Bauer Risk Management located in Chicago, Illinois.

The reason I stand before you today is to inform you about things that I see happening in America that are effecting our profession and to provide some basic information for your consideration.

For decades, individual selfish choices have produced a negative image and a division, not only within the investigative associations, but between the public and private investigative communities. The after effects of these issues can, if allowed to continue, cause the demise of our profession. Let me take you back for a moment to the...

### **PROCEEDINGS OF THE INAUGURAL ANNUAL CONVENTION**

**Philadelphia, March 27 - 28, 1922**

Seventy-seven delegates from throughout the United States and several European countries, Canada and the Philippines – representing agencies which employed some 3,000 operatives – attended this first American convention of Private Detectives.

The general object [of this conference] was “the placing of private detective service upon the highest possible plane, producing absolute honesty and efficiency...and to drum out, publicly if necessary, those who masquerade under the name of private detectives, and in this guise; fool, beguile and swindle the public who trusts them.”

Some 84 years later we are still discussing the same issues. Now it the time we need to look at how we have evolved as an industry and how technology and the use of media can assist us in making the profession, more professional.

Hollywood is recreating the public’s perception of this profession, with or without our help. Private detectives are getting manipulated by media as they look for fame, fortune or a moment in the lime light. These Detectives are assisting the Media and Hollywood to create a mystique for the Private Investigative Professional that is not only negative, but I believe false.

This media attention is having a tremendous impact on our industry and culture in ways that many companies and even countries have yet to see.

What happens in the American Market place and within American Governmental Policies; has a substantial and direct impact, either positive or negative, on the global playing field. What happens in America is undoubtedly the trend, and the example, for what will happen in your countries. I ask as a professional, and as a fellow Detective, that we adapt, but never conform. Here is what I have seen:

- *An often negative portrayal of the Private Investigation industry in American media.*
- *We have not changed our attitudes to working together and being truly unified.*
- *Very few professionals and not a single organization have spoken up to defend our industry.*
- **NOW IS THE TIME**

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## **BE WARY IN YOUR OWN COUNTRIES.**

In conclusion, selling and providing information is what we do. We are in the service industry. In many countries, your professional lives are very similar to the way my life use to be.

I had easy access to all types of information, some because of my licensing and others because of my contacts. I could simply ask a local or federal agent, or governmental official. I could run a database, talk to a neighbor or two, make a few calls and provide my clientele with useful intelligent data for them to make an educated decision. Access to this information was available and inexpensive.

Without a unified stance, we will have no choice but to let governments, media and privacy advocates tighten the control of the exchange of information. Once it happens in America, it will affect us globally. As our society has progressed, along with the use of technology, so has the restriction on the flow and availability of information.

For more on this topic, I urge you to read the book by Robert O'Harrow, "*No Place to Hide.*"

We need to correct and improve the image of the professional private detective, world wide, through the use of media. No agency or Detective can do this alone.

I humbly urge the Board of Directors to not only find out how we can immediately correct the image of the professional private detective, but research launching an aggressive world wide public awareness and marketing campaign.

**We need to correct and improve  
the image of the professional  
private detective, world wide,  
through the use of media.  
No agency or Detective  
can do this alone.**

# WELCOME NEW MEMBERS

Please join us in welcoming the newest members to our W.A.D. family. These members come from all over the world: Cambodia, Canada, England, Germany, India, Italy, Japan, Pakistan, Philippines, South Africa, Spain, and the USA.

*It would be great if you could send them a welcoming email.*

## EDWARD BORQUEZ

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DM/RR/SV/UC



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OPP.C.U.SHAH COLLEGE, INCOME TAX,  
AHMEDABAD 380 014, INDIA  
Tel: +91-79-27543332 +91-79-30921874  
Fax: +91-79-27544332  
info@eessindia.com  
http://www.eessindia.com  
BG/EV/EX/GS/SE/SS



## DOLLY EDMONDSON

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## DAVID EVANS

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AC/CD/CV/FR/GI/II/PS/ST/TR



## GABRIEL FERNANDEZ FERRER

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## BARBARA GAYLORD

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kearns@oz.net  
GI



## KHALID HUSSAIN

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Tel: +92-42-5851595  
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http://www.security2000.com  
EP/DD/IP



## REMI KALACYAN

VIP INVESTIGATIONS, INC.  
294 ST-PAUL WEST, STE. 101,  
MONTREAL, QUEBEC, CANADA, H2Y 2A3  
Tel: +1-514-238-8847  
remi@spyyvip.com  
http://www.spyyvip.com  
CD/CE/CI/CM/CU/CV/GI/ST/SV/WC



## ROBERT KIEHN

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## GIULIO MANCINI

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Fax: +39-06-9638499  
italia93@interfree.it  
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**SIMON McCULLOUGH**

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20 STAVEBANK ROAD, SUITE 101,  
MISSISSAUGA, ONTARIO, CANADA  
L5G 2T4  
Tel: +1-905-891-5656 +1-416-710-7902  
Fax: +1-905-891-5445  
simon.mccullough@iacsgroup.com  
AL/CI/DD/FR/IP/LS/TM



**RONALD MYLES**

ICBS INTERNATIONAL INVESTIGATION  
& SECURITY CONSULTANTS  
1310 GREENE AVENUE, SUITE 730,  
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Fax: +1-514-932-6755  
ronmyles@icbssecurity.ca  
http://www.icbssecurity.com  
CI/CV/GI/II/IP/PE/PG/RA/SV/UC



**MARK NEWMAN**

PACIFIC COAST SPECIAL INVESTIGATIONS  
63 VIA PICO PLAZA #545  
SAN CLEMENTE, CA 92672  
Tel: +1-877-893-7274  
Fax: +1-877-917-3291  
pcsi@sleuth.net

BC/II/RR/SV/WI/WL

**FREDERIC RITZ**

ADVENT INVESTIGATIVE GROUP, INC.  
701 PALOMAR AIRPORT ROAD  
SUITE 300  
CARLSBAD, CA 92011  
Tel: +1-760-931-4786 +1-888-325-2210  
Fax: +1-760-731-8318  
fred@adventig.com  
http://www.adventig.com  
GI



**REINHARDT SCHUERGER**

R.J. SCHUERGER & ASSOCIATES  
20229 LAKEMORE DRIVE  
SANTA CLARITA, CA 91351  
Tel: +1-661-373-0934 +1-661-298-4660  
Fax: +1-661-298-2017  
rschuerger@sbcglobal.net  
CI/CM/CO/CS/CV/GI/ID/LS/PL/WI



**GREGG STUTCHMAN**

GREGG STUTCHMAN & ASSOCIATES /  
STUTCHMAN FORENSIC LABORATORY  
421 WALNUT STREET, SUITE 120  
NAPA, CA 94559  
Tel: +1-707-257-0828 +1-800-799-0828  
Fax: +1-707-257-3240



stutchman@earthlink.net  
http://www.stutchmanforensic.com  
AV/CD/CR/FE/II/LS/VI

**SUZANNE VASYLIONIS**

VASYLIONIS INVESTIGATIONS  
3145 GEARY BLVD., #27  
SAN FRANCISCO, CA 94118  
Tel: +1-415-668-4952  
Fax: +1-415-668-8151  
vasinvestigations@sbcglobal.net  
http://www.vasylionis.com  
AL/BC/DD/FA/FR/IT/TR/WI



**ASSOCIATE MEMBER**

**J. COREY FRIEDMAN**

NICK HARRIS DETECTIVES &  
DETECTIVE ACADEMY  
14721 OXNARD STREET  
VAN NUYS, CA 91411  
Tel: +1-818-343-6611  
Fax: +1-818-994-7425  
nickharrisdetectives@usa.com  
http://www.nickharrisdetectives.com  
AL/DA/ED/FR/GI/PS/ST/SV/TS/UC



**LORI NIELSEN**

NIELSENS JUDICIAL SERVICES  
25920 IRIS AVENUE, SUITE 13A-166



**ADVERTISING RATES**

**W.A.D. Membership Directory  
2006/07**

- Inside Back Cover ..... 7.5" high x 5" wide .....USD \$500
- Outside Back Cover ..... 7.5" high x 5" wide .....USD \$1,000
- Divider Page ..... 7.5" high x 5" wide .....USD \$600
- Full Page ..... 7.5" high x 5: wide .....USD \$400
- Two-Thirds page ..... 5" high x 5" wide .....USD \$275
- Half Page ..... 3.74" high x 5" wide .....USD \$225
- One-Third page ..... 2.5" high x 5" wide .....USD \$125

Artwork must be submitted in the correct size and must be in  
JPG, TIF or PDF file format or original black & white artwork.  
No photocopies or faxes will be accepted. Please submit ad  
with payment in full. Directory advertising is available to W.A.D.  
members only.



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# W.A.D. AREA GOVERNORS & AMBASSADORS

## Area Governors

**Dato' Mohd. Som Sulaiman - Asia & Australasian - dsom@pc.jaring.y**

**Gavino Piredda - Europe, Africa & Middle East - incosas@tin.it**

**Thomas O'Carroll - The Americas - tomocar@microsoft.com**

## Ambassadors

| AREA                    | NAME                       | LOCATION                      | EMAIL ADDRESS                   |
|-------------------------|----------------------------|-------------------------------|---------------------------------|
| Afghanistan             | Ikram Ul-Majeed Sehgal     | Karachi                       | rcs@pathfinder.com.pk           |
| Africa (Central)        | Johnson Okebukola          | Lagos                         | aptchamber@aol.com              |
| Africa (South)          | Werner Meisch              | Johannesburg                  | invsecser@icon.co.za            |
| Australia (North & NSW) | Keith Schafferius          | Brisbane                      | keith1942@ozemail.com.au        |
| Australia (Southern)    | Craig Douglas              | Melbourne                     | craig@nationwide.net.au         |
| Austria                 | Arthur Haefele             | Graz                          | detektei.haefele@utanet.at      |
| Bangladesh              | Ikram Ul-Majeed Sehgal     | Karachi                       | rcs@pathfinder.com.pk           |
| Brazil                  | David Sullivan             | Rio de Janeiro                | sullivanlistserv@gmail.com      |
| Canada (Central)        | Thomas O'Carroll           | Mississauga, Toronto          | tomocar@microsoft.com           |
| Canada (West)           | Syd Perkins                | Edmonton                      | syd@bsgedmonton.com             |
| Costa Rica              | Seth Derish                | Puriscal                      | seth@privateeyes.com            |
| France                  | Jean Schmitt               | Paris                         | jcs@france-investigation.com    |
| France                  | Dominique Leligois         | Montpellier                   | direction@ld2renseignements.fr  |
| Germany                 | Lothar Kimm                | Dortmund                      | kimm-@t-online.de               |
| Hong Kong               | Theodore Kavowras          | Hong Kong                     | ted@panoramiconconsulting.com   |
| India                   | Gurdeep Singh Arora        | Pune                          | gurdeep51@hotmail.com           |
| India                   | R.P. Chauhan               | Ahmedabad                     | perfectinvestigation@vsnl.net   |
| Indonesia               | James Filgo                | Jakarta                       | marketing@consolvcs.com         |
| Israel                  | Jacob Ofir                 | Jerusalem                     | eraninv@eraninv.com             |
| Israel                  | David Adar                 | Kfar Sava                     | lapidim@bezeqint.net            |
| Israel                  | Meir Naveh                 | Haifa                         | cib_invs@netvision.net.il       |
| Italy                   | Rita Pala                  | Rimini                        | csi@hi-net.it                   |
| Italy (Central)         | Laura Rossi                | Perugia                       | ranrosin@tin.it                 |
| Italy (North West)      | Alberto Limone             | Asti                          | ulisse@investigazioneprivate.it |
| Japan                   | Sumio Hiroshima            | Tokyo                         | hirosima@teitan.co.jp           |
| Lebanon                 | Charles Gedeon             | Beirut                        | mecico@dm.net.lb                |
| Malaysia (West)         | Dato' Mohamad Som Sulaiman | Kuala Lumpur                  | dmsom@pc.jaring.my              |
| Malaysia (East)         | Dr. Tuck Yew Choong        | Petaling Jaya                 | ccinvestigation@hotmail.com     |
| Mexico                  | Fernando Molina            | Mexico City                   | fernando@incomer.com.mx         |
| Netherlands             | Hesder Du Fijn             | Ridderkerk                    | risk@xs4all.nl                  |
| Netherlands             | Gerd Hoffmann Jr.          | Almere                        | info@hoffmannBV.nl              |
| New Zealand             | Verdi Van Beek             | Christchurch                  | verdi@clear.net.nz              |
| Norway                  | Kjetil Eide                | Bekkestua                     | eide@utreder.no                 |
| Norway                  | Harald Olsen               | Billingstad                   | harald@verdisikring.as          |
| Pakistan                | Rashid Ali Malik           | Karachi                       | main@security2000.com           |
| Russia & CIS            | Vladimir Solomanidin       | Moscow                        | altcon@cea.ru                   |
| Singapore               | Wilfred Anthony            | Singapore                     | asis@pacific.net.sg             |
| Spain                   | Francisco Marco            | Barcelona                     | mail@metodo3.es                 |
| Spain                   | David Sanmartin Oliver     | Barcelona                     | dsanmartin@has.es               |
| Sri Lanka               | Ikram Ul -Majeed Sehgal    | Karachi                       | rcs@pathfinder.com.pk           |
| Switzerland             | Jaques Tzaut               | Lausanne                      | tzaut@iname.com                 |
| Syria                   | Aziz El-Sahli              | Damascus                      | alfajer@mail.sy                 |
| Thailand                | David Milne                | Bangkok                       | PI@investigationsasia.com       |
| United Arab Emirates    | Rashid Ali Malik           | Dubai                         | dubai@2000corp.com              |
| UK-England & Wales      | Eric Shelmerdine           | Blackpool                     | eric@bda-international.com      |
| UK-Scotland & N.Ireland | Alfred Goldberg            | Glasgow                       | alf@arginv.co.uk                |
| USA (Central)           | Jim Szell                  | Cleveland, Ohio               | jimszell@cispros.com            |
| USA (East)              | Jim Foster                 | Winston-Salem, North Carolina | peye069@aol.com                 |
| USA (South)             | Christine Vinson           | New Orleans, Louisiana        | cvinson@vinsonguard.com         |
| USA (North West)        | Georgia Kearns             | Seattle, Washington           | kearns@oz.net                   |
| USA (South West)        | Dan Jones                  | Santa Clarita, California     | dan@dyjassociates.com           |

USA Central: IA, IL, KS, MI, MN, MO, NE, OH, WI

USA East: CT, DC, DE, KY, MA, MD, ME, NC, NH, NJ, NY, PA, RI, SC, TN, VA, VT, WV

USA South: AL, AR, FL, GA, LA, MS, OK, TX

USA North West: AK, CA(N), ID, MT, ND, OR, SD, WA, WY

USA South West: AZ, CA(S), CO, HI, NM, NV, UT

# World Association of Detectives Newsletter Advertising Rates for 2006



## Special Cover Requests – Based on availability

- Outside Back Cover .....7.5" w x 10" h / 19cm x 25cm ..... \$525.00 per issue
- Inside Front Cover .....7.5" w x 10" h / 19cm x 25cm ..... \$475.00 per issue
- Inside Back Cover .....7.5" w x 10" h / 19cm x 25cm ..... \$425.00 per issue

| Ad Size                                | Dimension                                     | 1 Insert - USD | 3 Inserts - USD | 6 Inserts - USD |
|----------------------------------------|-----------------------------------------------|----------------|-----------------|-----------------|
| <input type="checkbox"/> Full Page     | 7.5" wide x 10" high<br>19cm wide x 25cm high | \$225.00       | \$600.00        | \$1150.00       |
| <input type="checkbox"/> Half-Page     | 7.5" wide x 5" high<br>19cm wide x 12cm high  | \$125.00       | \$335.00        | \$635.00        |
| <input type="checkbox"/> Quarter-Page  | 3.75" wide x 5" high<br>9cm wide x 12cm high  | \$100.00       | \$270.00        | \$500.00        |
| <input type="checkbox"/> Business Card | Standard Size<br>9cm wide x 5cm high          | \$50.00        | \$135.00        | \$250.00        |

## Issue

- Volume 57, Issue 3: June 2006
- Volume 57, Issue 4: August 2006
- Volume 57, Issue 5: October 2006
- Volume 57, Issue 6: December 2006
- Volume 58, Issue 1: February 2007

## Deadlines for Ad Submission: January 1, March 1, May 1, July 1, September 1, November 1

- Ads must be submitted in a .jpg or .tif or .pdf file. Faxes will not be accepted.
- Ads must be submitted in the correct dimensions.
- Full payment in USD must accompany all advertisement orders.

**Non-Member Advertising Rates:** Non-member advertising rates are 50% higher than those stated above. The minimum advertising size for non-members is a quarter page.

## Payment

- Check Enclosed – Checks must be drawn on a US bank, in US funds
- Visa    MasterCard    American Express

Cardholder Name \_\_\_\_\_  
 Card Number \_\_\_\_\_ Expiration \_\_\_\_\_  
 Zip/Postal Code \_\_\_\_\_ Amount USD \$ \_\_\_\_\_

|         |
|---------|
| NAME:   |
| AGENCY: |
| PHONE:  |
| FAX:    |
| EMAIL:  |

**Please remit payment with advertisement and completed form to:**

**World Association of Detectives, Inc.**  
 908 21st Street / Sacramento CA 95814 / USA



[www.wad.net](http://www.wad.net)



# WORLD ASSOCIATION OF DETECTIVES, INC.

## APPLICATION FOR MEMBERSHIP

Proposed by W.A.D. Member: \_\_\_\_\_

**Mail completed application to:** WORLD ASSOCIATION OF DETECTIVES, INC., SHARON HILKE, EXECUTIVE DIRECTOR, 908 21st STREET, SACRAMENTO, CA 95814, USA. E-mail: wad@wad.net Tel: +1-916-441-1888 Fax: +1-916-441-5577.

**The official language of the Association shall be English** (By-laws, Article III, Section 2, a.) The official language of the Association is English; therefore, at least one person of each member's office should be fluent in the English language.

### APPLICATIONS FOR MEMBERSHIP MUST BE SUBMITTED IN ENGLISH.

An applicant for Active membership shall be an individual who is a Principal or the Manager or Branch Manager of an agency, firm, or corporation, which has been in operation for one (1) year, legally qualified to practice the profession of Private Investigator or Security Service, and has been employed as such for a period of three (3) years, unless decided otherwise by the Executive Committee, and licensed where required and be a legal representative. Combined experience from more than one agency, firm or corporation shall apply. An applicant who is not a Principal must submit, in English, a letter of authorization from the President of the Company, on company letterhead, verifying their stated position. The Board of Directors shall also consider applications from persons in countries where three (3) years of business experience was not possible.

**The following must be provided or explanation given as to why it is not. Incomplete applications will not be considered.**

- One (1) recent passport type photo (digitalized are preferable). **Note: Names & photographs of applicants are usually printed in the W.A.D. NEWS. If you do not wish your photograph to appear in our Newsletter and/or on our Website please inform us.**
- Money order, bank draft or check (payable in U.S. dollars and drawn on a U.S. bank) in the amount of \$200 (this includes the application fee of \$50, which is non refundable, and annual dues of \$150).
- A copy of your certificate of insurance and bond, where applicable or required, **together with an English translation.**
- A copy of your license certificate, where applicable or required, **together with an English translation.**
- A one-page letter of introduction, **in English**, on your company letterhead, stating the nature of your business and expertise. Full contact details of new members will later be published in our Newsletter.
- List the languages spoken by you or your office staff.
- A letter from your company, **in English**, authorizing you to act in the capacity of Director, General Manager or Manager if you are not the owner.

1. Last Name of \_\_\_\_\_

First Name: \_\_\_\_\_ Middle Name: \_\_\_\_\_

2. Full international address of legal residence: \_\_\_\_\_

3. Residence telephone number: Country Code: \_\_\_\_\_ City or Area Code: \_\_\_\_\_ Number: \_\_\_\_\_

4. Birthplace: \_\_\_\_\_ 5. Marital Status: \_\_\_\_\_ 5a. Spouse's Name: \_\_\_\_\_

6. Date of Birth (spell month): \_\_\_\_\_ 7. Nationality: \_\_\_\_\_

8. Your agency name: \_\_\_\_\_

9. **Full international business address:** \_\_\_\_\_

10. Business telephone number: Country Code: \_\_\_\_\_ City or Area Code: \_\_\_\_\_ Number: \_\_\_\_\_

FAX number: Country Code: \_\_\_\_\_ City or Area Code: \_\_\_\_\_ Number: \_\_\_\_\_

E-mail address: \_\_\_\_\_ Web Site: \_\_\_\_\_

11. Your position with agency: \_\_\_\_\_ 11a. Do you have financial control of the Agency/Company? **YES/NO**

12. Time in position: \_\_\_\_\_ 13. Date agency established: \_\_\_\_\_ 14. Date you entered above agency: \_\_\_\_\_

15. Prior related experience including employer, position, duties (**must be included in the letter of introduction**)

[continued on page 27]

- 
- 16. Is agency subject to licensing regulations? **YES NOT REQUIRED IN STATE NOT REQUIRED IN COUNTRY**  
(circle whichever is applicable) **(If YES, include copy license)**
  - 17. Have you ever been convicted in any criminal proceeding? **YES/NO** (If yes, explain on a separate sheet of paper where, why and when.)
  - 18. Are you bonded? **YES / NOT REQUIRED (If yes, include a copy of the bond.)**
  - 19. Type of work handled (choose up to 10 from the attached list of codes): \_\_\_\_\_  
\_\_\_\_\_
  - 20. Do you maintain a full-time office? **YES/NO** \_\_\_\_\_ 21. Do you maintain branch office(s)? **YES/NO**  
21a. If yes, list branch offices on a separate sheet of paper.
  - 22. Are you connected in any way, directly or indirectly, with any other business profession? **YES/NO**  
If yes, please explain \_\_\_\_\_  
\_\_\_\_\_
  - 23. Do you hold a degree on a college or university level? **YES/NO** (If yes, include documents; certificate, diploma, etc.)  
\_\_\_\_\_  
\_\_\_\_\_
  - 24. List professional organizations in which you now hold membership: \_\_\_\_\_  
\_\_\_\_\_
  - 25. List social, civic, fraternal, service, or military organizations in which you now hold membership:  
\_\_\_\_\_
  - 26. Please list referees who belong to W.A.D. or other professional organizations, such as A.S.I.S., C.I.I. or other State or National Associations.  
\_\_\_\_\_  
\_\_\_\_\_
  - 27. Please list all the languages spoken by you or your staff.  
\_\_\_\_\_  
\_\_\_\_\_
- 

**WAIVER**

I give full consent to the World Association of Detectives, Inc., (W.A.D.) its Officers, Members, and/or their Agents, to verify and inquire into my reputation, character, credit and/or standing for membership in the W.A.D. I hereby release, indemnify and hold harmless the above named organization, its Officers, Members, and/or Agents from all liability, claims, (implied or actual) in matters emanating from said review and/or investigation.

Signature of Applicant \_\_\_\_\_ Date \_\_\_\_\_

---

**CERTIFICATION**

I hereby certify that all entries made by me in this application and the application process are true, complete, and correct to the best of my knowledge and belief and are made in good faith.

Furthermore, I do hereby certify that I am a person of good character and good behaviour, and that I will abide by the By-Laws, its Preamble and Code of Ethics of the World Association of Detectives.

Signature of Applicant \_\_\_\_\_ Date \_\_\_\_\_

(1st November 2005)



Tokyo



# W.A.D.

*2006 Annual Conference*

*Tokyo, Japan*

*August 20-25, 2006*



**81ST ANNUAL  
CONFERENCE**

