

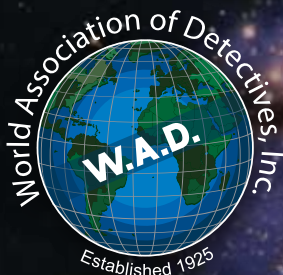
Volume 63, Issue 8
September 2012 - November 2012

W.A.D. beyond GLOBAL

A Quarterly Journal for Investigators and Security Professionals

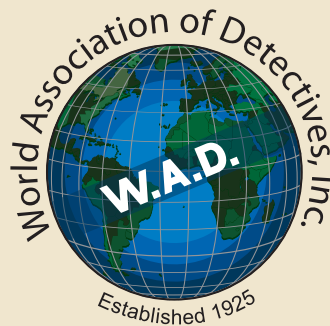
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*Merry Christmas
& Happy New Year*



*As the year ends, let's be thankful for everything
in our lives and for blessing us with the gift of
wealth of health and abundance of love.*



Editor's Pen

Beyond 2012, the gradually improving world economy will enter into a new dimension, hopefully, re-balancing global economy towards humanity's preferred goals.

World powers have been so engaged with foreign policy admits the changing international and domestic political conditions that existing social policies have radically changed people's mind set. Economic slavery, spiritual emptiness, political hypocrisy, international trash, etc calls for a need for global reawakening to synchronise social and economic development. While economic growth is expected to bring about social justice, it unfortunately increases inequality and inequitable distribution of social welfare.

Will the New Year be a time for new beginnings or a time for us, within our own spheres to resurrect from the pitfalls of the previous years? Perhaps it is time for us to recognise and give the best of us in order to ensure the best for all. The key to a better world, respecting and protecting the human race lie within the grasp of each of us.

By the time this newsletter reaches the membership, the Mayan calendar's impending doom of 2012 being the-end-of-the-world prophecies, may have been dispelled. The human race will continue to evolve and the world will continue to develop and become a more competitive playground. We are players on the ground, playing the game determined by the dominating and dominated forces.

Wish you happiness and a blessed New Year.

Siti Naidu

Editor

We welcome readers' comments. You may email to the Editor your contributions.

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W.A.D BEYOND GLOBAL

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Cover: World Association of Detectives

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Dear Members!

Thank you for electing me as your President for 2012-2013. I have to start talking about the great Annual General Meeting we had at the Boston Park Plaza hotel. Our hosts, Chuck McLaughlin and Tom Shamshak did a wonderful job for all of us. Great venue, good food and a wonderful synergy with Boston University; where we had the best seminars that I can recall in years. If you were not there, you really missed a great one. The night at the Gala Dinner was very special to me and it will stay on my memories forever.

I do not want to tire you talking about my career or the long way walked to become your President. I rather tell you about how I currently see our association and where I want to take it.

I have to thank our outgoing president, Siti Naidu, for setting a wonderful example for me to follow and leaving W.A.D in great shape. Under her term we reached 870 members in 79 countries, our finances are strong and we had only 2% of non-renewals. Great achievements all of them, however, we cannot stop making changes for the better as we go forward.

So, with that in mind, I'd like to tell you about some of my plans for the next year.

First, we are creating a Social Media Committee that is already very active and working hard for W.A.D. Now we have a very interesting blog, a live LinkedIn group and a strong presence in Facebook and Twitter. If we keep the hard work soon this committee will help us raise our membership numbers and increase our W.A.D.'s membership value. At the end it will also give us a better image among our clients and should get us more work.

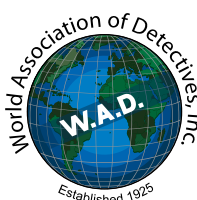
Second, as chair of the Technology Committee I am happy to announce that we already have a great new website with a brand new and strong online association management software that is already helping our management team to running this association in a better and more efficient way. If you have not visited our website recently, please go ahead and sign up in our 'Members Only' area. You will find a very nice Chat and Forum applications that will improve the way we communicate between all of us. In the 'Members Only' area you will also find our new W.A.D. logo ready for download, please update your marketing materials!

Do not forget to participate in our social media platforms, get active and get the benefits of exposure and networking.

Looking forward to an exciting year. Hasta la próxima!

Fernando Molina

Fernando Molina
President



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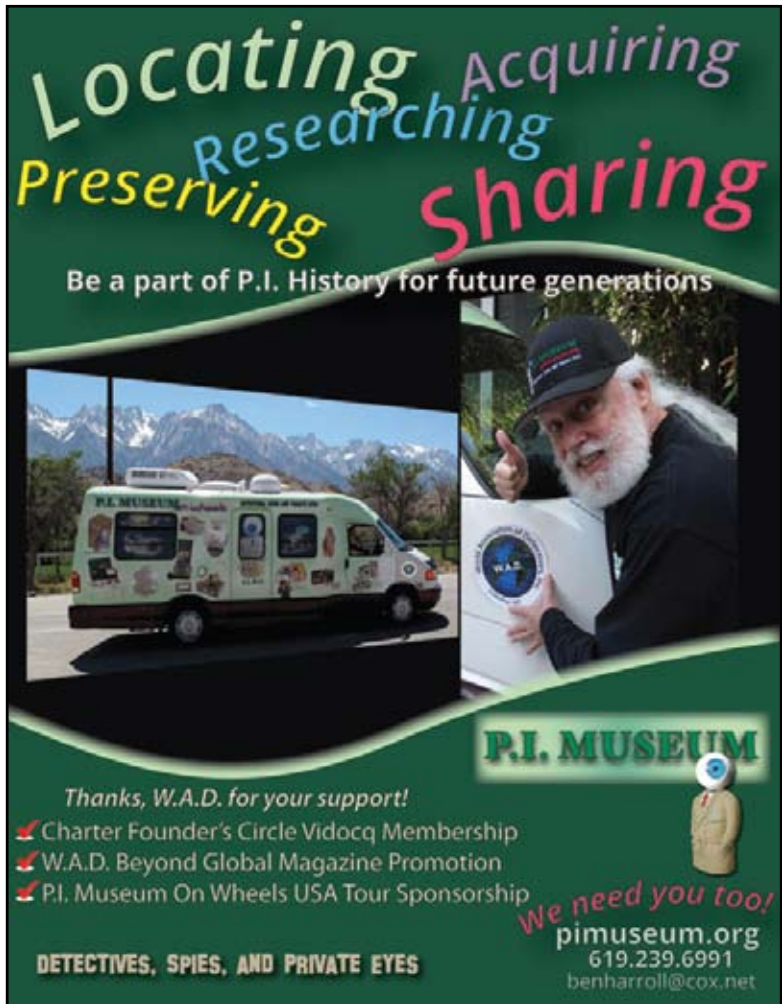
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A road sign for Australian Investigators (A1) with directions to Sydney, Brisbane, Melbourne, Darwin, Adelaide, Perth, Hobart, and Canberra. In the background is a bridge over water at sunset.

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29 + 29

Dear Members:

I was just turning 29 at the first Annual Conference I attended, and it's sometimes hard for me to believe another 29 years have passed since. The faces of WAD have changed in the past 29 years in more ways than one. During my early years as a member I was a big supporter of having more diversity among our members.

In 1983 our average member was probably a white male over 50 years old. We certainly had members that didn't fit that mold, but that seemed to be pretty typical. But, if you were to look at our attendees gathered in Boston for our 87th Annual Conference, you would see a larger percentage of attendees from other countries, cultures, and from other races and religions.

We also have more women as members. Our President last year was only the second female President in our long and rich history, but we already have another female serving as 1st Vice President who we expect to rise to the presidency next year in Rome. Who will be the next female to run for office?

I am pleased to have played a small role in encouraging our diversity and recruiting those members. For all of us, understanding people from other countries, races, and religions who are not like us makes the world a better place.

I think were we may be lacking is in attracting younger members. Those in their 20's, 30's and even 40's who have so much to gain from our member's experience and participation in WAD. I have sometimes heard that they can't afford to belong to one more association, or can't afford to travel. My response, how can you afford not to?

I can't place a value on the cases I have received from other WAD members over the years, but also on learning how the world can be just a little bit better place by enjoying it with people who may not be just like you.



In Friendship,

Bob Heales

Association Manager and Executive Director

W.A.D EXECUTIVE OFFICERS 2012 - 2013



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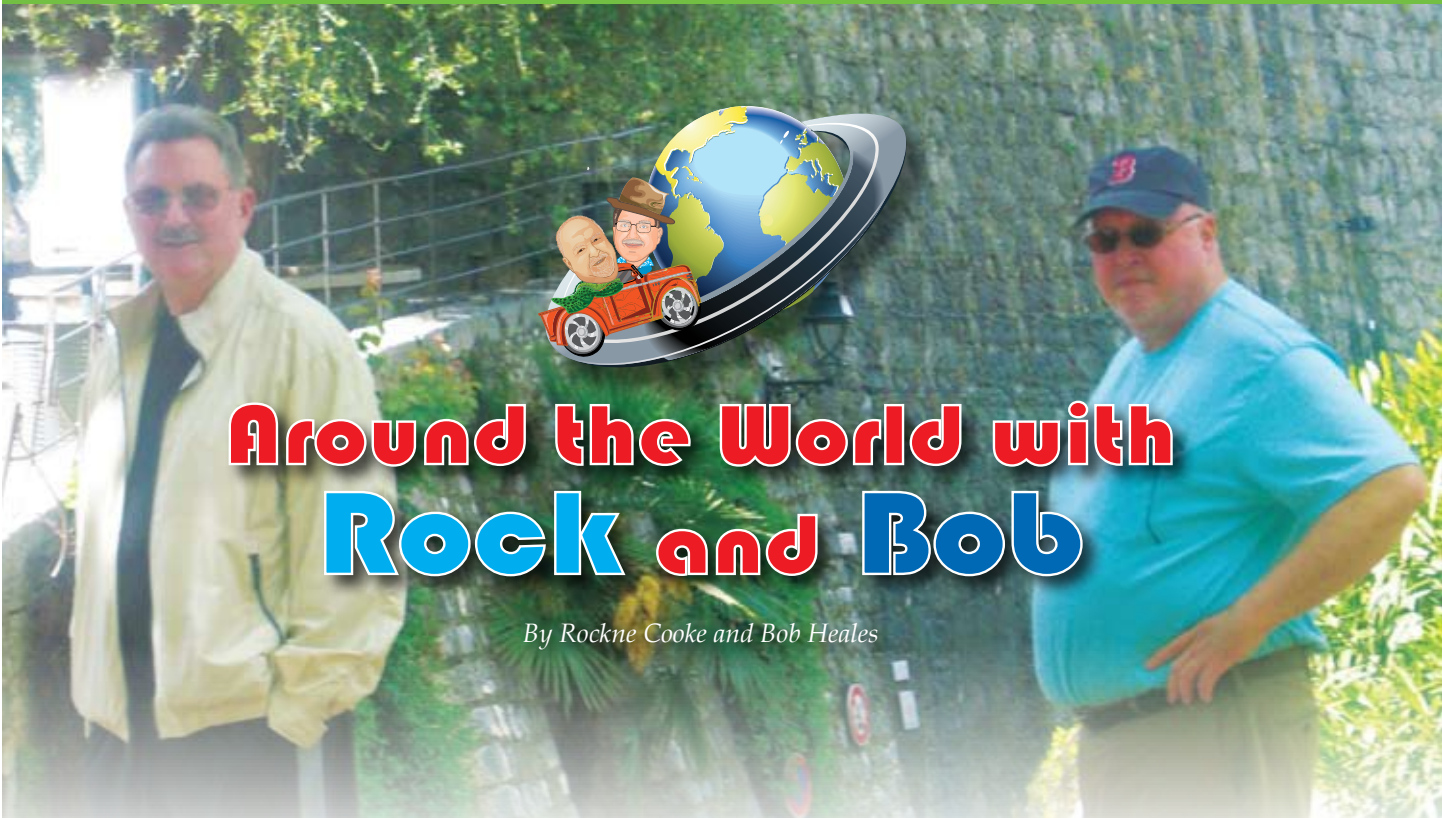
Executive Director
Robert A Heales

Administrative Manager
Carolyn Ward

Historian
Robert A Heales

Parliamentarian
Rockne F. Cooke

Sergeant-At-Arms
Fares Atoum



Around the World with Rock and Bob

By Rockne Cooke and Bob Heales

Our own **Rockne Cooke** reports the world famous P.I. Museum on Wheels made a surprise visit to CIB Headquarters in Baltimore, Maryland. Ben Harroll gave a rousing 40 minute presentation on our PI history to Rock's office staff. It was quite a scene as the "Detectives, Spies and Private Eyes" mobile rolled into their parking lot. His office staff enjoyed Ben's talk. He was on his way to Washington, DC to meet with G. Gordon Liddy to verify some old Watergate photos he purchased and then he was on to Florida for the F.A.P.I. Conference. From their Ben was on to Oklahoma to spread the P.I. Gospel at their association conference. Rock's office staff has been with him for an average of over 25 years and two for over 30 years. Janet, the girl in the white top, is his Operations Manager has been with him for 23 years. A.J., in the blue shirt and Ed in the tie and suspenders are his partners. Dave, far left, was the only investigator at the office that day as he was recovering from hip replacement surgery. John , far right with the sun glasses is their IT guru. The banner at the top, "East Drive", is where the office is located.

Congratulations to **Gary Kutty** of Ohio who received the Wayne Wunder Memorial Award from NCISS during their Annual Conference in Boston which was held at the same time as our



conference in September. The Wunder Award is one of three awards presented annually by NCISS in part for leadership, dedication, and service to the association and profession. Congratulations also goes to Dean Beers of Colorado who won the Vinson Award for Outstanding Service from NCISS. Dean is the first recipient of this new award named after the 3 generations of the Vinson family and their managers who have served both WAD and NCISS so well for decades.



Laila Saleh of Egypt attended the Federation of European Nationals Collections Associations (FENCA) conference in Madrid in early October. Laila, with her ever present smile enjoyed some free time seeing the sights of Madrid and talking with potential members about WAD.





Lothar Kimm of Germany wrote to tell us of one of his fondest WAD memories. Of course, we are sure it is second to marrying his beautiful bride Annelie

at our WAD Conference in Hawaii in 2003. Here we see Lothar napping under a banana tree after sampling some of Past President J.D. Vinson's highly recommended Mexican wines at our Mid-Term Meeting in San Diego in 2007.

Proud grandparents Past President Eric and Ann Shelmerdine

of England are seen here with their beautiful granddaughter Lauran who just turned 21 on September 15th. Many of us remember Lauran as a charming and talkative young teen at our 2004 Annual Conference in Moscow, just turning 13 about that time. Lauran also joined us at our Annual Conferences in Tokyo and Zurich. We look forward to seeing her again soon, perhaps when we join ABI in London next April.



FOX 25's **Bob Ward** honored by World Association of Detectives. BOSTON (FOX 25 / MyFoxBoston.com) FOX 25 crime reporter Bob Ward received a prestigious award on Friday for his hard-hitting and relentless work on unsolved crimes. Bob was honored by the World Association of Detectives at the Boston Park Plaza Hotel. He was awarded the "2012 Hal Lipset Truth in Action Award." Bob was also a speaker during a seminar on Thursday during which he discussed his



work with the Molly Bish case. Bob Ward joined FOX 25 News as a general assignment reporter in June 1996. He is widely regarded as one of the best crime reporters in New



England.

Keith Schafferius of Australia went into the hospital in October for keyhole surgery to remove his Gall bladder with two Gall stones that were causing him discomfort and severe pain. He was back out of the hospital the next day, and Keith reports

he is back to work doing fine.

Miriam Ettisch-Enchelmaier/Germany has been publishing a monthly "International Business Calendar" since December 1998. The Calendar contains mainly a list of events anywhere in the world which hinders business, this mainly means religious feast, but carnival, or sports cup, also legal issues, computer tips, also miscellaneous articles mainly of interest for our industry. The newsletter is free of charge, estimated global readership: more than 4,000. Anybody interested to get a copy, get in touch with her directly.

Remi Kalacyan of Montreal, Canada attended our Boston Conference with his wife Kristin. He is particularly proud and excited about winning Consumer's Choice award for business excellence in Montreal (in investigation) once again this year. They have been awarded this title six years in a row since 2007 and Remi says "it feels great !!!!!!!"



Each year across Canada, Consumer's Choice Award gathers the opinions, perceptions and expectations through the responses of thousands of consumers and businesses. Established in 1987, the selection process has been perfected with a third party research firm to ensure that only the most outstanding service providers are the winners within an industry. This is the only organization in North America to recognize business excellence by conducting a research that surveys both the consumer and business community with statistical accuracy. The research method determines all service providers, and ultimately selects the top ranked companies, and establishes the winner within each industry.

Congratulations Remi from your friends in WAD.

CONFESSIONS OF A NIGHT GUARD

By Geoff Rockwell

In 1986 and '87 I worked as a security guard at the Isabella Stewart Gardner Museum. For most of that time I was a night guard. The pay was low and the hours were difficult, but it was a job I truly enjoyed.

I had moved to Boston after graduating from the Rhode Island School of Design, and at first I worked as a gallery attendant. We weren't allowed to draw while on duty, but I always carried a small sketchbook,

and when I was alone I'd draw studies of the artworks that impressed me. Among those were Vermeer's "The Concert" and Rembrandt's "The Storm on the Sea of Galilee" — two of the masterpieces stolen in 1990, in what remains the biggest unsolved art heist in history, with a total value of \$500 million.

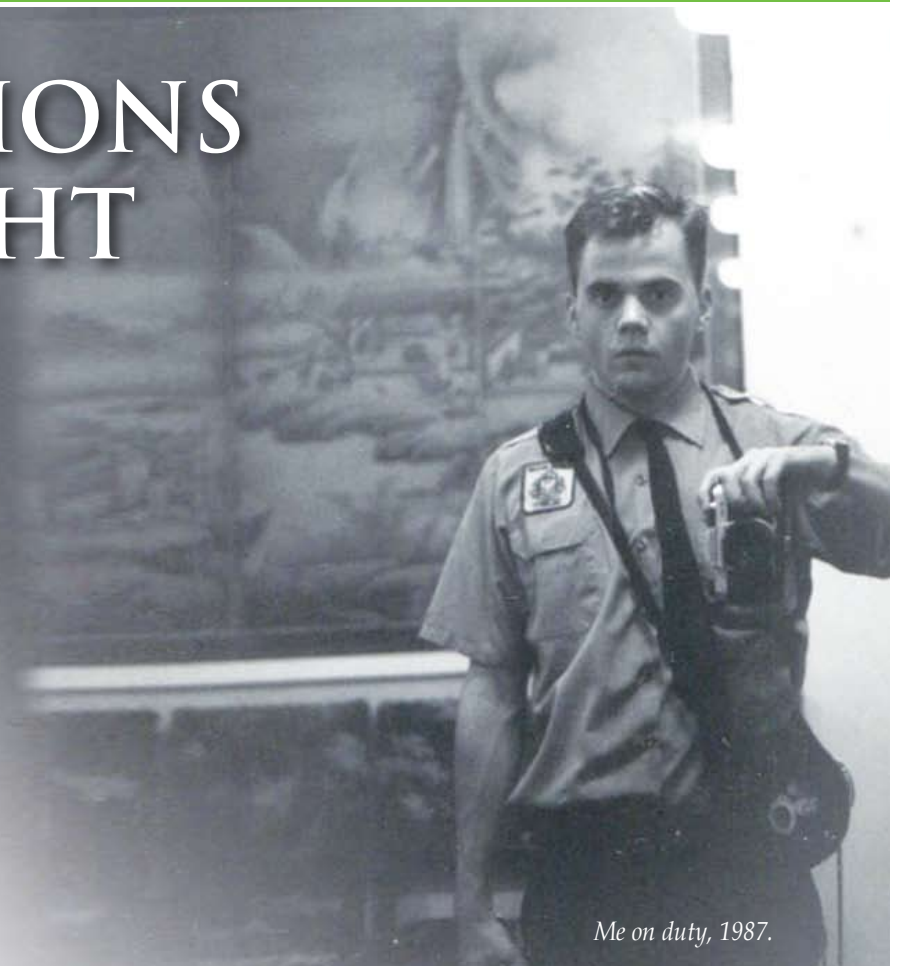
For each overnight shift there were two guards. One would sit at the main security desk watching over the alarm systems and staff entrance while the other made the rounds.

Working nights could be an adventure. Roaming through the empty galleries in the dark, with a huge flashlight as the only source of light, sparked the imagination. Sometimes it was spooky, but often it was beautiful and even profound. Being alone with works of art in the dark is a far more intimate, intense experience than seeing them in a crowded room during the day. I could observe details with a focus impossible in the daytime, and with our high-powered flashlights I could actually see through the glazes of certain oil paintings to make out the underpainting beneath. It seemed as if the illumination came directly from my own two eyes.

Young and impressionable, fresh from art school, my head was stuffed with reverence for the Old Masters. Behind the scenes, I could observe works being cleaned in the conservator's lab, or study them unframed and vulnerable in the photographer's studio. It was like looking at art with its guard down. Patrolling the greenhouses, I occasionally picked a few flowers to bring to my girlfriend after work in an attempt to make up for the evenings we couldn't spend together.

For some reason, the long gallery hung with Flemish tapestries filled me with dread. Walking through that room invariably gave me a chill, raising my hair and heart rate as if the devil were breathing down my neck. I would race through the Tapestry Room every time, only calming down once I reached the painting of St. George and the dragon.

One night, I was working with a female guard who was uncomfortable being alone in the dark, so I made the rounds. On the third floor, I was inspecting an altarpiece by Lucas Cranach with my flashlight. Slowly backing away from the piece, I felt a metal point stab me between the shoulderblades, then a vacuum of air open up behind me. I spun around to catch the tall iron candelabra I had just knocked over, grasping at the air. It crashed to the tiled floor with a gonglike clang.



Me on duty, 1987.

My walkie-talkie erupted with squawking static and a panicked voice shouting, "Did you hear that bang?" In shock, I said, "Yes, I think it came from the second floor. I'll go check it out." I quickly uprighted the candelabra and raced downstairs. Back at the security desk, I told her I had no idea where the sound had come from and hinted that it might have been caused by a ghost. To my surprise she accepted this explanation. On my next round I nervously checked for damage. The only things I could find were two small chips on the tile floor. I swept the loose fragments into my pocket and the next night Krazy-Glued them back into place. Visiting decades later, I could barely make out the small cracks where I made my repairs.

In 1990, I had moved to New York when I heard the shocking news about the robbery. I'd like to think that if I had been there that night, I would have stopped it. But if people in police uniform showed up at the side door demanding entrance, the way they did that night, would I have let them in? I was 23. What would you have done?

I used to carry a small sketchbook with me and would make drawings of different artworks from time to time while I made my rounds.



A sketch of a figure from 'The Concert'



A sketch of 'Storm on the Sea of Galilee'

Artist Geoff Rockwell is the President and Director at Rockwell Artisan Studio Inc. Opened in March 2011 and based in the New York Metropolitan area, Rockwell Artisan Studio collaborates with artists, architects and designers to create, develop and produce various commercial illustrations to large scale murals and has executed projects in major cities across the United States as well as Europe and the Middle East. www.rockwellartisanstudio.com

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BOSTON 2012

Boston 2012, WAD 87th ANNUAL CONFERENCE *was indeed a memorable event. Held in conjunction with NCISS (National Council of Investigation & Security Services) 37th Annual Conference and Boston University, our host for the International Investigation and Security Professionals Symposium, the tri-partite relationship is a positive direction towards cultivating and enhancing the vital links between academia and professional practice in the private investigation and security industry. The Symposium was truly an international platform with representation of WAD and NCISS members of multi disciplined sharing experience, expertise and perspective.*

The success of the conference was made possible through the generous sponsorships of the following event partners and WAD and NCISS Members:

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Boston University's Ruth Ann Murray and Dean Jay Halfond at the Boston 2012 Symposium



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SEMINAR SPEAKERS

Dr Mary Ann Boyle, PhD, CG on
"Harvesting Clues through Genealogy Essentials"

Tom Maurillo on
"Critical Thinking – The 8 Elements of Thinking & The 9 Intellectual Standards for Reasoning"

Bob Ward on
"A Crime Reporter – Bringing New Attention to Unsolved Crimes"

Dr Clem Pellett on
"Trailing a Fugitive Killer on the run for 38 years"

Rashid Ali Malik on
"The Great Game Goes on – No Osama, No US Troops; When Everyone is Dead THE GREAT GAME is Finished, NOT Before".

Our appreciation also goes to our Boston Hosts, Ruth Ann Murray, Tom Shamshak and Chuck McLaughlin, our Executive Director, Bob Heales, our Administrative Manager, Carolyn Ward and to ALL WAD and NCIS members for attending and participating in the Boston 2012 Conference.



FROM THE OUTGOING PRESIDENT SITI NAIDU

The year has passed at a speed without realising that my term as President has come to an end. It has been a great honour and I am humbled by the encouragement and support I have received during the year as we sail along to charter the course of WAD's future. WAD's continued growth and relevance is the collective effort and shared commitment of our Officers, our Executive Committee, our Board and our WAD members.

In the last one year our primary focus has been on membership development and promoting WAD. I am pleased to report that although we have not reached our target of 1000 members, we have had significant increase in new applicants compared to the same period in past years. We have had our fair share of disqualifying applicants who do not meet our requirements but the effort of Rockne Cooke, our Applicant Manager, must be recognised for his diligence in processing applications. Whilst we are guided by our bylaws we remain objective throughout the process conducting a fair and just assessment of the application.

In as much as we focus on increasing our numbers it is equally important that we have a membership retention plan in place. We have to give credit to Bob Heales and Carolyn Ward for enduring the renewal exercise which resulted in a significant drop in non-renewals. With their persistence's, we only had 17 non-renewals. The non-renewals were mainly due to retirement or no longer in the business.

Our growth and renewals is the primary contributor to WAD's finances being on solid ground coupled with our "careful management" of resources ensuring our financial strength is maintained. Revenue from our conferences, sponsorships and advertising further supports WAD's activities.

WAD's finances are reviewed annually through an external consultant to ensure proper management, reporting and documentation and audited for regulatory submission.

We have recently engaged ourselves in the development of new e-marketing tools to enhance the increased traffic in our list-serve for communication and work referral among members. The improved capabilities of the website will facilitate our administration to better serve the membership.

Our Area Governors and Ambassadors continue to support WAD. However, it has been a challenge for some but majority have been supportive. Our Area Governors and Ambassadors represent WAD internationally irrespective of their domain and such positions come with dedication. Most members have very little knowledge of how WAD operates and despite our growth many have no clue as to the real value they can harness through their active participation.

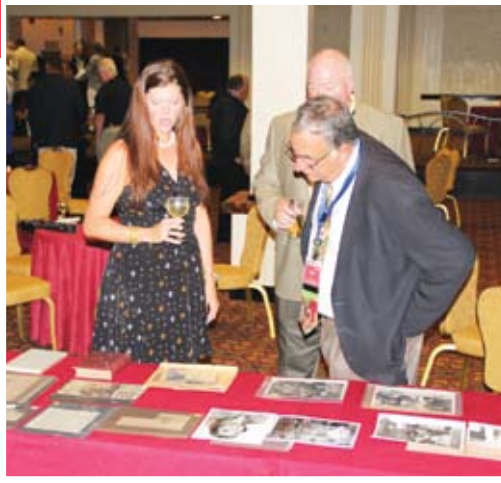
There have not been any serious grievances to be concerned with as necessary steps are in place to mitigate any potential situation that may affect the membership and our Association. Under the Chairmanship of Dale Wunderlich, we have taken adequate measures within the limitations of our Association to highlight to members of their obligation to be in compliance in the conduct of their business with all international legislation governing good business practice. Regular reminders were sent over the e-group, newsletter and website to create awareness among our member on regulatory issues and to abide our Code of Ethics. Cohesion among members is important as it allows for greater interaction and support professional development and ethical business practices.

WAD's success today is the by-product of tremendous hard work, often in the shadows and unseen. The momentum we have set for ourselves widens the path for our future leaders to carry forth this Association

The Executive Committee continues in its role on an advisory capacity. I thank the Executive Committee members—RockneCooke, Bob Heales, Louis Laframboise, Eric Shelmerdine, Vladimir Solomanidin and J D Vinson for rendering their support and wisdom.



Ethics Chair Dale Wunderlich (right) with Chuck and Siti



Legislation Chair Past President Rockne Cooke with Past Pres. Neal Holmes Jr (left) and Past Pres. John Talaganis (right)



LEGISLATIVE COMMITTEE REPORT

Chairman, Rockne Cooke

Although there are no recommended proposed changes or additions to our By-laws at this time there are two legislative issues which should be addressed today. The first concerns the proper practice of advertising branch offices which was initially assigned to a committee in Rio and Chaired by Dale which will be discussed during his report today. The issue stems from ongoing complaints regarding members advertising their services in locations and countries where they do not have a legitimate office or company personnel assigned.

The second issue deals with Online Advertising. In short, we experienced a situation where a former member attempted to place an advertisement claiming offices which were questionable and soliciting sub-contractors. The ads were pulled as inappropriate and the member resigned. After much research and consideration of a By-law or Code of Ethics revision I've concluded that our best course of action should be a clear disclaimer on our website for the following reasons:

When an online advert cuts across a jurisdiction and enters a new one it becomes subject to the rules of that jurisdiction. Almost every country has a different set of self-regulatory rules. For example in the UK it's the CAP Code which is administered by the Advertising Standards Authority (ASA). In the U.S. it's the Federal Trade Commission (FTC). Each country in the EU has its own consumer protection legislation. It also has its own self-regulation system based on the International Chamber of Commerce's Code of Advertising Practice.

In broad terms this states that all advertising should be legal, decent, honest and truthful and should respect all cultural differences of the relevant country. Adding that an advertisement must not be misleading and must respect the principles of fair competition generally accepted by business should be a guideline for placing a WAD advertisement and published with the disclaimer regarding the jurisdictional warning.



NEAL HOLMES, SR. MEMORIAL SECURITY PROFESSIONAL OF THE YEAR AWARD

This award honors members in the Security field who have demonstrated excellence, leadership and business acumen in their business and the security profession. Renamed in 2003 in memory of Life Member Neal Holmes, Sr.



This year's recipient has been a friend to WAD for longer than many of us here have been members. He is a Life Member of WAD and served on the Board of Directors well before most of us in this room were even a member. His business was founded in 1953 by his parents, and since 1967 he served in positions such as Dispatch Supervisor, Alarm Manager, and Vice President of Operations. In 1974 he was appointed Executive Vice President, and he became President in 1977. He currently operates offices in 6 Midwestern states and has been involved in over 60 acquisitions.

He is actively involved in several charities and community organizations and has received awards in recognition of his service. He is the father of 7 children and 14 grandchildren. The 3rd generation of family members is now getting involved in his business and our associations. His son is a new member of WAD having just been approved in the last 30 days.

The 2012 Neal Homes, Sr. Memorial Security Professional of the Year Award to Mike Duffy of Per Mar Security presented by Past President Neal Holmes, Jr. Congratulations Mike!

NORMAN J. SLOAN MEMORIAL AWARD

Congratulations to Phil Stuto who was presented with WAD's highest honor at our Annual Conference in Boston. Phil served as WAD President in 1995-1996 during a very difficult time for the association. It is because of his strong leadership that WAD came out better than ever and has flourished ever since.



Phil joined the Navy after high school in 1963 and in 1967 attended Junior College in the Sacramento and San Mateo area. In 1968 he went to work for Southern Pacific Railroad (later named Southern Pacific Transportation Company) as a clerk in their San Francisco office. He was later promoted to a Claims Adjustor and transferred to Sacramento, California in 1970. He worked there for about three years and was promoted to manage the Tracy, California office.

Phil was then recruited by a Private Investigator in Glendale, California; Dow Carter & Associates. While working there for a couple of years he got the "taste" for private investigative work and the possibility to go out and open his own practice. He worked on personal injury cases as well as aviation matters. In 1976 an opportunity rose and he formed an investigation company along with Bob Wachtler known as Stuto-Wachtler Investigations in Oakland, CA. The firm worked for several Plaintiff law firms in the San Francisco Bay area.

It was about that time that Phil met attorney Gerald Sterns and began his career full time in aviation accident investigations. He then went out on his own and formed Investigative Consultants International.

Phil is a Life Member of W.A.D. He has served on many committees and has attended many Annual Conferences and Mid-Year Meetings during more than 25 years of membership. Those that he hasn't attended were because

of traveling around the world investigating aviation accidents. Some of these investigations included public figures such as musician Lynyrd Skynyrd, musician and actor Ricky Nelson, musician John Denver and the Reba McIntyre Band.

In all he has traveled to every State in the United States; Russia, the Middle East, China, Turkey, Greece, Italy, France, Scotland, India, the Philippines, the Netherlands, Poland, Cameroon, Kenya, South Africa, Asia and Great Britain to name a few.

In each one of these State and Countries, he has utilized WAD Members. In fact when Phil works in areas not covered by WAD Members, he recruits those individuals to join the Association. He carries his Directory with him at all times in case he doesn't have access to the internet.

In 2003 Phil sold the surveillance portion of his business and about that time moved to the Palm Springs, CA area. For those that know Phil he didn't stay idle for long. He came out of retirement and opened new firm, Around the Globe Investigations, Inc., which is active today.

Phil is married to his beautiful wife Kathy and has two children (who he now says our off the payroll).

Congratulations Phil. Your recognition was long overdue.



INVESTIGATOR OF THE YEAR AWARD

Originally a "cup" presented to the World Association of Detectives by Past President Zena Scott-Archer on behalf of the Association of British Investigators 'in friendship' in 1976 in Brighton, England, it is to be awarded to a W.A.D. member who has demonstrated outstanding professional service to WAD and the profession, or achievement in



the past year, or who has recently performed an outstanding investigation in the best traditions of the profession.

This year's recipient is a Life member of WAD who is known throughout the world. The nominator stated "No doubt that this lady is one of the most active and professional members in our Association. She announces enquiries almost every day helping private investigators (and their clients) from all over the world. I can say that she is a basic point in the middle of Europe who serves dozens of colleagues from the other continents. Also, she keeps high standards with reasonable prices.

What is more, as the founder and moderator of Investigations Worldwide Association, she links the two groups of professionals making the co-operation easy and direct.

The 2012 Investigator of the Year Award is presented to Miriam Ettisch-Enchelmaier of Germany. Although Miriam has attended many of our meetings, she was unable to attend the Boston Conference. Congratulations Miriam and our best wishes to you.

HAL LIPSET MEMORIAL TRUTH IN ACTION AWARD

This award originated in 1967 when it was introduced by the Officers and Board of W.A.D. as The 'Truth in Action' award. It is presented to an individual for service to mankind by outstanding acts of compassion, or heroism, or leadership, or achievement and service outside of W.A.D. in the fields of private investigation, private security, criminal justice, jurisprudence, or technical and scientific expertise. In 1998 the name of the award was changed to the 'Hal Lipset Memorial Truth in Action Award' in honor of Past President Hal Lipset.



Our recipient joined FOX25 News as a general assignment reporter in June 1996. He is also a fill-in anchor on the news desk. He is widely regarded as one of the best crime reporters in New England. From local investigations to federal probes, he is known for getting officials, alleged criminals, even witnesses to go "on record" about high profile cases.

He has covered numerous breaking news stories and intriguing criminal cases. His investigative reporting and extensive contacts with law enforcement have led to his weekly FOX25 News series, "New England's Unsolved." The feature profiles unsolved criminal cases in the region and Ward's reports have been instrumental in uncovering new information in these cases.

His expertise as a crime reporter means he works closely with "Massachusetts Most Wanted," a consortium of 39 law enforcement agencies that share information to track down criminals. His "Massachusetts Most Wanted" series provides background and pictures of unknown bank robbers, fugitives and thieves. The reports have resulted in the arrests of some of New England's most wanted criminals.

In 2005, he began collaborating with the Licensed Private Detectives Association of Massachusetts. He reported that LPDAM and the Molly Bish Lifeguard Foundation had formed a partnership to train private investigators to work with families needing investigative assistance with cold case murders and unresolved missing person cases. He has played an important role in publicizing cold and unresolved cases. He has worked with private investigators throughout New England to generate new interest in cold case murders and unresolved missing person cases. He has been a guest speaker at LPDAM luncheons where he discussed the role media plays in cold case investigations. He has been a presenter at a conference of New England Private Investigator Associations where he talked about the value of the partnership between Private Investigators and the Media. He has assisted numerous Private Investigators throughout New England with his news reporting. He has

reported on a number of high profile cases including the unsolved murder of 16 year old lifeguard Molly Bish, the unsolved murder of 10 year old Holly Piirainen, the disappearance of college student Maura Murray, the disappearance of college student Charlie Allen, and the disappearance of 10 year old Andy Puglisi who went missing at a public pool.

On a personal level, he has been relentless in his pursuit of justice on behalf of Theresa Corley, a 19 year old woman who was murdered on December 5, 1978. Her case remains unsolved. Our recipient and Theresa Corley were co-workers at the Star Market in Franklin, MA. She was a cashier and he was a bag boy. Theresa Corley was the subject of one of his first "New England's Unsolved" programs he launched in 1999. Highly motivated by a sense of justice, he is an exemplary journalist and an exceptional ambassador of truth.

The World Association of Detectives is pleased to recognize the work of Bob Ward of Boston's FOX 25 News with the Hal Lipset Memorial Truth in Action Award.





W.A.D. at ASIS Philly

By Christine Vinson

Following our meeting in Boston, a few of us traveled over to Philadelphia, PA for the ASIS Conference and Trade Show. As we prepared for this event, we did not know what to expect. We entered these uncharted waters with the mind set of "let's get our feet wet and see what we can do in the years ahead". I was impressed at the scale of this Conference once things got underway.

Our backdrop was the beautiful city of Philly and the Conference hotel was directly connected to the Conference Center. This provided great ease for setting up, early arrival to our booth and break-down. The city had much to offer and was a great historic place for ASIS to host their Conference. Upon arriving Sunday afternoon, Bob and I met to go scout the area and find where we would be located. To

our surprise we had a perfect location! We were near the ASIS Book Store and on an end where the walk-way ended and people had to pass us to enter the main Exhibit hall. We set up the lovely large W.A.D. display booth and prepped our space for the following morning. Monday morning had Bob, Siti and I at the booth. Our location and professional display brought much attention to our Association. Our tempting gifts lured in the visitors and allowed us the opportunity to speak with many people interested in learning about what the World Association of Detectives is all about. We accepted business cards and collected about 150 of these cards; all of which Siti is following up with through email and sending them copies of our newsletter. Many visitors to our space were excited to learn about what our membership has to offer.

On Tuesday we had just as much traffic as Monday. We were running low on items and people we still coming over to talk with us about membership. After walking through the Exhibit Hall I feel we made the right decision by selecting the Association spaces. Many people participating in the ASIS Conference know that the Associations are not in main hall and come to these spaces seeking out Associations. This is an important event for W.A.D. to be involved. The only way can grow as an Association is to get ourselves out there and at Conferences such as ASIS. It will be important for us to participate in the coming years to really gauge the benefits. We will have more sponsorship opportunities for the event next year.

I also want to take this opportunity to those who sponsored and supported this year's event: Rashid Ali Malik, J.D. Vinson, Jr., Kunwar and those who stopped by the booth to lend their support.

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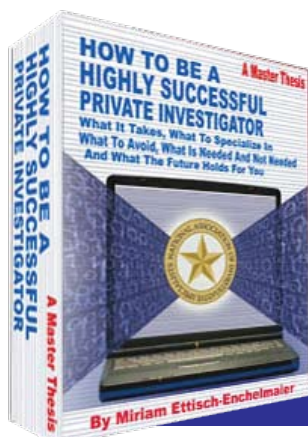
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WHY PROFESSIONALS NEED PRIVATE INVESTIGATORS

Why do Businessmen, Executives or Owners of Companies as well as their Attorneys need PIs and how can they improve the result of their cases with needed investigation? By using Investigative Experts: PIs!

By M. Ettisch-Enchelmaier

Chapter From the Book:

HOW TO BECOME A HIGHLY SUCCESSFUL PRIVATE INVESTIGATOR

This essay depends in the main on a discussion which took place in an online private investigators (PI) restricted group in September 2001 (received of course permission of the senders and the article by Lisa Stansky: Practice Strategies/Focus Litigation, Staking out a Detective, www.abanet.org/journal/sept01/focus.html. Businessmen, executives or owners of companies can help much to improve their odds to win a case by collecting any known bits of information to them about their opponents.

Often much information is buried in traditional as well as electronic files and in human memory. It must be “unearthed” and presented to the private investigator bestowed with the task to collect further or prove the existing data as an independent third party.

In the same way as in many walks of life there are crafty “do-it-yourself” people, even they may need expert help from a certain stage on, let alone a “lay person”. And the investigative expert is the PI who should be called in on a case. If an attorney is also involved in the appertaining case, his d'accord should be sought and be also kept informed until the end, since he may need more or other information than envisaged by the businessman due to the judicial angle of the case.

In recent times more and more attorneys concord with that opinion to refer the investigation to the PI. Criminal and nowadays also in a growing number civil attorneys and especially attorneys specializing in “cyberlaw”, i.e. the Internet, have a better insight in this problem and are more ready to use a outside professional PI to improve the possible results they would have obtained through an in house investigator [1]. Attorneys should use PIs as their arms and legs [2] so to speak.

Some reasons as to why attorneys should leave the investigation to PIs, the professional investigators:

- 1) First and foremost it is not cost effective for attorneys: PIs are much cheaper than attorneys yet get better results.
- 2) Attorneys' knowledge of investigative sources and resources is limited.
- 3) Attorneys are trained to find already existing laws less in finding persons and facts.
- 4) Their paralegal staff often lack time to execute proper investigation.
- 5) Attorneys must divulge for which side they represent, not so a PI.
- 6) Attorneys may jeopardize their appertaining case when being questioned as a witness.

In most instances business persons as client have only a certain amount of dollars to spend on a case yet his attorney wants as much of the client's dollars he can get. Moreover, no client wants to pay an attorney's higher fees when he can get a PI to do the job for a fee ranging between \$40 or \$75/hr, a more qualified at that.

It is not cost-effective for an attorney to undertake his own investigation. An attorney's billable time averages in US \$150 - \$250/hr even higher.

His time is more profitably spent working on other cases and leaving the low cost mean work to a PI, the investigative expert.

In the medical profession, for example, a surgeon comes in on a case only after some other doctors, laboratory and x-ray technicians have diagnosed the problem and submitted their findings to the surgeon. The same applies to any good lawyer. The key to any profitable business is knowing how to get the job done well at the lowest possible cost which often also means to delegate the work to the person who can do it fastest, most thoroughly and accurately.

It is known that some law firms seek to keep every billable hour to themselves by various methods, e.g. doing their own investigation or have their staff do it for them because they firmly believe it to be less expensive employing their staff instead of using an outside PI.

One of the main topics when an attorney discusses a case with PI is “costs, costs, costs”, next the time element as to how quickly the PI can get the case solved by obtaining the information sought for.

More details and references in the above article can be found in Miriam book “WHY PROFESSIONALS NEED PRIVATE INVESTIGATORS”. Congratulations Miriam on your successful book.

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W.A.D. MID-TERM BOARD MEETING

Marriot Marble Arch
April 25 - 28, 2013, London. UK



WAD at ABI's Centenary Celebrations

Reception on HMS Belfast on the River Thames, visit the Sherlock Holmes Hotel and Museum, the Houses of Parliament, with celebrations culminating in a farewell banquet at the Grand Connaught Rooms.

- REGISTRATION**
- Member US\$350.00 x _____ US\$ _____
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- ◆ Friday - Board Meeting
- ◆ Saturday - Farewell Dinner

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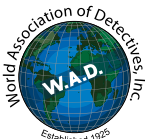
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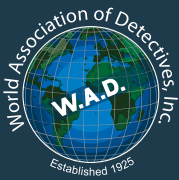
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WAD AT THE ABI CENTENNIAL CELEBRATIONS

The London Marriott Marble Arch is just a short walk from Oxford Street, Marble Arch, Park Lane, Hyde Park and the Theatre District.



Grand Connaught Room

The 2013 WAD Mid-Term meeting will be a joint-celebration with ABI, as the Association of British Investigators mark its 100 years. It is poised to be a spectacular affair, a truly global celebration with the presence of WAD, CII, IKD and ABI members. The Welcome Reception will be held aboard the HMS Belfast and the celebration banquet will be hosted at the Grand Connaught Rooms.

WAD has secured reservations with the Marriot Marble Arch, Edgware Road, for hotel accommodation and our Board Meeting.

Transport will be provided for WAD members from Marriot Marble Arch to the respective event locations.

Room Rates at Marriot Marble Arch are:

GBP 150.00 (Single), GBP 160.00 (Double), + 20% vat with Breakfast included

Thursday, April 25th, 2013 Evening
Welcome Reception aboard HMS Belfast

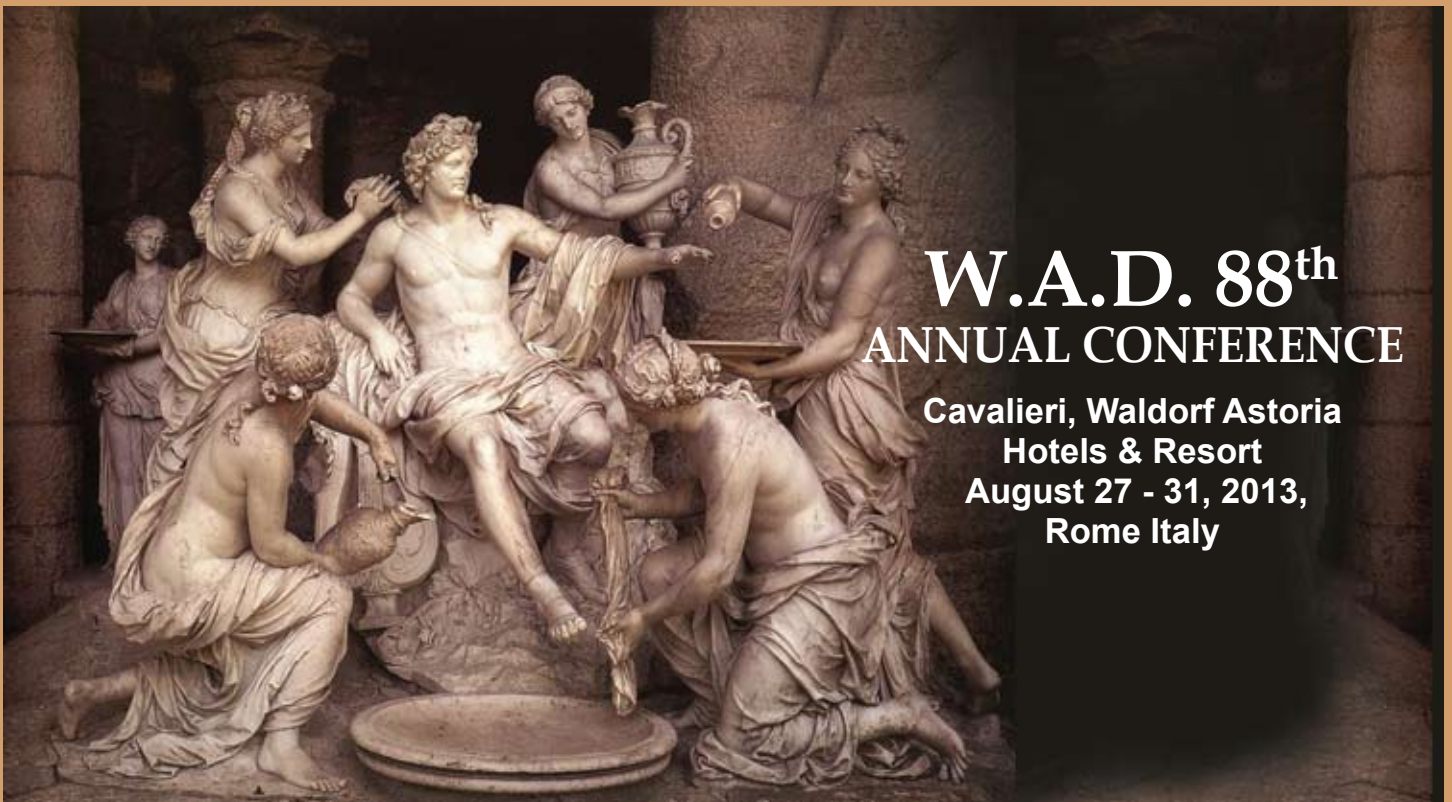
Friday, April 26th, 2013, 9.00am - 4.00pm
WAD Board Meeting at Marriot Marble Arch

Friday, April 26th, 2013, Evening
House of Lord Reception (Ticketed Event)

Saturday, April 26th, 2013, Day event
Seminar & Exhibits at the Grand Connaught Rooms

Saturday, April 26th, 2013, Evening
Farewell Banquet at the Grand Connaught Rooms

Reservations should be made **DIRECT** to the hotel's ResLink at <http://www.marriott.co.uk/hotels/travel/lonma-london-marriott-hotel-marble-arch>



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Dateline: 1 Nov 2012
Incorporating Members' Handbook

Volume 64, Issue 2
March 2013 - May 2013
Dateline: 1 Feb 2013

Volume 64, Issue 3
June 2013 - Aug 2013
Dateline: 1 July 2013
Incorporating Members' Directory

Volume 64, Issue 4
Sept 2013 - Nov 2013
Dateline: 1 Aug 2013
Incorporating W.A.D Annual Meeting



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