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January issue: December 1 April issue: March 1 July issue: June 1

October issue: September 1

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## PRESIDENTIAL BRIEFING

Moving Forward with W.A.D.

**By Greg Scott** 

ear Members,

Predictions of the current global economy driving small and large businesses into bankruptcy are rampant throughout the world. Two of the ways we plan to keep our W.A.D. Members and their Agencies are strong by providing a new and valuable W.A.D. Website and by arranging more NETWORKING opportunities to showcase our Members' exceptional skills.

In just a few short weeks, we will premier the first of our Bi-Yearly "World Networking Receptions". At our W.A.D. Mid Term Board Meeting in Florida and again later at the W.A.D. Annual Conference in Rio de Janeiro, we are inviting Members and Non-Members alike to attend with local businessmen, celebrities. and government officials to promote the Agencies of our Members to other professionals around the world. Our goal is to bring the people who need our Members' services together with those Members who wish to market themselves in the venue of these W.A.D. Meetings and Conferences. Already, registrations have been received from professionals in 22 different countries and many US States We would like to increase those numbers before we have to close the registrations.

If you attend, be sure to bring business cards and materials to hand out to potential Clients and Professional Contacts. I would also urge you to make a wise investment in one of the sponsorships available. For your investment in a Sponsorship, you will receive recognition by way of announcements and signage

acknowledging you as a Sponsor, the distribution of any literature or cards you want to send, and publication of your Sponsorship in the W.A.D. News. This is an inexpensive way to gain attention for your name and Agency, as well as valuable exposure as a world class Investigation or Security Professional.

The World Networking Reception is a one night event and has been designed by our Conference Chair Siti Naidu, with the invaluable assistance of Christine Vinson and Val Vail-Shirey. The Event has also been designed as an opportunity to meet and network with industry professionals in a relaxed atmosphere at the Panorama Terrace of the Hyatt Pier 66 Resort & Spa in Ft. Lauderdale, Florida. Our theme for the evening - "White and Khaki on Margaritas."

This part of Florida is a sub-tropical area and now, as in years past, its business citizens often dress casually in light fabrics and colors, while enjoying a cool drink known as a "Margarita" (which will be served and enjoyed either with or without the addition of alcoholic Tequila.) We invite you to join in the spirit of the occasion by dressing casually as the Floridians and Islanders have done for the past 100 years.

For anyone who has never been to South Florida, please let me introduce you to the area. This deep south-eastern part of Florida, from Ft. Lauderdale to the Florida Keys is an exciting and wonderful place, where you can find anything you are looking for. Certainly, like any large city in our world, if someone is looking for trouble, he could find all the trouble he wanted here. However, if you are



routinely careful, as you should be in any city, and you are looking for great weather, shopping, touring, adventure, food, beaches, romance, beauty and diverse cultures, you will certainly enjoy it here.

Don't hesitate to fly into any of the three airports that service this area. They are each only a quick commute to our hotel. Miami's airport is the largest and most congested, but Ft. Lauderdale and Palm Beach airports are only a short distance away. Choose the one that gives you the best price.

In the next issue, I'll give you more information on our new W.A.D. Website (being designed as truly the most exciting association website in the world!) Until then, remember that W.A.D. belongs to you, our Members, and it is run by and for you, our Members. The more that you put into W.A.D., the more you will personally benefit from W.A.D.

If we all continue to work together and network together, we will all be more healthy, wealthy, and wise through this poor world economic situation.

My very best wishes to you all,

Greg Scott W.A.D. PRESIDENT

## FROM THE CHAIRMAN'S PEN

A Global Alliance Of Investigators and Security Professionals

**Promoting Your Business for a Prosperous 2009** 

By Allen Cardoza

n the current world economy, networking with each other is the best answer to **how** we get more business and **where** we get new business.

We are sponsoring a "World Networking Reception" for all Professional INVESTIGATORS and SECURITY SPECIALISTS on March 26th in conjunction with the WAD Mid Term Board Meeting. This will be a great opportunity to meet and network with Investigators from many countries.

Please join us for this international networking opportunity offered to identify dependable, professional contacts in our profession all over the world. Investigators will be attending to find other investigators to refer work to and to receive work from.

The Reception will be held for one night in Ft. Lauderdale, Florida, USA, at the Hyatt Regency Pier Sixty-Six Resort. Cost for the Reception alone is USD \$100.00. The price is included for any

W.A.D. Member who registers for the Mid Term Meeting.

In an effort to attract the very best investigation and security professionals in the world, this Reception is open to Members and Non-Members alike.

Invitations have gone out to other Associations, International Businesses, Attorneys, Local VIP's, and individual Professionals. This will be a valuable Reception and your presence, business cards, brochures, etc., should be at this Event.

To register, please fill out the Registration Form or download one from the website at: www.wad.net or CONTACT: wad@wad.net

To thrive in the current global economy, the key to your success will be networking. Not networking as a noun, I mean networking as a verb, an action. That means in order to network you must take action ...If you go to a meeting and just "be there" you are a noun ... just



an object. If you go and participate and make things happen ... you are now taking action ... you're a verb.

So take action ... meet us in Ft. Lauderdale and ... BE A VERB!

Wishing you good health, happiness and a prosperous 2009,

Allen Cardoza w.a.d. Chairman





## FROM THE EXECUTIVE DIRECTOR

ear W.A.D. Members,

Julian Vail has just a few notes for this issue of the newsletter to share with you all.

Membership Plaques, certificates and ID cards.

W.A.D. is no longer issuing year plates for membership plaques or paper membership certificates. All members should have a wood Membership Plaque; however, they have varied over the years. All members who have renewed for 2009 should receive an ID card in this newsletter. If you think you have renewed your membership and did not receive a membership card, please contact our office.

Membership Renewals and Updates

We are pleased to report that membership renewals are nearing completion. The JV office has received some questions about the renewal process so we are including a brief explanation of the process here.

When you complete your member-ship renewal online it is forwarded to the JV office. Once we receive a membership renewal in our e-mail, it is then processed. The credit card transactions are not processed online at the time of online renewal. We also verify your information, make changes to the database, and update the online directory information.

This same process applies to information updates to the online directory. The leadership of WAD is planning a new website that will allow for financial transactions and change of information directly by the member.

If you have not renewed or are unsure of your membership status, please contact us by email, phone or mail.

Our goal continues to be professional member services to all members of W.A.D. on a daily basis and service to non-members to encourage their membership in a great International Organization - The World Association of Detectives

If you need any assistance, please do not hesitate to contact us and speak with Val, Larry or Karen. We will do all we can to assist each of you.

W.A.D. 235 N. Pine St. Lansing, Michigan 48933 USA

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**LARRY JULIAN** 

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# IKD-Internationale Kommission der Detektiv-Verbände

## (International Federation of Associations of Private Detectives)

**Submitted by: Richard D. Jacques-Turner** 24th February 2009

IKD has its seat in Vienna, Austria and was formed in 1964 by its three founder members, the Austrian Association - Österreichischer Detektiv-Verband (ÖDV), the German Association - Bundesverband Deutscher Detektive (BDD) and the Swiss Association - Fachverband Schweizerischer Privat-Detektive (FSPD). It is an 'umbrella' or 'roof' Federation whose members are made up of Associations of Private Investigators and Security Practitioners throughout the World. Currently its membership consists of 20 National Associations, 1 International Association and 3 Single Members in 21 countries, namely:

ÖSTERREICHISCHER DETEKTIV-VERBAND - AUSTRIA CZECH CHAMBER OF DETECTIVE SERVICES - CZECH REPUBLIC FORENINGEN DANSKE DETEKTIVER & ERHVERVSEFTERFORSKERE - DENMARK SUOMEN YKSITYISETSIVÄ-JA LAKITOIMISTOLIITTORY - FINLAND SYNDICAT NATIONAL des AGENTS de RECHERCHES PRIVEES - FRANCE BUNDESVERBAND DEUTSCHER DETEKTIVE - GERMANY BUND INTERNATIONALER DETEKTIVE - GERMANY HUNGARIAN DETECTIVE ASSOCIATION - HUNGARY HUNGARIAN PROFESSIONAL CHAMBER OF PERSONAL & PROPERTY PROTECTION & PRIVATE INVESTIGATORS - HUNGARY ASSOCIATION OF PRIVATE DETECTIVES AND INVESTIGATORS - INDIA ISRAELI BUREAU OF PRIVATE INVESTIGATORS - ISRAEL FEDERPOL - ITALY MR. SUMIO HIROSHIMA (SINGLE MEMBER) - JAPAN BIZNESS DROSHIBA (SINGLE MEMBER) - LATVIA V.P.B./SECTIE A.R.S - NETHERLANDS NORSK FORENING FOR ETTERFORSKNING OG SIKKERHET - NORWAY R. GUERREIRO DETECTIVES (SINGLE MEMBER) - PORTUGAL ASOCIATIA NATIONALA A DETECTIVILOR DIN ROMANIA - ROMANIA DETEKTIVSKA ZBORNICA REPUBLIKE SLOVENIJE - SLOVENIA ASOCIACION PROFESIONAL DE DETECTIVES PRIVADOS DE ESPANA - SPAIN FACHVERBAND SCHWEIZERISCHER PRIVAT-DETEKTIVE - SWITZERLAND TÜRKİYE ÖZEL DEDEKTİFLER DERNEĞİ - TURKEY ASSOCIATION OF BRITISH INVESTIGATORS - UNITED KINGDOM WORLD ASSOCIATION OF DETECTIVES INC - WORLD WIDE

I should explain that single membership is only allowed where a country has no National Association or where the National Association in that country is not a member of IKD.

The IKD is administered by the Secretariat, which is comprised of the Secretary General, a Vice Secretary General and a Treasurer who are all elected for a three-year period. However, the

holders of all three positions can stand again for reelection and indeed frequently do so. The present Secretary General, W.A.D. member Tony Imossi, and the Vice Secretary General, Georg Hirtl are both now serving their second three-year term. I served 3 three-year terms, as did my immediate predecessor, W.A.D. President Emeritus Werner Sachse. The IKD treasurer, who must be based in Switzerland, is Markus Wegst, who has been

(continues on next page)

### IKD-INTERNATIONALE KOMMISSION der Detektiv-Verbände continued from page 8

our treasurer since 1995. The Secretariat is accountable to the IKD Executive, which consists of one Delegate, from each member Association. A meeting of the Executive is held every year, at various venues throughout Europe, and the IKD 'Congress' is held every third year, at which the three positions of the Secretariat are elected.

The purpose of the IKD is to promote and maintain the highest ethical practices in the profession of private investigator or security service, to foster and perpetuate a spirit of co-operation, trust, goodwill and friendship between members of the profession and with all those engaged in law enforcement throughout the world. To support and advise member Associations in their efforts to set up educational programmes and combat restrictive legislation. More than this, it brings together various Associations under

a single 'banner' for the purpose of 'strengthening' the 'voice' of our profession. IKD now represents many thousands of investigators and is growing in strength year on year.

W.A.D.'s continuing membership is important to, and appreciated by, IKD as we are the only International Association to be a member and our large membership adds numbers and, therefore, credibility to IKD's standing and kudos in the eyes of the legislators. IKD's website is http://i-k-d.com

As a W.A.D. member you are a part of this Federation and have access to the members of all the Associations listed above. You can take advantage of this facility to help expand your business and better serve your clients.

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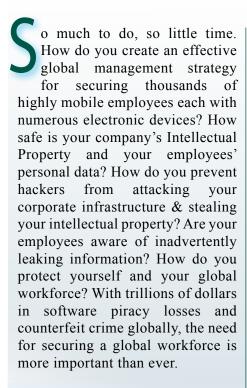
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## **Securing a Global Workforce**

By Candice Tal



Each time you leave home, you lock your doors, check no one is following you, buckle up and lock your car doors (you should; it's

security 101 for women). At work, you enter a secured lobby and proceed to unlock your passwordprotected work station & start another long workday full of emails and sensitive transfer of data. Unknown to you, two floors down in your building, the accounting clerk is slowly & quietly building their embezzlement scheme, because they cannot afford to pay for their house re-modeling.... they live in a house worth over \$1 million. By the way, they were never prosecuted by their last employer for embezzling over \$40,000 and the background check never looked at their credit history, so the hiring manager and HR department are blissfully unaware of the financial pressures at home.

Meanwhile, at your company's warehouses & distribution centers, drug trafficking and selling social security numbers to illegal immigrants are serious issues that management is not apprised of yet. Somehow product is

disappearing at an alarming rate; a serious crime occurring daily across America. If your company sells hitech consumer products, you can be certain that three months prior to the Holiday Season, theft will increase by more than 500%.

There are many criminals out there and most of them have day jobs. Yet the employees you hire have often not been screened at all, and most are not screened thoroughly. With 70% of temporary employees having criminal convictions and over 50% of all job applicants background serious discrepancies, is it any wonder that security in the global workplace is such a critical issue? In many countries today bribery, corruption & money laundering are still considered a normal and routine part of business. When you hire an overseas employee within the USA, they must show educational transcripts and proof of no criminal record to qualify for their H1B Visa status, but employees in most of the world do not need to meet these requirements.

The massive theft and accounting frauds of Enron (\$62b), WorldCom (\$11b) & Tyco (\$600m), led to global repercussions. Many companies are still being investigated for backdating shares and accounting irregularities. Enron was the 7th largest company nationwide and its demise caused the collapse of its accounting firm, Arthur Andersen.

With trillions of dollars in software piracy losses and counterfeit crime globally, the need for securing a global workforce is more important than ever.

In 2002, this led to the Sarbanes Oxley Act, designed to regulate corporate governance; yet most companies today are still poorly informed about how to screen their executives and often rely on personal references & industry reputation. The CFO of Veritas a few years ago claimed a degree he did not have and when the news broke, the company lost \$20 million on the stock markets in one day. Still, clients are often surprised to hear that 20% of executives do not check out well, may be involved in fraud and kickbacks, or have undisclosed involvement in other companies. On a smaller scale, but still damaging, may be a history of sexual harassment or litigious behavior. Many issues exist in the executive arena; yet so much reliance is placed on an executive's general reputation.

How are vou dealing with employees who are actively making threats in the workplace? The warning signs are often missed or ignored; frequently we hear: "Oh that's just John venting steam again, he'll be okay in a few minutes". Yet thousands of these instances occur daily in the workplace. Most of us recognize that domestic violence is another serious issue which may sadly become everyone's problem, when a spouse shows up at work one day with weapons & the intention to kill anyone who gets in their way.

What needs to be done? Start with your main offices, then examine the company's global implementation procedures. Secure company's Intellectual Property, then secure both perimeter and desktop environments, applying multiple lines of defense. Employ PKI (Public Key Infrastructure) to encrypt and restrict access to sensitive data and communications. At the senior executive level, your team needs to be unified around corporate security goals. Establish Crisis Management Team including C level, Legal, HR, & Security departments. Federal & State laws hold management directly responsible for providing a safe & secure workplace. Implement Best Practices in the areas of pre-employment screening and physical security procedures, these techniques are an excellent start to preventing crime. Are you utilizing basic physical security parameters & techniques to secure all products (bar codes, locked cages, access control systems, etc) and regularly updating your facility security plans? Are you screening all employees, temporary staff, executives & contractors? Most companies are unable to identify their on site contractors; even those with access to highly sensitive IP, they are never screened because HR is unaware that they exist. Become knowledgeable about the warning signs of workplace violence and threats (there are always, always warning signs). Threat evaluation

should be done by professionals who can diffuse the situation before it becomes violent. Check that your employees recognize threats & are trained to report them too--everyone will be safer.

Typically problem employees, frivolous lawsuits and crimes are often considered part of the usual "cost of doing business", yet smart companies pro actively reduce these risks globally.

Know your employees, and if you operate globally, make sure you know your trading partners. Don't just hope for the best. Pro actively deploy security policies & protocols throughout all facilities globally; even basic steps make a big difference in securing your workforce.



Candice Tal is a member of Women In Technology International (WITI) and a member of Global Executive Network (GEN). www.witi.com

## W.A.D. Annual Meeting 2009







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September 01<sup>st</sup> - 06<sup>th</sup> , 2009

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## FROM THE 3RD VICE-PRESIDENT

## Stretching your Personal & Professional Boundaries - Getting the Most from Attending Conferences



When it comes to attending conferences and seminars, it is more than what meets the eye. A conference is the time to meet people who are normally inaccessible to

you. It allows you to meet new people and maintain old friends that you don't get to see on a regular basis.

Conferences are about meeting people at the breaks, dinners and the bar of the conference hotel after the day is done. Year in year out, the most fun and the best learning experience comes from the exchange of pleasantries, ideas and information that occurs between sessions, hallways, exhibition hall, social functions, at the airport and numerous other occasions when two or more attendees meet. In this same vein such exchanges follow-on, long after the conference has ended.

Conferences are a brainstorming paradise and a terrific opportunity for new ideas bubbling to the surface. This allows for your own professional advancement and an invaluable means of information sharing. You may not realise it, but at every conference you are meeting potential clients and business partners and new opportunities that you would not otherwise have ever met.

Conferences abound in continuing education, be it as an Attendee or a Speaker. Seminar sessions act as a catalyst for further access to knowledge and ideas. You need not learn something earth-shattering in the seminars but to apply everything you hear to a creative process in your

business management and getting connected with the industry in keeping pace with changes.

Even with modern communication technology connecting people worldwide in the blink of an eye, it is still nowhere near as valuable as sitting at a table, where you are surrounded by people just like you, talking about things relevant to your business, sparkling new ideas, and getting inspired. The value in a conference is the face-to-face networking, be it at a large-scale networking or cozier networking environment.

With the current global economic uncertainties, however, it is especially difficult to justify travel expenditures to attend conferences and seminars, when they are for professional development or volunteering time to associations because travel and related costs are high. Further, in this day of webcasts and DVD's, attendees can usually get most of the educational materials at seminars through other means. The reason they take time away from business, pay for a plane ticket and a hotel, is because they see value in being in the same room as other attendees and the speakers, and because they want to network. In troubled economic times, conferences that offer strong social and business networking support, coupled with quality of interaction with attendees will fare better.

In a nutshell, attending a conference is a marketing tool and it adds immense value to both your personal and business development. Conferences are a good place to share information about your company and to brand yourself. It is a place to Network.

Plan to attend WAD Events to enjoy and benefit from the Business Networking

experience and meet people, off-line!

## 2009 W.A.D. Mid-Term Board Meeting

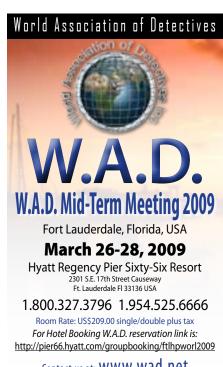
March 26 - 29, 2009, Ft Lauderdale, Florida, USA

2009 W.A.D. 84th Annual Conference

September 1 - 6, 2009, Rio, Brazil

## Siti Naidu

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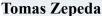
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## WELCOME NEW MEMBERS

Please join us in welcoming the newest members to our W.A.D. family.

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



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☐ Full Page	7.5" wide x 10" high 19cm wide x 25cm high	\$225.00	\$607.50	\$800.00
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☐ Business Card	Standard Size 9cm wide x 5cm high	\$50.00	\$135.00	\$160.00

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<b>Sol</b> Outside Back Cover 7.5"w x 10"h / 19cm x 25cm	\$525.00 per issue
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#### Issue

□ Volume 60, Issue 1: Jan. 2009
 □ Volume 60, Issue 3: July 2009
 □ Volume 61, Issue 1: Jan 2010
 □ Volume 61, Issue 2: April 2010

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## MEMBERS IN THE NEWS

## **WAD Member Inducted into** U.S. Air Force's Special Agent Hall of Fame Evening Call, published

Submitted by Du Quoin (IL) February 19, 2009

On April 16, 2009, Jeff Williams will be inducted into the U.S. Air Force OSI Special Agent Hall of Fame at OSI's annual awards dinner in Washington D.C.

Jeff had a 23 year career with the U.S. Air Force, serving 17 years as a Special Agent for OSI, focused primarily on neutralizing



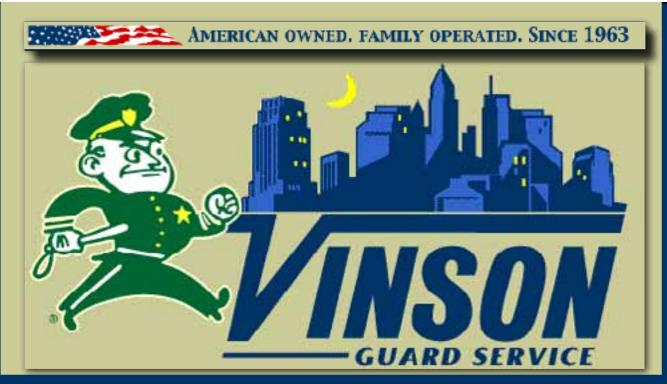
hostile foreign intelligence and international terrorist organizations' targeting of U.S. military personnel and assets throughout Europe, Latin America and Asia. On various occasions in his career, he was recognized by the CIA and FBI for his operational successes. And in 1986, he was cited for commanding the Outstanding Worldwide OSI Office of the Year at the U.S. Embassy, Manila. In 1987 he was recognized as the Worldwide Counterintelligence Collector/ Liaison Officer of the

Year, for the entire U.S. Department of Defense. Jeff was also awarded the Bronze Cross Medal for bravery from the Philippine National Police (PNP) in 1991.

"During the 17 years SA Williams spent with OSI, he excelled as a counterespionage case officer." said Brig. Gen Dana Simmons

In 1992, Jeff retired from the U.S. Air Force and eventually became Pinkerton USA's Asia Vice President, successfully supervising their 14 offices throughout Asia. During his tenure with Pinkerton to 2001, he was selected by Pinkerton as their Worldwide Investigations Managing Director of the Year in 1997, followed by his selection as Pinkerton's International Managing Director of the Year - Leadership Award in 1998.

He is now President and Managing Director of Orion Support Incorporated (OSI) and our W.A.D. Ambassador in the Philippines.



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## Globe Detective Agency of India goes Overseas...

Sets up new joint venture Company in Singapore with Mainguard International

Submitted by Globe Detective Agency

Globe Detective Agency of India goes Overseas.... Sets up new joint venture Company in Singapore with Mainguard International

Globe Detective Agency the oldest and the best known Private Investigation company in India, has gone overseas to tap investigation work in the Asia-Pacific market. It has entered into a 50:50 joint venture alliance with Mainguard International Pte. Ltd. in Singapore to establish a new company, Globe Mainguard Alliance Pte. Ltd.

This was shared with us by Mr. Sachit Kumar, Director of Globe Detective Agency. At the recently concluded CAPSI & APDI conference in Bangaluru, Mr. Sachit Kumar was awarded 'Investigations Entrepreneur of the Year' by the Hon'ble Home Minister, Mr. Shivaraj Patil.

According to Mr. Sachit Kumar, "This JV will help us to extend our services in Australia, Bangladesh, Hong Kong, China, Indonesia, Japan, Korea, Malaysia, Singapore, Philippines, Sri Lanka, Thailand, Taiwan and Vietnam."

Globe will provide pre-employment screening, including employment history, background checks, corporate investigation to analyze a company's ownership, nature of business activities, financial status of directors, media reports on the company and other information, court searches, surveillance, property asset searches, verifying fam-



W.A.D. Life Member, Ponno Kalastree is pictured on the left of the photo, together with W.A.D. Member, Sachit Kumar.

ily circumstances and relationships. It will undertake Employee Fraud Investigations (to verify the business situation, the subject's character, background, existing financial circumstances, and relationships and other legal requirements) Intellectual Property Investigations and Financial Investigations. Globe will also undertake Forensic accounting services, Insurance claims verification, Business Feasibility Studies and Civil Investigations.

Mainguard International was founded by Major (Retd) Ponno Kalastree in Singapore in the year 1974. It is a licensed company engaged in providing corporate and personal investigations in the Asia-Pacific Region. The Council of International Investigators had elected him as its President for the year 2001-2002, for being a professional committed to the

security and investigation industry and for his many contributions to the advancement of international relations between the East and West investigators.

Founded by late Mr. Prem Kumar in 1961, Globe is the pioneer and leader in Private Investigations in India. The three business verticals that Globe focuses on are Private Investigations, Industrial Security and Security Systems. Currently Globe has 21 offices and employs about 12,000 personnel on full time basis. Globe's client list is a veritable Who's Who of Indian business, industry, government and society - leading Indian and foreign banks, insurance companies, government departments, public sector undertakings, foreign consulates, national and multinational companies, eminent professionals and individuals.

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