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By: Frank V. DeAndrea, Jr. Editor in Chief

My name is Frank V. DeAndrea, Jr. and I am the new editor-in-chief of the "Yet to be named" Newsletter. More on that in a few pages.

Being an "Editor" is far from an easy task. There is an incredible responsibility to the members as individuals, as well as to the organization that must be upheld.

The MASTER CLASS definition of editor-in-chief is in part: The manager of any print or digital publication. The editor-in-chief determines the look and feel of the publication, has the final say in what is published and what isn't.

WIKIPEDIA Adds: Ensuring that content is journalistically objective, Fact-checking, spelling, grammar, writing style, page design and photos, Rejecting writing that appears to be plagiarized, ghostwritten, published elsewhere, or of little interest to readers, Evaluating and editing content. and contributing editorial pieces

As some of you may or may not be aware, I am a Policy and Procedure Expert. Not only do I speak internationally every chance I get, I also am a certified expert in all Levels of United States Court. I take being asked to do anything seriously. When I was asked to be the editor, my first simple request was to see the policy so that I knew what it entailed.

Not to confuse a Google search with your expertise, but a quick internet search can quickly display the pitfalls of failed policy for individuals and organizations. There are also many United States and international laws that govern newsletter distribution. The organization, if not protected by policy, could be subject to fines in excess of \$46,000.00 US per e-mail.

After a careful review of what INTELLENET had as a policy, I requested permission to write a newsletter policy that would be up to date with the digital age. This policy, approved by the Board of Directors, is now available on the INTELLENET website.

Important things for the members such as article submission guidelines, deadlines, and a review committee are now in place to ensure inclusion as well as an objective approach to what we publish. This "spelling out" will aid in protecting the agency from lawsuits for both articles refused to be published as well as articles that are published. I encourage each of you to review the policy as it has been adopted.

My second task in becoming the editor is to solicit content from members.

I need to thank each of you who have submitted articles and content as well as put up with my constant and incessant harping about remaining on deadline.

Moving forward, I would like to hear from you as the membership so we can gain some valuable input on content ideas. I am open for new ideas as well as assistance. It takes a village...

You will see some changes to the format.

First, the headers are different as I am trying to incorporate the INTELLENET LOGO into everything we do.

Second, There will be columns that you have not seen before. As the editor of the newsletter, I plan on melding United States content with new International issues, articles, columns, and information. This will continue to build INTELLENET's image as a world leader in International Intelligence and Private Investigations along with increasing, with membership assistance, the amount of pictures and stories from member happenings.

As editor, I believe the newsletter should support the initiatives of the Executive Director and the Board of Directors and I will make every attempt to assist the organization in that fashion.

Without any further ado, I hope you enjoy the July 2022 "Name to be determined"" INTELLENET Newsletter.

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By:
Jeff Stein,
Intellenet Executive
Director
July 2022



Dear Intellenet Family,

As I reflect on what Intellenet means to me, I must mention that Jim Carino founded INTELLENET 39 years ago in 1983 and served as the Executive Director for 30 years. I have the honor as serving as only the third Executive Directors in the past 39 years for our association. This means our conference in Orlando in 2023 will be our 40-year anniversary. That is exciting and I hope to see all our members there to celebrate our 40th Anniversary along with the comradery and education as we always enjoy during our elite conference. The City of Orlando is nicknamed "the City Beautiful", very apropos for us to be celebrating this great conference in the City Beautiful. We operate as a close-knit association and as such our members are often like family to one another. Many of our members have been a part of Intellenet since its conception. So, save the date and plan on being in Orlando for our in-person conference next year!

Our industry is projected to grow 13 percent from 2020 to 2030, faster than the average for all occupations according to the U.S. Bureau of Labor Statistics. Like the past decade, this upcoming decade there will be lots of changes on how we do things. Some laws may change, we may lose access to data that we currently rely on or maybe even have access to more data. Technology will continue to evolve and so must we. As we are coming off one of the biggest

pandemics in the past century, we are now dealing with highest inflation since 1981. As <u>inflation continues to soar</u>, economists and financial experts worry we could be on the verge of a recession. But the Federal Reserve is more concerned about the longevity of inflation this time around, and the danger of elevated prices becoming the new normal. Why do I mention this? Crime will continue to increase, as the elevated prices continue and if a recession does occur, many businesses will have less money to spend, but will need investigative and security services more than ever. So, it will be a balancing act for all, but now is the time to fine tune your skills and show why your firm / brand is needed now and in the future!

I am honored to serve and welcome the opportunity to bring our association together as we soar to new heights of success. To accomplish our goals, we will need commitment and active involvement from each one of you. We have several short term and long-term projects we are working on as we continue to move our association forward. First, is this new and revised newsletter. We are also working on a new website, along with a new platform for our website. Adding members to many of our committees and adding a few new committees, continuing to promote our BAI certification, increase exposure to our EP initiative and as always looking to expand and increase our initiatives. We have also committed to increasing our international presence along with being more inclusive of our international footprint. With that being said, as you know we have narrowed down the locations for our 2024 International conference location and as I write this, you, our membership will be the final voice of where we will be in 2024.

As we cannot guarantee the following, this is the current goal for our conferences over the next few years:

I would like to take the opportunity to thank the previous, Board Members, E.D., Committee(s), and Volunteers for their incredible work over the past few years.

For all our members and their families who are directly affected by the Russian Invasion of Ukraine, we all pray for a peaceful end to this conflict and hope everyone is safe. If there is anything we as an association can do, please do not hesitate to reach out and let us know.

In closing, thank you for all your support. I look forward to working with and for all of you, for the betterment of our association. Please get involve, participate in our surveys, attend our annual conference, webinars, and other seminars that we host. Keep in mind, we want to hear from all of you on what and how we can do things better, so we continue to be the best international association and the leaders in the security and investigative professions!

Jeff

Jeff Stein

Intellenet, Executive Director

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As Editor in Chief, I feel it time to actually name the INTELLENET Newsletter and not just call it "NEWSLETTER."

THIS IS NOT A CONTEST; IT IS AN OPPORTUNITY FOR THE MEMBERSHIP TO BE INVOLVED WITH THE ORGANIZATION.

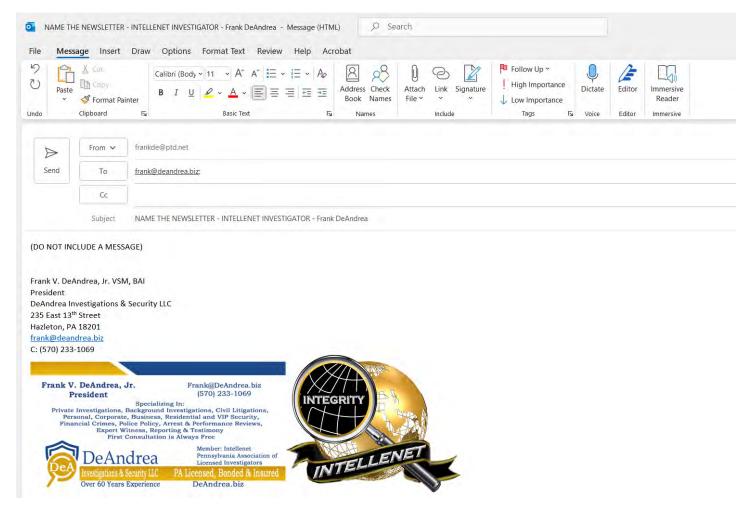
- 1. Submissions can be made by any INTELLENET MEMBER in good standing.
- 2. Only one submission per Member.
- 3. Submissions should be unique and pertinent to the focus of the Newsletter, the Organization, and the Industry.
- 4. The Editor shall select 3 entries that best fit the above criteria and submit them to the Newsletter Committee for selection.
- 5. Ties shall be broken using a random number.
- 6. For a submission to be considered the following email format must be followed:

TO: <u>frank@deandrea.biz</u>

SUBJECT: Name the Newsletter - (New Name Here) - MEMBER NAME HERE

DO NOT PUT ANYTHING IN THE BODY OF THE email the name of the newsletter should stand alone.

Sample entry: Using the example newsletter name INTELLENET INVESTIGATOR



- 7. Be sure to place your member name on the subject line after your proposed newsletter name.
- 8. All submissions must be electronically received no later than Midnight August 31, 2022.
- 9. The New newsletter name along with the submitting member name shall be announced in the Fall Newsletter as the newsletter will be renamed for that edition.

A BRAND IS NOT WHAT YOU SELL, IT IS WHAT YOU STAND FOR.

I believe adding a name to the newsletter will increase our brand recognition, adding another level to the professional organization INTELLENET has become. I look forward to your participation and assistance.



Frank V. Do Andrea Ir

By: Frank V. DeAndrea, Jr.

"CHANGE IS THE LAW OF LIFE"

John F. Kennedy

Today, more than ever, we as the Private Investigation and Security industry work under a magnifying glass. But we are PI's and a magnifying glass is our iconic symbol!

We have policies and procedures, rules and regulations, laws, and licensing requirements all to keep us in line. But times have changed for sure.

In the past 20 short years we have gone from less than five percent of the population to over HALF THE WORLD on the internet! Technology is advancing daily. We have seen the introduction of smart phones in 2007, floppy disks replaced by flash drives. Google maps replacing Garmin GPS standalone units and dramatically changing how people navigate. We have replaced dictionaries and encyclopedias with Google, Alexa and Siri. All we need to do is ask a question into the air and we can usually receive an answer from an electronic device. Looking for an instructional video or old movie, all you need to do is log onto You Tube. Bluetooth, Facebook, the Mars Rover, Uber and Lyft, The NASA Webb space telescope, Drones, The Large Hadron Collider, 3D printers, Electric cars, Driverless cars, Stem Cell research, and now, the latest concept to come to fruition, reusable or multi-use rockets. Multi-use rockets will change the space industry. Hence the world we lived on.

What does all this have to do with INTELLENET? It is Change. I point out that not only does change happen, but change is also necessary to adapt, overcome, survive, and thrive. Everything changes. It is a way of life. From the smallest of single cell organisms, through modern day Covid -19 variants, through evolution of species all the way to major corporations, everything to include the way we think and do business evolves and changes.

Some change is bad such as extinction of species like the White Rhino, the Spix's Macaw, Northern White Rhinoceros, and Western Black Rhinoceros. Businesses also perish due to failure to adapt like Blockbuster, Polaroid, Toys-R-Us, General Motors, Kodak.

Good change on the other hand, allows us to move forward. It brings opportunities to improve. We can no longer continue to do what we have always done and expect a different outcome. Change is part of continued success.

"Insanity is doing the same thing over and over and expecting different results." - Albert Einstein

Back to the magnifying glass

Magnifying glasses typically have low magnifying power: 2×–6×, with the lower-power types being much more common. These were fine prior to technology allowing for instantaneous

detailed examination of every move, step or detail performed. But we, as individuals and an organization can do better.

INTELLENET HISTORY LESSON: Can you tell me, other than the name INTELLENET, what is the single word on the INTELLENET logo? (I will give you a minute to look up at the top of the article) the single word on the INTELLENET LOGO is INTEGRITY and it is under the magnifying glass!

As defined by Merriam-Webster:

integrity noun

in·teg·ri·ty

- 1: firm adherence to a code of especially moral or artistic values: INCORRUPTIBILITY
- 2: an unimpaired condition: SOUNDNESS
- 3: the quality or state of being complete or undivided: COMPLETENESS

As often is the case, we take things for granted. Take for example the INTELLENET Logo. For more than twenty years, the magnifying glass, bringing into focus Integrity on a world stage has been the logo of INTELLENET. Coincidence? I think not. I have learned a lot in my short time knowing Jim Carino and one thing I know for certain is his foresight is unmatched. Of all words pertaining to Intelligence and Private Investigations Integrity was selected. A quick interview with Jim revealed longtime INTELLENET great Fred Bornhofen was behind the design. It is the only logo INTELLENET has ever had.

Today, more than ever, we need to focus on integrity on a world stage. But our magnifying glass can be improved. The old magnifying glass is not of much use when we move past the surface and attempt to examine minutiae.

Magnifying glasses typically have low magnifying power: 2×–6×, with the lower-power types being much more common. At higher magnifications, the image quality of a simple magnifying glass becomes poor due to optical aberrations, particularly spherical aberration.

Building a better mousetrap - in this case, Magnifying glass

How do we create a better magnifying glass for INTELLENET you may ask? We do the same thing technology advancements have done with real lenses. Instead of the singular focus, we incorporate multiple points of focus from around the world. This will guarantee our focus will in fact be laser precise.

We continue to enlist international members, and work together to continue to build bonds, trust and working relationships. We do not Re-Focus, we **Better-Focus**. And we do that by adding additional focusing points.

So how do we change?

Many people consider refocusing as the correct way to change. But refocusing can cause "Throwing the baby out with the bathwater!" We are too quick to get rid of good things simply to incorporate change.

I believe the term Improved-Focus is a much better fit that Re-Focus. We replace FOCUS with FOCI

As defined by Merriam-Webster:

fo·ci

PRONOUNCED: foh-sahy, noun a plural of focus.

Improved focus can be best related to the modern digital age camera versus older film camera. In an older camera, we had the ability to focus on a single point of interest. Often, we had to choose between where we wanted to focus the most. This often caused the other areas that we wanted to focus on to be slightly blurred or left out. With digital technology, we now have the ability to focus on multiple points at the same time. An increased number of focus points makes it easier to track and maintain focus on a moving subject.

In the case of INTELLENET, an International Organization, it is refreshing to see the appointments of International members to the Board of Directors. This will allow International steering of the organization and input from around the globe increasing our focus points and allowing us to maintain organizational focus on OUR moving target... the world.

I believe it is time to increase our magnification, upgrade our old magnifying glass and adjust our focus to FOCI, so that we can better examine our organization, our profession, and the world in which we live.

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FIRST Edition - July 2022

"The person who follows the crowd will usually go no further than the crowd. The person who walks alone is likely to find himself in places no one has ever seen before." - Albert Einstein

In 2020 I became the Editor of the Pennsylvania Association of Licensed Investigators Newsletter. I decided that each edition there should be a "Spotlight" of PALI members as there were so many admirable and outstanding women and men who were members and have shaped the face of Private Investigation.

Much like Pennsylvania was the "keystone" of the original colonies, As I conducted my research, I found Pennsylvania remained a "keystone" of the Private Investigations industry.

The Declaration of Independence, The United States Constitution, and the Gettysburg Address were all written in Pennsylvania. Much like one cannot teach Pennsylvania or United States history without an understanding of the foundation, I believe I look at a newsletter as an opportunity to teach as well as inform and entertain.

Since this is going to be the first FOCI, I decided it should start with the "founding father" of INTELLENET. The First FOCI Laurette is:

James P. "Jim" Carino

In 1675 Sir Isaac Newton said: "If I have seen further it is by standing on the shoulders of Giants." If he were speaking about the Private Investigations World, he would have been speaking of

Jim Carino.

Speaking with Jim Carino for only a brief time you cannot help but recognize that you are in the presence of greatness. From his good-natured stories to his breadth of knowledge pertaining to all things Investigative he is truly a sage advisor, savvy investigator and true Giant in the industry. Lieutenant Colonel US Air Force (Retired) James P. Carino, Jr. is incredibly humble when it comes to his own works and accomplishments, always quick to deflect the conversation somewhere else. Often, it is to compliment and extol the virtues of his wife and confidant, Connie. She is a retired Clinical Director of Psychiatric Nursing at the University of Philadelphia and perhaps the only person who could keep up with, hold a candle to and keep a man such as Jim safe and in line. His selflessness and desire to help others constantly shines through in all that he does. It should suffice to say that PALI has the "James P. Carino, Jr. Investigator of the Year Award" but for those of you who do not know him, I will attempt to shed some light.

So, who is this man, Jim Carino?

James P. Carino, Jr. CPP, VSM, BAI

The first thing you realize when you review Jim Carino's CV is that he has more degrees than a thermometer. Jim's experience covers a wide gambit of the PI world. He currently servs as a senior consultant with Executive Security Consultants and has done so for the past 38 years. He has served as a Manager, Consulting Services, Eastern Group, Burns International, and an adjunct instructor at both Alvernia College and St. Joseph's University.

As if 38 years with Executive Security Consultants is not enough, he also has 20 years military experience as an Air Force Special Agent at both the field and staff levels in criminal, fraud, counterintelligence, and counterespionage investigations, and

executive protection. Jim had both U.S. and foreign service and was a Director of Criminal Investigations from 1974-1976.

He retired from the USAF as a Lt. Colonel.

He is a U.S. Air Force OSI accredited Instructor, a Faculty Member, Pennsylvania Bar Institute-Premises Liability Seminar and he specializes in Security surveys and training, threat/risk assessment and vulnerability analyses; Security and investigative litigation support and testimony; Expert witness testimony, and security matters.

Jim holds a B.A. from Colgate University, an M.A. from the University of Hawaii and completed

Post M.A. Studies in Criminal Justice and Public Administration with American University

He has been an Adjunct Instructor in Security courses at Alvernia College (BA Program) and St. Joseph's University (MA Program).

He is the **Founder & Executive Director Emeritus** of Intellenet where he holds a Board Accredited Investigator (BAI) status.

Life Member, ASIS International holding CPP Certification.

Life Member, Association of Former AFOSI, USAF Special Agents (AFOSISA)

Member, Harvard Associates in Police Science (HAPS)

Life Member, Police Chiefs Association of Southeastern Pennsylvania, Southern New Jersey and the State of Delaware.

Member, Council of International Investigations (CII)

Member, The VIDOCQ Society (VSM)

Co-founder of Pennsylvania Association of Licensed Investigators (PALI) where he has served many years as both Chairman of the Board and President.

Member, National Council of Investigative and Security Services (NCISS) where he has also served on their Board of Directors.

Member, National Association of Legal Investigators (NALI)

Board Member, Investigative Security Professionals For Legislative Action ISPLA

Member, State PI Associations PALI (PA); NJLPIA (NJ); FAPI (FL)

Jim has published articles for PI Magazine and Forensic Science Digest. He also has been a contributing author to several Private Investigation books.

But after all is said and read, I believe the section that truly exemplifies Jim Carino is what his peers and other organizations think of him. The following in an excerpt of the awards and recognition he has received:

John J. Duffy Memorial Achievement Award. Presented by the National Council of Investigations and Security Services. Award citation "Who by Specific Deeds and Accomplishments has Exhibited The Highest Standards of Conduct and Service to the Private Investigations and Security Services Industry".

<u>Julius "Buddy" Bombet, CLI, Lifetime Achievement Award,</u> Citation reads "In Recognition of Your Outstanding Service, Unselfish Dedication, Heartfelt Benevolence and Steadfast Loyalty to the Professional Private Investigations Industry".

<u>The Vidocq Society Halbert E. Fillinger Lifetime Achievement Award,</u> in recognition of contribution to the art and science of investigations.

ASIS International Award Life Member Status

There are many things I regret not having the foresight to do. Some are no longer attainable:

Witnessing Luciano Pavarotti perform. Hearing Frank Sinatra sing. Getting to know my grandparents better. Spending more time with my mother and father. Taking more time off with my children. Travelling with my wife.

I was once the young cop who was "too busy" fighting crime to stop and smell the roses or to appreciate what it was I was part of. As I get older, I appreciate expertise much more and I recognize greatness.

I do not often give advice but on this matter, I would suggest that if you ever have the opportunity, meet with Jim Carino. Seek him out, introduce yourself and strike up a conversation. You will be happy that you took the time to get to know one of the true "Greats" of the PI Profession.

I consider it an honor and privilege to know the Colonel and although he corrects me every time that I refer to him by his military rank, I feel there is a certain respect owed to the man who started it all for INTELLENET and for PALI.

LIGHTNING CAN STRIKE TWICE. Proof of this is what you just read. I published the above article in 2020 when I became the editor of the PALI Guidon newsletter.

I met Jim Carino for the first time in 2019. I was new to Intellenet and was speaking at the North Carolina Conference. I had NO idea who this man was speaking with me at breaks and during meals. I assumed he was showing pity for the new guy because I was travelling alone and had no friends. What I realized in my conversations with him was the incredible breadth of his knowledge. Not only on all things Investigative, but on worldly issues, the organization and life itself.

I said it in 2020 and I repeat it again today. If you have the opportunity, seek Jim Carino out in the crowd. Introduce yourself and strike up a conversation. The legacy information that he maintains is a treasure trove.

Since my first meeting, I have taken every opportunity to seek out, and spend time with the Colonel. There are over eight hundred fifty definitions of Leadership. I believe the man can be them all!

Never would I have imagined that I would have the opportunity to provide Jim's background on a much grander scale, yet I find myself once again in the position to share with yet another group of colleagues, the hidden facts behind the man who sits quietly in the room, usually next to his wife, and intently listens.

There are a few things that become quickly apparent when you speak or spend time with Jim. 1) He is a man of incredible knowledge, vision, and determination. 2) He knows "everybody" in the industry on a first name basis and has their personal cell phone numbers in his speed dial. 3) He hates to be the **Focus** of attention and always attempts to deflect accolades to his family, friends, and team. 4) He is the epitome of Integrity and 5) He is always willing to help both others and the industry.

If there was ever a person in the PI Industry you needed to listen to when he speaks, it is Jim Carino. If there was ever a time to do so, it is now.

"There is only one way to succeed at anything and that is to give it your everything."

-Vince Lombardi

Thank you, Jim, for giving INTELLENET your everything and creating an Organizational Industry Leader whose best is yet to come.

Colonel, when you learn that you are once again the First Intellenet – United States member to be featured in FOCI, I am sure there will be a "Strong Letter" to follow. I shall accept that letter with gratitude and place it with my keepsakes.

You have not **SET** "the Bar" of accomplishments for Professional Private Investigators; You sir, **ARE** the bar, and I salute you.



PROMOTION CEREMONY OF JAMES P. CARINO, JR. TO LT. COLONEL. LEFT TO RIGHT: BRIGADIER GENERAL WILLIAM TEMPLE, COMMANDER AFOSI CENTER. LT. COLONEL CARINO,

RIGHT COL JACK MCCONNELL, DIRECTOR OF CRIMINAL INVESTIGATIONS.

JIM WOULD ASSUME COMMAND OF CRIMINAL INVESTIGATIONS FOLLOWING COLONEL MCCONNELL BUT IN TYPICAL CARINO'S MODEST FASHION JIM SAYS: RIGHT PLACE AT THE RIGHT TIME."



JAMES P. (JIM) CARINO, JR. CLASS OF '55, JAMES P. (JIM) CARINO III CLASS OF '81, AND JAMES D. CARINO CLASS OF '16 GATHERED TOGETHER IN 2021 TO CELEBRATE FATHER'S DAY, AND HAVE THEIR OWN COLGATE COLLEGE REUNION.



JIM AND CONNIE CARINO 2008

JIM AND CONNIE TOOK THE FAMILY TO ITALY

JIM IS A WEALTH OF INFORMATION ON THE ENTIRE COUNTRY

OF ITALY AND CAN PROVIDE TIPS ON HIS FAVORITE PLACE,

THE BEST FOOD, HISTORICAL SIGNIFICANCE, THEFT,

TERRORISTIC ACTIVITY AND BEACHES. AS JIM PUTS IT:

"I LOVE ALL THINGS ITALY!"

WHAT RESOUNDS WHEN YOU SPEAK WITH JIM IS

HIS PASSION FOR HIS WIFE, HIS FAMILY

AND THE FURTHERANCE OF THE PI INDUSTRY.

NOTE:

My military and para-military background of more than 30 years causes me to call people by their rank. In the case of Jim Carino, it is a term of respect and endearment and although he corrects me every time I do so, it is my tribute of respect. So, in honor of his wishes, please know that when I cringingly type Jim I am really saying "Colonel."

When I started as the editor of the PALI Guidon, It was Jim Carino's thoughts that there should be a special section of the newsletter to highlight a PALI Member. Again, when I was asked to take over the Intellenet Newsletter, it was Jim Carino who said we should feature a member each issue from both the United States and abroad. "We need to put more emphasis on the international members!" he said. Jim was adamant that this should be a new or up and coming member. That is because he is both humble and wise.

I, on the other hand, am neither humble nor wise. Who better than the founder of INTELLENET himself? I feel the history of INTELLENET is critical and I have taken it upon myself to honor James P. Carino, Jr. as the first INTELLENET FOCI United States member.

Have someone you feel is a viable candidate for FOCI US or INTERNATIONAL?

Submit your member for consideration today to frank@deandrea.biz

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FIRST Edition - July 2022

"The price of success is hard work, dedication to the job at hand, and the determination that whether we win or lose, we have applied ourselves to the task at hand."

-Vince Lombardi

In the case of this INTELLENET INTERNATIONAL FOCI, dedication means walking down four flights of stairs from your house to your office so that you can work seven days a week!

"Time and tide wait for none, and time is not elastic."

This is a quote that has been said by this FOCI awardee often. We as a Private Investigative Community are grateful that he has made use of opportunity and set a global example for the rest of us to follow.

The first INTERNATIONAL FOCI Laurette is ...

Ponno Kalastree

Submitting Member: Sheila Ponnosamy JULY 2022

Ponno Kalastree – Man of Vision

"No Venture No Gain" - this has always been Ponno's life motto. A 6th generation Singaporean of Peranakan Indian heritage, Ponno has always been a high achiever, aiming to excel at whatever tasks he takes on. He was a sportsman at school, known particularly for his stamina in marathons.

At the age of 27 years old, he took the bold step to leave the Singapore Armed Forces at the peak of his distinguished military career to venture into the business world and never looked back! Ponno was among the first batch of Israeli trained officers that formed the nucleus of the Singapore Armed Forces. During his service he held various staff and command appointments at Battalion and Brigade levels and attained the rank of Major. To date, he has trained at least 6 of Singapore's cabinet ministers who respectfully address him as "Sir" when they meet him.

His first real experience of failure came from his numerous early business ventures where he experienced betrayals in partnerships, business rivalry and fell victim to fraud. That opened his eyes on the "sharks and snakes" in the business world but these experiences in shipping, trading of various products will serve him well later in commercial investigations.

After a series of failures, he decided to start life over again in London with his wife Dora, a hairstylist. It was also his maiden overseas trip and as a young man arriving in London in the 1970s, full of hopes and dreams, the harsh realities of life and cultural difference struck him. Without any friends and family support, he ended up working as a security officer at a company called Mainguard!

The hardships in London taught him resilience and gave him an idea on starting up a security business in the then fast developing Singapore – which became a land of opportunities as multinational companies started venturing into Asia using Singapore as hub. Hence, Dora and Ponno returned to home country.

Without a dollar in their pockets having spent all their savings to return home, they rented a table space at an office and started the one of the pioneer security companies in Singapore, Mainguard Security Services Pte Ltd. They convinced their very first client of their determination and dedication as a 2 men team willing to be at the beck and call of the client and proved themselves. From there, business referrals poured, and the company started to progress and grow! From a 2 man team, Mainguard flourished over the next 10 years to having a team of 500 men!

Ponno has always been eager to explore and learn, and he used all the knowledge he gained from his experiences in London to professionalize the business. He invested on training himself, and meeting new connections overseas, and learning from counterparts overseas particularly the West which was far advanced in security management at that time compared to Asia.

Ponno is dynamic and loves to share his knowledge. As a pioneer in Asia's private security industry and an advocate for security professionalism in Asia, he held many senior executive leaderships positions in various security organizations including the Security Association Singapore. He seize the opportunity with this network of connections among Asia's security leaders and worked with universities in Philippines, United Kingdom and Australia to hold specialized courses throughout the Asia-Pacific region. These courses range from banking security, retail security to security management to the Certified Protection Professional (CPP) courses by ASIS International.

In 1983, Ponno launched his icon **SECUREX** event – a conference and/or exhibition for the private security industry to promote networking and professional development in Asia. Over the next 25 years, the SECUREX series was held in almost all the major cities in the Asia- Pacific region – Singapore, Kuala Lumpur, Jakarta, Manila, Perth, Bangkok, Shanghai and others.

Ponno's big break into the private investigations industry came about when he organized the World Association of Detectives Annual General Meeting in 1986. This event made him realize the abundant opportunities to build a niche in corporate and commercial investigations and risk management services in Asia to expand the service offerings of Mainguard. The business grew from just a mere business unit to its own entity.

Mainguard International (S) Pte Ltd was formed to handle and focus on the global investigations business in Asia to date. He groomed a passionate investigations team including his eldest daughter Sheila, who worked on milestone cases that received media coverage and even contributed to the changes in the legal system.

Ponno's passion and success in the international investigations arena earned him the International Investigator of the Year Award in 1998 and he became the first Asian President for the Council of International Investigators (CII) in 2001. His focus was to build bridges between the East and West to promote professionalism and uplift the image of the international investigations industry. During this tenure, the CII was even recognized by the White House with a personal letter from then President George W Bush after the tragic September 11 terrorist attacks in the USA that changed the face of the global security and investigations industry.

In the spirit of entrepreneurship, Ponno had diversified into the international exhibition industry for the 1980s and 1990s. Among this major events included brining the international military security and defense exhibition, Milipol into Asia. **Milipol Asia** was held in Singapore in 1988 ad 1990. He also organized AIDEX – Asia's first exhibition for the rehabilitation services where the Guest of Honour was Deng Pu Fang – the son of former Chinese Premier Deng Xiao Ping (the Father of modern China) and INHAFEX – the first Halal Food and Exhibition.

A Jack of All Trades makes him a master of none – and Ponno realized his need to refocus his business strengths back to his passion so he refocused and concentrated later on only all security and investigations related events. His organizational skills was recognized by the Singapore government when he sat on the Industry Capability Upgrading program. In 2002, he was invited in 2002 to organize the launch of the National Skills Recognition System (NSRS) – the first milestone event to benchmark mandatory security training in Singapore by the authorities.

The exhibition background also became an asset when he was able to host CII's regional meeting in conjunction with launch of Interpol Cyber centre in Singapore in 2014. This raised the profile of international private investigators into the cyber crime arena.

To date, Ponno remains the face and voice for the Asia's private security and investigations industry. His tireless efforts and contributions in the development of international relations among investigators includes serving on the boards where he holds regional directorships and memberships in the following national and international organizations:

- Asian Professional Security Association
- Association of Certified Security Agencies (Singapore)
- Security Association Singapore

- ASIS International (formerly American Society for Industrial Security) (USA)
- Council of International Investigators (USA)
- World Association of Detectives (USA)
- International Institute of Security & Safety Management (India)
- Intellenet (USA)

Ponno's entrepreneurship spirit, determination and leadership and "no venture no gain" attitude today sees a company that he founded and nurtured over the past 48 years rise above the challenges to a progressively growing and evolving business. No successful man is an island, and Ponno's success would not be possible without his angels who look after his business interests – his wife Dora, his business partner Sant and his daughter Sheila.

Today, Mainguard continues to evolve embracing the digitalization that is shaping the world, and Ponno at its helm continues to mentor and groom his team to leave a successful legacy!



(Photo Credit: Sheila Ponnosamy)

Ponno Kalastree receiving an award from the President of Singapore in June 2022 for the contribution of the Peranakan Indian (Chitti Melaka) Association, where he is President



(Photo Credit: Sheila Ponnosamy)

Ponno Kalastree sworn in as President of the Council of International Investigators (CII)



(Photo Credit: Sheila Ponnosamy)

Like father like daughter, CII Past President Ponno Kalastree, CII Past President and Daughter Sheila Ponnosamy (center) and wife Dora Woo taken at the CII banquet in San Francisco.



Ponno Kalastree Family picture wearing their traditional Straits Born Indian costumes (Peranakan Indians). Left to Right Daughter Shirley, wife Dora Woo, Ponno and Daughter Sheila Ponnosamy.

HAVE SOMEONE YOU FEEL IS A VIABLE CANDIDATE FOR FOCI INTERNATIONAL OR FOCI US?

SUBMIT YOUR MEMBER FOR CONSIDERATION TODAY TO FRANK@DEANDREA.BIZ

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Each issue, two Intellenet members will be focused upon for their accomplishments in the Law Enforcement / Private Investigative world. One member from the International membership and one member from the United States membership.

Members will be able to submit other members for future FOCI following these simple rules:

- 1) NO SELF SUBMISSIONS
- **2)** Any INTELLENET member in good standing may submit any other INTELLENET member in good standing for consideration, regardless of the location of either member.
- **3)** Submission shall include a brief, 1,200 words or less, BIO of the candidate that does NOT list every school, training, or good deed.
- **4)** The BIO should capture what the MEMBER has done that has changed the way INTELLENET or the Private Investigation industry or Law Enforcement does business or capture what makes the candidate worthy of Focus. **Think BIG Picture.**
- 5) 3 or 4 candid photos with titles shall be accepted with the submission for publication.
- **6)** –The Newsletter Committee shall select the International and United States winner based on submissions, for each quarterly newsletter.
- 7) For consideration, please send submissions to Frank@deandrea.biz



SURVEILLANCE - That Dirty "S" Word By: Jim Nanos

Before You book that next surveillance job, do your homework

Most of the private investigators I know, in fact nearly all, conduct some level of surveillance on the cases they work with some not even realizing they are doing it! Many Pl's out there have structured their business model performing work "other than surveillance" with some downright having a dislike for conducting any form of surveillance work. Contrary to what some think from viewing TV – it's not easy!

For those of you who know me or have read any of my articles or listened to my podcast, you know I love surveillance work!

In my opinion where I feel we sometimes fall short (me included) is we often "book" a case either consisting of all surveillance or having a portion of surveillance without first doing our homework on the case. I call this the "pre surveillance assessment".

Let's look at this hypothetical which probably sounds familiar to many of us.

Potential client Smith (or his attorney) calls you asking for surveillance work for matter X. It doesn't matter what matter X is for this example. Client Smith could be a former client or a referral from another PI or previous client. The call could be from Smith's attorney or an attorney you've worked for in the past with the call usually go about the same.

Smith or his attorney asks for surveillance in a matter usually saying something like "We need X number of hours watching and documenting what subject Jones is doing at his house, where he is going and with whom." Pretty broad in tasking but that what we usually get!

You do all the normal intake work as you should be doing. You process and complete the retainer and any associated paperwork or releases. You may briefly speak to the client or maybe only the attorney. And far too often – we plug the date onto the work schedule at this point. I have found this is far too often a recipe for a less than desired final work product.

There are additional steps I take and have detailed some in this article. I cannot stress highly enough the need to actually speak directly to the client, a step far too often is bypassed.

In addition to the "normal case intake questions", I ask why the client is undertaking this matter and what they client intends to do with the results and how they will be using it. This may be somewhat controversial to some with many saying it doesn't matter what the client intends to do with your findings. I totally disagree with this, but that's another article!

So back to the example.

On most surveillance cases I insist on performing what I call the pre-surveillance surveillance. This consists of six steps (yes – only six!)

- 1) <u>CLIENT DEBRIEF</u>: I thoroughly debrief the client for a case background. If you're working through Smith's attorney, do you best to speak directly to Smith. Often the attorney has obtained the information from his paralegal who may have spoken to the firm's intake specialist think of the game of telephone here and YOU'RE THE LAST PERSON! You need firsthand, verifiable information try to get to the source. Remember you're the PI and you know what information you need to be successful in the case.
- 2) <u>INFORMATION GATHERING:</u> Gather as much open source or database information as possible. Think about checking your commercial databases, government sources like court records, DMV, etc., even plain old Google. If the matter IS a surveillance case, check Google Earth. G/E is a surveillance tech's best friend and an absolute MUST on every surveillance related case!
- **3) REVIEW:** Process the information the client has provided and the information you've been able to gather and assemble. Think the case through and develop a preliminary plan of action.

- **4)** <u>IN PERSON RECONNAISSANCE:</u> Do an in-person drive-by to verify in person what you've learned and/or seen on Google Earth. Make sure the target house or location is still there!
- 5) <u>CLIENT DEBRIEF #2:</u> You will almost certainly have questions or need clarification on some aspect of the case and information you've developed. The client will almost certainly forget, minimize or think "that's not important" and not provide valuable information to you accurately. I've had clients provide me with an address only to find out the house is actually a quadruplex. Zero dark thirty is the wrong time to be wondering which unit your target lives it.
- **6)** WRITTEN ASSESSMENT: I write up a two-page written assessment on the surveillance AHEAD OF THE CASE and provide it to the client. Yes I charge for this.

I point out the difficulties in the case such as the house is in a gated community with two entrances or on a cul-de-sac or maybe across the street from a school with increased security. I may point out I feel the likelihood of success without a second surveillance tech will be minimal or not likely.

WHY YOU MAY BE ASKING.

The reason I go through all these steps that may seem unnecessary to some or "over complicating" a surveillance is very simple in my view. I want to set the expectations of the client from the very beginning. I may be able to demonstrate the budget given will not support the likelihood of success in this case. I could justify a second or third person, maybe the use of a static camera or GPS when legal. I can give options (and maybe even upsell) AT THE BEGINNING OF THE CASE!

Have you shopped for a car for your children? You see the "base" car advertised for \$ X dollars. Then you find out if you want power seats its extra, or it you would like the upgraded stereo its extra. Added costs not seen or realized "up front" may seem wrong and in the PI world we should not keep going back to the client for more money when the difficulties should have been identified at the onset of the case, not two-thirds of the way through the case.

In our world and in my business model, I do not like booking a case, taking a retainer, and starting a case only to come back to the client and start explaining the difficulties I've found that will NOW require a budget increase. This just seems dirty and almost like

a shake-down for more money to some. Occasionally it happens and we have to deal with it. As in the gated community with two entrances example you should not come back to the client and ask for a second person because at 6:00 am on day one of the surveillance you found a second entrance/exit to the community. If the presurveillance debrief of the client and in-person reconnaissance had been done, we would have known AND addressed this BEFORE the surveillance was begun.

I use a template and while this may seem time consuming, I can punch this out in less than 30 minutes notwithstanding the actually in person check. I generally charge a few hours of billable time for this and if the case is large enough, will deduct those hours from the final billing.

I've had clients call about surveillance work and after the process described above, we've come to the conclusion the goals of the surveillance could not be met within the available budget. Most would appreciate the expenditure of a couple of hundred dollars to learn their expectations are NOT realistic rather then several thousand and a failed surveillance.

You'll maintain that professional level of credibility and if working with an attorney may free up funds for other investigative avenues to pursue.

This is just a snapshot of an overall presentation I've done at many conferences. Please feel free to contact me with any questions.

Jim Nanos





Jim Nanos is a retired police detective and New Jersey licensed private investigator and publisher of PI Magazine.

Jim can be reached at: Nanosi@AppleInvestigations.com

https://appleinvestigations.com/

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INTELLENET PROTECTIVE SERVICES (IPS)

By: Richard Carpenter

Vice President, Operations

President, Pennsylvania Association of Licensed Investigators 717-562-7779 (direct)

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PROTECTIVE SERVICES:

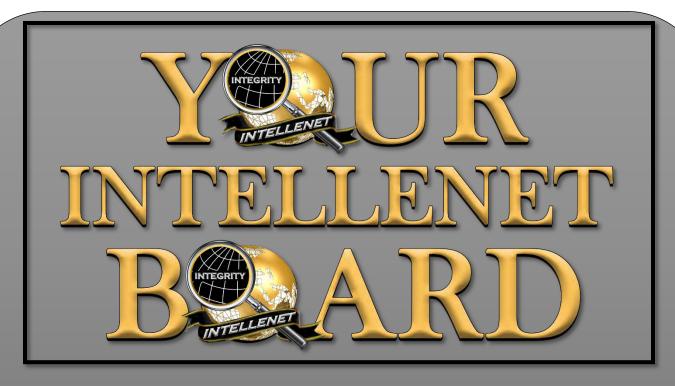
The mission of Intellenet Protective Services (IPS) is to have a global footprint addressing all clients' security and protection needs. The IPS Board contains members with executive protection experience who served with distinction in British Customs, Central Intelligence Agency, Federal Bureau of Investigation, Hungarian Intelligence Service, IRS Criminal Investigation Division, Italian Carabinieri, New Scotland Yard, Royal Canadian Mounted Police, Russian FSB, U.S. Military Criminal, and Intelligence units, Royal Military Police, U.S. Homeland Security, U.S. Secret Service, and numerous local and state agencies. Other Intellenet members interested in IPS were vetted and screened for their experience, background, and protection specialty. The membership is vetted and entered into the IPS database based on region and area of the world, with further identification by skill set and training. This process allows each member to provide clients with tailored protection services.

CAPABILITIES/GLOBAL ENGAGEMENT: What makes Intellenet Protective Services (IPS) a credible, professional, and experienced executive protection provider is each of you. IPS represents the birth of a concept that Intellenet can provide executive protection and security services for those who know Intellenet, respect the brand, and are confident that the leadership and vetting process will address the client's needs. Our first step was introducing IPS to you to confirm your interest and locations you serve. We are working on training opportunities and billable assignments that satisfy both IPS and future clients. Join the team and learn more about how you, too, can add to your resume and billable hours as an IPS Global Associate. Additionally, look for more information on initiatives in your geographic area and area of expertise.

"Those who stand for nothing fall for everything."

- Alexander Hamilton

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"The achievements of an organization are the results of the combined effort of each individual"

... Vince Lombardi

When Colonel Jim Carino designed INTELLENET, it was built with a vetting requirement allowing only the finest investigators in the industry. The ones who already stood the test of time. The process to become a member alone allows for recognition, notoriety, and provides bragging rights.

Within the organization still there are men and women who continue to rise even higher. They are driven by many things, but what is common is their desire for the organization to succeed.

The YOUR INTELLENET BOARD column will attempt to shed light on the women and men who make up the board of directors. Not the Executive Director, Vice President, Secretary, and Treasurer, as based on their organizational exposure, information on these officers is readily available. I believe you will be pleasantly surprised at the incredible talents YOUR INTELLENET BOARD holds. The entire board is worthy of each of our admiration and thanks for taking time to go above and beyond and spend much personal time, effort, and even money to better this organization.

Thank You, To each of our Directors, for your commitment to a greater good.





Sheila Ponnosamy Operations Director Mainguard International (S) Pte Ltd Singapore

Sheila joined her family's security business – the Mainguard Group in 1997. Over the years, the company had diversified from security to risk management to corporate investigations. Having started from ground level, she learnt the trade in the investigations business through her work experience and professional training. Under her father, Mr. Kalastree's mentorship and vision and with her passion, Mainguard's risk management business expands to Executive Protection, Asset Tracing, Due Diligence, Fraud Investigations, Insurance Investigations, Intellectual Property Breach Investigations to Cyber Risk Management and Digital Investigations throughout the Asia Pacific countries.

Her notable achievement was being awarded the **Investigator of the Year Award in 2010** at the CII Conference in Cardiff for her work in an international case across a few countries in locating a woman who had been missing for 10 years. The case led to her to being interviewed by PI Declassified, a US based Internet radio show on 6 January 2011 on the subject of **Women Investigators Changing the Face of Asia**

Sheila was later elected **President of the Council of International Investigators** in 2014-2015 and also **achieved the Meritorious Service award** in 2014. On 30 October 2014, she was

featured in *Like Father Like Daughter* in The New Paper and in December 2014, in the Life Section of the Straits Time on the article entitled *Paid to be Nosy*

Sheila had written articles on *Ethical and Legal Considerations for Private Investigators in Today's Digital Age,* published by Security Association Singapore, 2009 and *Stepping Out Of The Man's Shadow – Emergence of Women Investigators,* published in The International Councilor, May 2008.

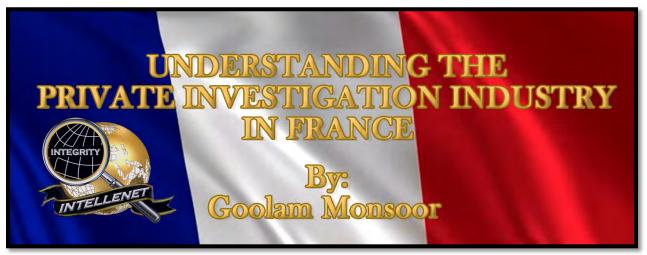
In 2015, Sheila presented at the Australian Risk Management Institute annual conference on **Issues in International Security – Security, Risk and CyberRisk**. She was also a panel speaker on the subject of Women Investigators for a number of industry conferences in USA and Hong Kong. She is also active on webinars for various institutions on issues relating to investigations and cybercrime.

Today, Sheila also sits on the board for **Intellenet**, another investigations organization based in the USA and aims to promote a more active presence for women and Asia to be represented.

Outside her professional life, Sheila has a private mission in rural Myanmar for disadvantaged children who are in orphanages due to poverty or loss of parents due to the civil war. Other than projects such as upgrading their living conditions and hosting annual Christmas parties, she runs workshops on topics such as Hygiene, Goal Setting and Learning to Say No to build confidence particularly for the young girls so that they do not fall victims to human trafficking.

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The Law for Private Investigators.

The first law for French private investigators was enacted in 1942 during the second World War. At that time, Jewish people were not authorized to practice in this profession. Those people who were established as private investigators were mainly ex-policemen. A background check was performed by a special intelligence section of the police service. If they were approved, the individual or company could operate an investigation agency.

The main activity of these investigation agencies was commercial information and security checks for pre-employent. Years later, private matters and divorce cases became a great business. In fact, until 1972 in France, when married people were involved in adulterous relations, they could be sentenced to prison. Thankfully, the law changed. (Imagine how many people would have been in prison!)

In 1983, the protection service and private investigators would be separated by law. If someone runs a private investigation company they could not be a security service as well. They should have a different entity.

In 2003, the qualifications became compulsory for anyone who intends to become a private investigator. Today, the private investigation licence must be renewed every five years and continuing education is required.

 WHAT INFORMATION MAY PRIVATE INVESTIGATORS OBTAIN TO DEFEND PRIVATE INDIVIDUALS IN COURT?

CIVIL STATUS

Private investigators can verify the identity of a person if we know their date and place of birth in France.

We can obtain information on marriage and/or divorces.

PROPERTY

Unfortunately, there is not a legal nationwide data base to search for the property of an individual-unless we have a hint of the region where they could own property.

CRIMINAL BACKGROUND

It is forbidden to obtain criminal information about a person. However, if the individual asks for a clearance and his punishment was under 3 years, he may request a document himself to prove that he is now clear. There will not be any remarks on the document, as if he is someone who has never been arrested.

LICENSE PLATE

Private investigators are not authorized to obtain identification to determine an owner of a vehicle with a license plate number.

TAX RETURN

In some instances, it is possible to obtain only the amount declared from the person's tax return.

SURVEILLANCE

Surveillance can be legally conducted when there is a civil, commercial or criminal procedure. Also, this type of investigation must be proportional and not abused, which could be considered as a violation of private life.

I hope that this article explains the role of the Private Investigator in France as it relates to **individuals** and I look forward to providing you with information about **commercial investigations** in a future publication.

Bonne journée,

Goolam MONSOOR





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www.asdetective.fr

Goolam MONSOOR was born in Mauritius Island which is an island nation off the southeastern coast of Africa, and should any need arise there, he has exceptionally good contacts for investigations.

Mr. Monsoor studied in London-UK from 1976-1977 and obtained his detective certificate from the EIDE school in Brussels. He returned to Mauritius where he started working for insurance companies. In 1980 Mr. Monsoor decided to move to France as he is of French nationality. He worked as a detective in a Paris agency before creating his own company in 1987. Mr. Monsoor's agency currently has a team of six independent investigators. He has worked many investigations in France, Europe and in the USA as well.

Mr. Monsoor is also the President of the French syndicate *Office National Des Detectives*, which is a national network of Detectives in France. He has been a CII member since 2000 and Intellenet member since 2011.

Mr. Monsoor is a member of the INTELLENET Board of Directors adding international insight and views to the organization.

Mr. Monsoor has been a private investigator for the past 40 years- and even after 40 years, it remains his ambition, and he is still very passionate about his work.

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Baby Steps Forward on Proposed Consumer Data Protection Legislation

By:

Nicole Gray Legislative Liason Chair

Data has been the world's most valuable commodity for years. The adage, "If you're not the customer, you are the product," is something we've all become familiar with from shopping online, using social media, downloading apps, and pretty much anything else we do on our phones, tablets, and computers.

At the same time, consumer data privacy legislation has been slow-moving on the federal level. While the need for legislation is clear, two sticking points have caused the proposed bill to stall:

- 1. Should federal privacy laws override state privacy laws, and to what extent?
- 2. To what extent should individual users be able to sue companies that violate their data privacy rights?

Earlier this month, some movement was made in negotiating this bill although the support it needs to meaningfully move forward is still lacking. Currently, negotiations have led to limits

on how individual users can sue companies that violate their rights but would largely empower federal regulators and state attorneys general to take legal action against companies out of compliance. The FTC would be compelled to maintain a public registry of data brokers with opt out mechanisms for users regarding targeted advertising and data sharing, and to create a new bureau for consumer privacy protection.

Companies would incur greater liability by taking responsibility for informing third parties of data privacy changes to meet user preferences. Corporate executives would be compelled to certify their organizations are in compliance with data privacy laws annually, and companies would be required to reduce their data collection practices to the necessities for business functioning.

Currently, this legislation includes measures wherein federal digital privacy laws supersede state privacy laws.

There are still criticisms that these new regulations do not make any meaningful changes for users, rather create more policies to sift through. While the legislation does go farther to hold companies liable for data privacy law compliance, key lawmakers contest that it doesn't go far enough to impose a duty of care on companies. Another concern is that federal digital privacy legislation preempting state laws will prevent states from making their own more aggressive consumer data protection measures. On the other hand, there is concern that prioritizing state data protection laws would create a patchwork that would make it difficult for online-based companies to navigate.

We will continue to follow this legislation as negotiations proceed.





Nicole Gray

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Infinity Investigative Solutions

Nicole Gray has over 24 years of professional experience in investigations, monitoring, forensic accounting and due diligence. Nicole is the principal of Infinity Investigative Solutions, a women owned small business, headquartered in Alexandria, Virginia. She has been the lead investigating force conducting in depth examinations into individuals, corporations, industries, and organizations. Her unique skills associated with the latest in technology, financial expertise and investigative experience have ensured success to numerous clients in both the public and the private sector.

Nicole is also principal of Gray Matter Consulting, a full-service grant writing and grants management firm and an Adjunct Professor of Forensic Accounting and White-Collar Crime at Champlain College. She frequently lectures on conducting investigative interviews, internal investigations, OSINT, the investigative process and preventing/deterring waste, fraud, and abuse.

Nicole is active in many national and state industry associations and also volunteers as the Popcorn Czarina for BSA Colonial District. She and her husband, Keith live in Alexandria, Virginia and have two children.

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New Members from 2/1-7/14/2022:

"Teamwork is the ability to work together toward a common vision. The ability to direct individual accomplishments toward organizational objectives. It is the fuel that allows common people to attain uncommon results."

- Andrew Carnegie

Randall Bartlett - Cammack Village (Little Rock), AR

Michael Basile - Chicago, IL

Abboud Bedro - Mesa, AZ

David Brown - North Miami, FL

Pete Deleon - Garden City, KS

Dennis Evers - Aruba

Jim T Garrett - Aurora, MO

W. Dyer Halpern - New York, NY

Matthew Janiskee - Rockford (Grand Rapids), MI

Gregory Kellerman - Glen Carbon, IL

Michael Makropoulos - Marietta, GA

Antonio (John) Maturana – Santiago, Chile

Joseph McCarthy - Clarence Center (Buffalo), NY Chris Moses - London, UK Stuart Nash - London, UK Darren Paltrowitz - Long Beach (New York), NY Tommy Patterson/ Ann Cangelosi - Metairie, LA Gregory Rice - South Jordan (Salt Lake City), UT Roberto Rivera - Santa Clara, CA Christopher Salgado - Tampa, FL Jeffrey Sanow - Port Richey, FL Samantha Santiago - Austin, TX Jon Scherr - Syracuse, NY Brandon Shafikhani - Woodbridge, VA Joshua Sullivan - White Plains, MD Henry Torres Sanchez - Bogota, Colombia Cathrine Torrez - Fort Worth, TX Gilberto Torrez - Colleyville (Fort Worth), TX William (Bill) Tucker - Stevensville, MI Shannon Tulloss - Santa Clarita, CA Edmund "Stan" Vogt - Duxbury, MA

To update your membership listing on the web, or in our Briefcase Roster, send info to intellenet@intellenetwork.org.

Sandra Wippermann - Bielefeld, Germany

WE WELCOME ALL OF YOU TO THE TEAM!



Myths and Dangers of Social Engineering By: Christopher Salgado

In 2017, the White House, arguably the most powerful office in the world, was successfully attacked by a social engineering campaign via a direct line to the nation's chief risk officer managing cybersecurity matters. In 2019, it was reported that Facebook and Google fell victim to a social engineering campaign. This attack reportedly took Facebook for nearly \$100M and Google for nearly \$25M across two years. Time and time again, among many others, cyber-based companies and cyber experts have succumbed to well-tailored social engineering campaigns. So, why should anyone believe that they can avoid such a growing danger, including a PI with his/her business?

Since the above highly concerning attacks, to include modern day, social engineering has significantly picked up in both frequency and intensity. The latter relates to the design of the campaigns, which makes them much more effective and difficult to avoid.

The FBI reported that in 2021 \$7B was lost by ransomware, general online scams and extortion. These numbers were the result of more than 6.5M internet crimes that were recorded by the same agency. Unfortunately, these statistics are expected

to grow with these global threats. The dangerous precursor to these any many other online attacks is social engineering. Social engineering has been tagged as having occurred in 98% of all successful cyberattacks. As such, it has quickly become a real threat to every person and business, regardless of industry, including retail.

In 2021, "loss prevention agents" of a large retailer called stores and requested cashiers at the chain to activate numerous and large denominations of gift cards as part of an active "investigation". This was a fraud. There was no active investigation and the persons on the phone were simply posing as loss prevention agents. This large, nationwide fraud affected the retailer to a significant financial tune.

Keep in mind that even if you do not envision your business as a potential victim of a social engineering attack, you can find yourself proven wrong if bad actors focus on you as the entry point to your client – their ultimate target. In 2021, Quanta, one of Apple's primary suppliers was the target of a ransomware attack. However, the true target of the attackers was Apple itself. The bad actors identified an entry point into Apple by fixating on a vendor. As you know, a PI firm is a vendor as well. If your client is a well-known person or organization, you could easily lead bad actors to the doorstep of your client. As such, it is critical that we, as service providers, consider such a danger to understand how we can combat it.

FBI.gov identifies social engineering as "...the use of deception, through manipulation of human behavior, to target and manipulate you into divulging confidential or personal information and using it for fraudulent purposes. In the context of information security, social engineering might also mean psychologically manipulating people to take action to inadvertently give adversaries access to protected information or assets." The terrifying fact is bad actors don't need any technical skills to be successful at social engineering.

So how do we prevent social engineering attacks as much as possible? First, we must educate ourselves about what these scams look like. There are three types of social engineering methodologies: (1) Digital / Non-physical attacks, (2) physical attacks and (3) hybrid attacks (a combination of both digital and physical attacks).

Digital / Non-physical social engineering attack methods include phishing, vishing (voice phishing), smishing (phishing via SMS text messages), business email compromise (BEC) / CEO Fraud, social media impersonator accounts and caller ID spoofing. One popular example of a digital attack is a smishing campaign utilizing a text "from Amazon" or "from FedEx" informing you that your package has been delayed. A link is offered to check the status of your package or redirect it. Given our continued COVID world, many people expect packages from Amazon and FedEx, which greatens the success of these scams.

Physical social engineering attack methods include face-to-face meetings, physical mail, door knocks, "serendipitous" meet-ups, scheduled appointments (interviews, dates) and unscheduled installs/repairs. One example of a physical attack is a planned meet-up that is disguised as an impromptu meeting, such as when someone engages you at a coffee shop, bar, etc. While it appears to be happenstance, it is a well-calculated engagement.

A popular example of a physical social engineering attack that every surveillance investigator is well aware of is the door knock. This occurs when someone dons the outfit of a utility worker or delivery person to obtain information on their target.

More dangerous is the hybrid social engineering attack. This is when your attacker initiates one element and follows up quickly with the other. An example of this is when a "vendor" emails you an important update, such as a new account of theirs. They then call you shortly after sending you the email. They start up a conversation with you referring to their recently sent email and query you for information or request an action from you. This is the more difficult one to circumvent, given the very convincing comprehensiveness of the attack. In this attack, the email acts as validation of the legitimacy of the person on the phone even though the email is part of the scam. Additionally, the social engineer typically applies some rushed timing on the matter, which prevents you from thinking the situation through and question the caller and the email.

While there's no absolute prevention of a social engineering attack. Some prevention steps include investing in a robust cybersecurity operation with layered

defenses, including anti-social engineering components, such as phishing (the most popular social engineering attack channel). Other measures to take are calling a company back directly on a trusted/listed phone number if they call you with concerning requests, staying relevant with your cyber security resources, understanding the latest social engineering threats and engaging Multi-Factor Authentication (MFA) on your accounts. (**Note:** MFA is *not* foolproof and many MFA options can be thwarted by bad actors; therefore, you must ensure to deploy *effective* MFA on your accounts.)

Other measures that you can take include conducting a comprehensive online threat profile on yourself to identify how exposed you are online. Once you do, you can mitigate your online exposure points and safeguard your private information as much as possible. This will aid you by negating social engineers from using information against you to gain as much information about you and your business as much as possible. If necessary, you can request a third-party to test your social engineering defenses.

Also important is reporting suspicious emails, calls and physical engagements to the proper authorities. Authorities would be online platforms, law enforcement (local, state and national), USPS for any scams initiated via mail and many other reporting channels for cyberattacks or social engineering attacks.

Given many PIs aren't behind a fortified cyber wall of safety like that of your corporate clients, it is imperative that PIs adopt the onus to be vigilant in deterring bad actors from engaging us directly or our clients indirectly via a vendor... you.







Christopher Salgado CEO

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Christopher Salgado is a former investigator at Facebook and is CEO of All Points Investigations, LLC, a global cyber and physical investigative firm serving Fortune-listed corporations, including a Fortune 20 corporation; law firms and other entities through various investigations. He is an expert social engineer and has been a trusted security and investigations leader for 20 years in corporate risk, brand protection, supply chain, surveillance and SIU investigations. He is also a member of the London Speaker Bureau. Christopher has presented on cyber and physical investigations to various companies, law firms and law enforcement, including the FBI, Homeland Security Investigations, ICE, Customs and Border Patrol and the DEA as well as members of Interpol, Europol and the European Commission. Christopher was a keynote speaker at CrimeCon 2022 where he spoke on romance scams. He is Founder of AGGOSOTM Training, a

comprehensive OSINT training program for investigators, corporations, law firms, journalists and those desiring to upskill their OSINT/cyber investigative skillset. Any questions or comments? Contact him at csalgado@allpointsinv.com.

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By: Eric Douglas De Van President De Van and Associates https://devanassociates.com

"An investment in knowledge pays the best interest."

...Ben Franklin

The Speaker Bureau have impressed Intellenet members and other associations with their expert presentation, dynamic style, and understanding of topic, and delivery for the attendees. Intellenet members are a tough crowd to impress and capture attention. Presenters know the high bar set by Speaker Bureau legends like Don Hubbard, Brad Penny, Jim Carino, Gary Brown, Bill Blake, Michele Stuart, Reggie Montgomery and more.

In May of 2021, the South Carolina Association of Legal Investigators (SCALI) hosted their annual conference that featured eight of nine Intellenet members as presenters. The event was well attended and reviewed. At the end of the conference, I thought the presenters were excellent ambassadors of Intellenet and pondered how to replicate that program.

When asked to head the Speaker Bureau initiative, I believed it was my opportunity to put my plan in action. First, there was a need to update the Speaker Bureau list by name and location. Next, develop a monthly "Spotlight Speaker" section on the Intellenet website and Speaker Bureau section. Lastly, market to every state organization that Intellenet has the "...highly trained private investigation and security management professionals with many years of

education and practical experience in their areas of expertise. They have made training and educational presentations to numerous professional associations and corporate entities." (Intellenet website)

I am investing my efforts to push and promote the Speaker Bureau worldwide. In the spirit of Benjamin Franklin, I am certain the investment will pay with interest.





Biography:

Ms. Stuart has over thirty years of investigative experience with twenty-five years operating her own company. Ms. Stuart's area of expertise includes OSINT, counterintelligence, insurance fraud investigations, financial investigations, threat assessments, due diligence, organized retail crime, corporate and competitive intelligence.

Ms. Stuart consults and trains federal, state, and local law enforcement agencies, the military intelligence communities, fortune 500 companies as well as the financial and insurance industries in open source, social media, and threat assessments / mitigation. She has been an Instructor at Quantico (FBI Academy) for international training in the area of OSINT (Open-Source Intelligence).

In 2017, Ms. Stuart partnered with Pennsylvania Office of Homeland Security creating a program "Keeping Kids Safe", training administrators, principals, teachers, SRO's, and parents on the dangers of online and social media activity, predator grooming as well as the dangers of applications / cellular security.

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YOU WILL NOT WANT TO MISS THIS CONFERENCE AS THE LIST OF SPEAKERS IS ANOTHER STAR-STUDDED CAST AND THE CITY IS BEAUTIFUL.

> CLICK HERE FOR BOOKING INFORMATION SEE YOU ALL IN FLORIDA!



Board Accredited Investigator Robert "Jerry" DeFatta, CFE, BAI, CRT DeFatta & Associates LLC Shreveport, LA Jerry@defattapi.com

The Board Accredited Investigator (BAI) certification is simply the total commitment to professionalism that an investigative or security professional can make in their career. The BAI certification is a professional designation that has been around for many years, Intellenet took on the certification in 2015. To obtain the certification you need at least 10 years of investigative experience. In addition, you must submit a white paper on any investigative topic, pass a written

test, and complete an oral interview with a panel of BAIs. Once you obtain your BAI certification you must continue to demonstrate a high level of professional dedication to the investigative community by obtaining recertification points each year.

Maintaining a BAI certification, requires the designee to be involved in a serious commitment to voluntary ongoing continuing education for themselves and other practicing investigative professionals with whom they interact. Additionally, the BAI Board is hopeful that BAI's will become involved in leadership roles of local, state, international, and specialty professional investigative associations throughout the world, and share their passion for advancement through knowledge.

The most dedicated and experienced professional investigators on a worldwide basis are involved in this program. BAI's set the standard for an investigator's professional excellence which will be recognized and sought by clients and the legal community. The BAI credential provides objective proof of professional knowledge and experience combined with the highest level of ethics.

Below are some of the benefits to becoming a Board Accredited Investigator through Intellenet:

- Demonstrable proof of experience and professional competence.
- Expanded professional network and opportunities to showcase your expertise at professional and global events.
- Independent validation of an individual's knowledge, skills, and experience.
- Backing of the world's most respected association of investigative professionals.
- Continuing education requirements for certification offer assurance that practitioners will remain current with best practices.
- Certification indicates mastery/competency as measured against a defensible set of standards, usually by application or examination.

To become a BAI or for more information about the certification process, please contact Jerry DeFatta, BAI, CFE, CRT at jerry@defattapi.com.

"INDIVIDUAL COMMITMENT TO A GROUP EFFORT — THAT IS WHAT MAKES A TEAM WORK, A COMPANY WORK, A SOCIETY WORK, A CIVILIZATION WORK."

- VINCE LOMBARDI

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Risk Assessment - A Money Maker By: Bill Blake

Many small to medium size businesses do not have an adequate safety and security plan. Some businesses may have a minimal plan that does not adequately protect them from negligent security claims. Other businesses have no document plan which opens them up to a very expensive negligent security litigation claim.

A risk assessment identifies the internal and external risks to a business and aids in developing a comprehensive safety and security program. The author has a 319-item risk assessment checklist that identifies the areas research and documents pertinent information related to each issue. The checklist is a vital document for trial purposes in that it identifies the extent of the assessment without having to rely on a person's recollection of the information developed.

Justification for a risk assessment

A risk assessment is an essential document in the event of a negligent security claim. While the risk assessment may be costly, the cost of losing a negligent security claim is detrimental to the financial and reputational image of the business. Some sources identify the cost of a negligent security claim where there is no defense is estimated at \$600,000 plus attorney's fees and expenses. A decision to conduct a risk assessment must be based on an appropriate return on

investment. It is a case of whether or not the business owner is willing to take a chance that he will not be a defendant in a negligent security claim. He may be successful in this regard but losing such a case can be fatal to the business financial structure and the reputation of the business. If the public believes that it is not safe to enter your property, it won't be long before there is a drastic reduction in your customer base along with the financial business lost.

A study shows that when the Defendant has an adequate safety and security program, the Defendant won 52% of the negligent security trials out of the 1,086 cases studied. Most Plaintiffs (70%) were customers or guests of the business. Employees of the Defendant make up 17% of the Plaintiffs. The study shows that juries are awarding higher verdicts when the Plaintiff winds.¹

Security is an Investment, Not a Liability²

Security assessments, when they're done right, are an investment into your organization—not a liability. You should be doing risk assessments not because your insurance requires it, but because they will save you money by reducing liability and expenses.

Even if you're only hiring a risk consultant because your insurance requires it, you may as well get value out of the physical risk assessment. It's foolish to throw away good money and get nothing out of it. Hire a quality profession who helps you reduce security costs and reduce your risk. A safer facility will result in a healthier bottom line for your company.

The financial cost of the 21% of trials that the Plaintiff won.

• 40% were amounts less than \$250,000:

¹ <u>www.negligentsecurityattorney.com/verdicts-</u> <u>settlements#L~:text=in/eoinadequate/20%20%security,</u> Internet, downloaded March 31, 2022.

² Circdadrian.com/resources/blog/the-true-price- of a low-cost-physical-risk-assessment, Internet, downloaded March 31, 2022.

- 16% fell in the \$250,000 to \$500,000 category.
- 13% were between \$501,000 and \$1 million.
- 13% landed verdicts between \$1,000,001 and \$2 million.
- 10% were between \$2 and \$5 million.
- 8% obtained more that \$5 million.

The most frequent location for the negligent security lawsuit was a parking lot. Apartments buildings were second, and other locations were stores, exterior common areas, bars, and schools. **Apartment operating companies** paid a median \$1.5 million in damages from jury awards and \$1.7 million in out of court settlements.

Retail stores paid a median of \$1.7 million from jury verdicts and averaged a settlement of \$1.2 million. **Hotels** paid out an average of \$1 million in jury verdicts and \$632,000 in pretrial settlements. **Restaurants** paid an average of \$600,000 in jury verdict awards and settled on average for \$2.8 million.

Wrongful death average the most significant jury verdicts at \$2.8 million. **Robberies** had a media jury verdict of \$1,900.000 with a median settlement of \$1.6 million. **Rape** lawsuits resulted in an average of \$1.5 million jury verdicts and settled on average for \$1.2 million. **Assault and battery** victims obtained average jury verdicts of \$1,200.000 and median pretrial settlements of \$1.1 million.

What to Look for in a Security Consultant

You can get greater value out of a quality security consultant who can identify security improvements that reduce risk and save money. Instead of hiring the lowest bidder, make these your top priorities:

- Industry experience. How long have they been in your sector? What's the depth of their industry knowledge? Being new to the industry (referring to the company) do we risk this statement coming back to bite us?
- **Geographic experience.** Every geographic area has its own particular risks. Can the consultant showcase their experience in your area? Are the connected to law enforcement and other related agencies?

- **Team players.** Consultants should have a second set of eyes with them on inspections. Don't hire lone wolves.
- Quality reports. Ask for a sample of the report you'll receive. Is it valuable
 information? Is it usable? Does it provide detailed corrective actions? If it's not
- a redacted report, end negotiations with that consultant immediately.
- **Tools**. Will the consultant use the latest available technologies for the assessment, or is everything paper-based? Digital technologies far outpace the value you'll get from paper methods.
- **Full process.** Will they spend more time on-site, where they can observe your organization, or at home? Find out what happens after the assessment. Will they help you prioritize your needs?
- **Education.** They should be a certified protection professional or be educated in the field. Having a law enforcement background doesn't qualify a person for security consulting.
- **Referrals.** Always ask for multiple referrals from recent clients.

What factors affect the cost of a risk assessment?

- **Scoping:** Every organization is unique. Costing depends on the organization's infrastructure.
- **Size:** The pricing of a security risk assessment does not follow the one size fits all principle. It varies differently according to the size of the target.
- **Complexity:** The complexity of organizations systems affect the pricing of the security risk assessment. Larger companies would require a larger budget.
- **Environment:** The environment of the target also affects the cost of the security risk assessment.

What are the costs of a security risk assessment?

The security risk assessment process is very comprehensive and takes many hours of profession time to perform. Costs for a formal comprehensive security risk assessment can range between \$5,000 and \$50,000 depending on the size of the facility, number of employees, and complexity of operations. The focused and prioritized recommendations made in the security assessment can often keep the client from making unwise investments in expensive security technologies

(cameras, alarm systems, etc.) that won't do the job. Often these systems seem like a good idea, but don't really address the client's specific security problems. Some qualified security consultants will conduct a risk assessment at their normal hourly rate and expenses.







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Investigation & Security Consulting Firm

Mr. Blake, a native of Vermont, is a graduate of Michigan State University, East Lansing, Michigan, with a Bachelor of Science degree in Police Administration. He also holds a Master of Science degree in Foundations of Education from Troy State University, Troy, Alabama.

He is a retired Chief Warrant Officer of the U.S. Army where he served as a Military Intelligence Special Agent and a Criminal Investigation Division Special Agent in supervisory and management positions. While a member of the U.S. Army, he was responsible for designing and implementing a revised and expanded curriculum for the criminal investigation course attended by members of the Department of Defense. As a military instructor for seven years, he was responsible for instruction in investigative, administrative and management subjects to investigators, managers, and senior military officers.

Following retirement from the U.S. Army, Mr. Blake was employed as a security officer with a hospital before accepting a position as Security Manager and Investigator for a major bank. In this capacity, he was responsible for physical security, guard force operations, and investigations. Following a merger with another financial institution, he was assigned as a Regional Security Manager with responsibility for 35 locations.

Mr. Blake has more than 60 years' experience in civil and criminal investigations, bank security, executive protection, loss prevention, disaster recovery planning, counterintelligence operations, security risk analysis, and security training.

Mr. Blake is a member of Intellenet (<u>www.intellenet.org</u>) and has been a presenter of security management and private investigation courses at numerous local, national, and international conferences and seminars.

Mr. Blake has been designated as a Certified Protection Professional (CPP) by the American Society for Industrial Security and as a Certified Fraud Examiner (CFE) by the Association of Certified Fraud Examiners.

Author: "Making Recovery A Priority," *Security Management*, American Society for Industrial Security, April 1992; "Securing Premises from Liability Risks," *Risk Management*, Risk and Insurance Management Society, September 1994; "Putting a Lid on Premises Liability," *Security Management*, American Society for Industrial Security, January 1996; "Safety First: A Premises Liability Primer," *Journal of*

Property Management, Institute of Real Estate Management, July/August, 1996, (Journal of Property Management Non-Member Article of the Year Second Place Award, 1996); "Security Personnel: Cost Versus Quality," Journal of Property Management, July/August, 1998; "Quality Private Investigations," Facts & Findings, National Association of Legal Assistants-Paralegals, July/August 2010; coauthor with Walter F. Bradley, Esq., JD, Premises Security: A Guide for Security Professionals and Attorneys, published by Butterworth-Heinemann.

Editor: Basic Private Investigation: A Guide to Business Organization, Management, and Basic Investigative Skills for the Private Investigator, Charles C. Thomas, Publisher, 2011; Advanced Private Investigation: A Manual of Advanced Investigative Skills for the Private Investigator, Charles C. Thomas, Publisher, 2011.

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Intellenet Member Photos July 2022

All SUBMISSIONS are by members and of members doing things of "noteworthiness"



(Photo Credit: Jeff Stein)

Intellenet Members in attendance at the Vidocq Society Meeting March 2022. Left to Right: Marc Bourne, Colonel Jim Carino, Eileen Law Stewart, Sandy DeAndrea, Frank DeAndrea, Jeff Stein. Don't know of the Vidocq Society? Go to: https://www.vidocq.org



(Photo Credit: Frank DeAndrea, Jr.)

• Executive Director and First Lady, Jeff Stein and Tina Blanchette seen here at their beautiful sunset beach wedding in Virginia Beach, Virginia May 2022.



(Photo Credit:

Frank DeAndrea, Jr.)

Intellenet Members in attendance at the Stein-Blanchette wedding May 2022 in Virginia Beach, Virginia. Left to Right: Sandy DeAndea, Fank DeAndrea, Jr, Reggie Montgomery, Eileen Law Stewart, Jeff Stein, Jay Groob, Brenda Beyersdoerfer, Colonel Jim Carino, Nicole Gray.



(Photo Credit: Don C. Johnson)

At the annual meeting of the National Association of Legal Investigators in Louisville, Kentucky June 2022, Intellenet Member John Lajoie CLI, of Massachusetts, was awarded the Buddy Bombet Lifetime Achievement Award by Intellenet Member Kitty Hailey.



(Photo Credit:

Frank DeAndrea, Jr.)

• Frank and Sandy DeAndrea inducted as the newest members of the Vidocq Society May, 2022. The meetings are hosted at the Union League, built in 1864, in Philadelphia Pennsylvania.



(Photo Credit: Ollie Philips)

Ollie Phillips and Eileen Law Stewart travell to the home of Peter Gallo for a 60^{th} Birthday Celebration.



(Photo Credit: Frank DeAndrea, Jr.)

Eileen Law Stewart and husband Stephen Stewart renewed their vows on July 9, 2022 at Saint Mary Anne's Church, North East Maryland.

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MENTIONS OF MEMBERS AROUND THE WORLD

Kitty Hailey (PA) was the investigator on the team of attorneys in NJ that settled the largest ever civil rights action against a police department in that state. Eight years ago she began a police abuse case when Xavier Ingram became a quadriplegic because of the actions of the Camden County Police Department. There was finally a five-week federal trial beginning in February of 2022 when the witnesses she developed initially and the information she obtained subsequently was used to garner \$10 million dollars for Ingram. Congratulations Kitty for a job well done.

Sandy DeAndrea (PA) was named First Vice President of the Pennsylvania State
Association of Licensed Investigators in July. Congratulations Sandy for all of your hard work.

John Lajoie (MA) was awarded the Buddy Bombet Lifetime Achievement Award from NALI (SEE PHOTO)

Mal Brammer (Castle Hill NSW), Shared a link that might be of interest to our members; Scams robbed Australians of more than \$2 billion last year:

https://www.accc.gov.au/publications/targeting-scams-report-on-scam-activity/targeting-scams-report-of-the-accc-on-scams-activity-2021?utm_source=ACCC+subscribers&utm_campaign=660c11693d-EMAIL_CAMPAIGN_2021_11_22_12_35_COPY_01&utm_medium=email&utm_term=0_7cc5e3a69d-660c11693d-96893501

Tom Labrun (NH) reported a "perfecta trifecta" 1) he was awarded the Certificate of Rank of 10th dan (the highest level) of the Chinese Goju System; 2) he was awarded the Security Expert of the Year by the Israeli Martial Arts Hall of Fame (both in 2022) and 3); he published his latest book, "Sticks and Stones", described as an "action packed" fiction thriller. He first, authored a highly acclaimed autobiography, "Hiding in Plain Sight" which is listed in our book's publication section on our website. Congrats to Tom on those awards and move over Clancy, there is another author out there.

Peter A. Gallo (NY) is in a PG Rated Documentary. BBC recently showed a documentary about the United Nations that was less than complimentary. It is noteworthy for two reasons; first, rather than revisit the same old scandals as have previously been covered by the mainstream media, this one concentrated on the fate of UN staff members who are either brave enough or unwise enough to report fraud, corruption, or other misconduct. Secondly, the evidence that the Secretary-General has a very keen personal interest in trying to bury! The documentary is now available in the United States if you have Amazon Prime or Apple

TV: https://www.bbcselect.com/watch/the-whistleblowers-inside-the-un/

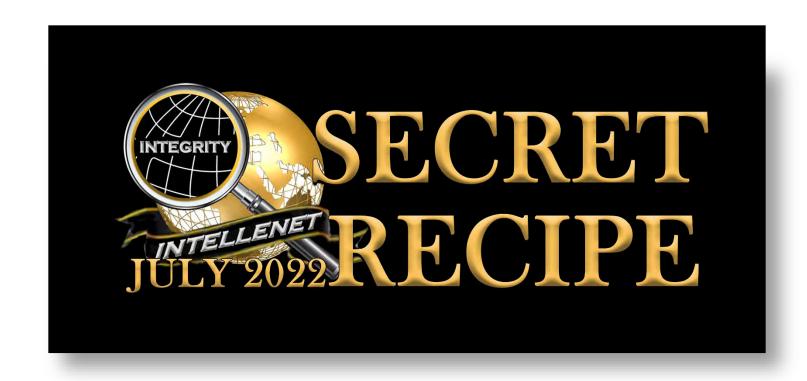
Russ Kolins (PA) taught a special class to Kentucky State Marshalls at the State Criminal Justice Training Academy, Richmond, KY earlier this year on Crime Prevention in schools, K-12.

Russ Kolins (PA) also taught the first of four annual classes for 2022 at The University of Louisville, Department of Criminal Justice, Southern Police Institute on Crime Prevention Through Environmental Design (CPTED) to a full class of Federal, State and Local Law Enforcement Officers and upper management Security Professionals from all parts of the country this past April.

KNOW A MEMBER WHO HAS DONE SOMETHING INTERESTING, RECEIVED AN ACCOLADE, AWARD, OR RECOGNITION?

SUBMIT THE INFO TO: Frank@deandrea.biz

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What better way to end a newsletter than with FOOD?!

When I started as Editor of the PALI Guidon, then President and now dear friend Eileen Law informed me she enjoys reading a good recipe in newsletters. I have a lot of respect and admiration for Eileen Law so when she speaks, I listen. This column is in honor of Eileen Law Stewart.

Each edition I will attempt to share a "Secret" recipe with members. Many will be able to be eaten with one hand while on surveillance. Others will need a bib and towelettes I am sure. Got a favorite Secret Recipe, share it with me at frank@deandrea.biz

Some of them will be quick 4 ingredient foods that can be thrown in a crock pot in the morning and eaten in the evening with no other involvement. Others, will need a lot of TLC and attention.

I am excited for the INTERNATIONAL FLAVOR this column can expose us to.

A word of warning: If you share with me your Mothers secret recipe for Lasagna please know your secret will

NOT be safe as I will be revealing all my sources.

Italian HOT Peppers in Olive Oil By: Frank V. DeAndrea, Jr.

1 bushel of red and green bell peppers 1 peck cherry peppers 2 cups kosher salt 1 cup oregano 30 cloves of garlic (Yes 30) 10 cups olive oil PREPARE GLASS CANNING JARS & LIDS Sterilize, boil and heat as suggested by Ball Canning Cut and de-seed the bell peppers cutting them into $f 1\,\%$ inch pieces Cut cherry peppers into 1 ½ inch pieces save all seeds Mix peppers and hot seeds together in large mixing bow Peel Garlic Place garlic in a food processer with 2 cups of oil to make a slurry On a large flat grill warm the other 8 cups of olive oil and add garlic slurry (Medium heat) DO NOT BURN THE GARLIC! Place peppers on grill Add 2 cups of water to allow peppers to steam Cover with tin foil After 15 – 20 minutes stir peppers Add a moderate amount of salt Add the oregano Cover and allow to simmer for another 10 minutes Remove peppers and ALL juice Fill jar with peppers Add olive oil juice Wipe the jar ring and place the lids on In 15-20 minutes, your lids will "pop" and the peppers will be sealed. Mangia! These peppers go great with bread, cheese and wine. (Or just wine!)



You and I have both made it through our first newsletter together. I am not sure about you, but I am exhausted!

I need to thank everyone who assisted me in getting this off the ground. Konstantin Tsiolkovsky, Hermann Oberth, Robert Goddard, and of course Werner von Braun. I know they are the fathers and grandfather of rocket science but getting this newsletter off the ground was an incredible task.

In 1903 Konstantin Tsiolkovsky derived the rocket equation.

$$\Delta V = v_{
m e} \ln rac{m_0}{m_f}$$

The beauty of this simple equation is that it reminds us:

Nothing can ever get off the ground without Δ (delta). and Δ is the symbol for change.

I am often humbled at the faith people place in me. Thank you to Colonel Jim Carino, and Executive Director Jeff Stein for believing that I would be capable of creating a newsletter worthy of INTELLENET. I hope I did not let you down.

If you authored something, sent me a photo, a news clip, or ideas, I am beholden to each of you for you are the builders for sure.

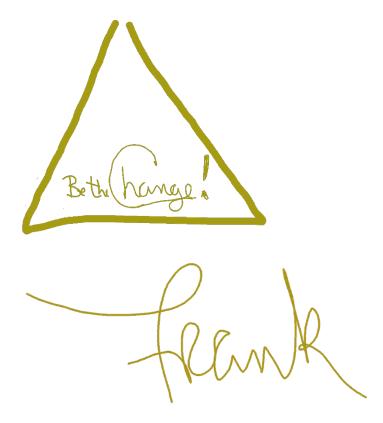
Thank you to all of you as members for reading this newsletter and supporting the organization.

Last but never least, Thank you to my wife, partner and confidant, Sandy DeAndrea for putting up with me and the insanity I create begging you to proofread, asking your opinion, making you read an article 15 times and for all the times I yell to you from the other room asking how to spell a word. I hope I have succeeded with Rule #3!

As a reminder to all of you readers out there, I would love to hear from you. Whether it be an idea to better this newsletter, an idea for an article, a photo or newsworthy submission, or pray tell, that you would like to submit an article for potential inclusion, I want it all.

And if you are thinking of submitting anything for the Fall edition, the deadline is September 30, 2022.

Until next time remember: "Time and tide wait for none, and time is not elastic."



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