

# INTELLENET NEWS

March 2007

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### Carino's Corner

"The reputation of the entire industry often hinges on the activity of a single individual". Those words were penned by Grace Elting Castle in her "Ethics and the H-P Fable" article (Feb. 2007, PI Magazine, p. 41). It is indeed a sad commentary on our PI profession when such words still need to be written in 2007! What makes it more sad is that the level of professionalism in the PI field is at its highest level ever. International (Intellenet, CII, WAD, WIN etc.), National Associations (NCISS, NALI, etc.), and State Associations in 40 of the 50 states all constantly promulgate high ethical standards, integrity in the investigative product and adherence to federal and state rules and regulations. Unfortunately, just like every other profession we have our renegades – those persons who delight in conducting business outside the law and salivate at the thought of their success in flaunting it. When they are caught, deals are cut, plea bargaining flourishes and the flaunters more often than not skirt prosecution so frequently with no more than a wrist slap.

It has been estimated that there are 60,000 PIs in the US of which about half are involved in serious part time to full time operations. State

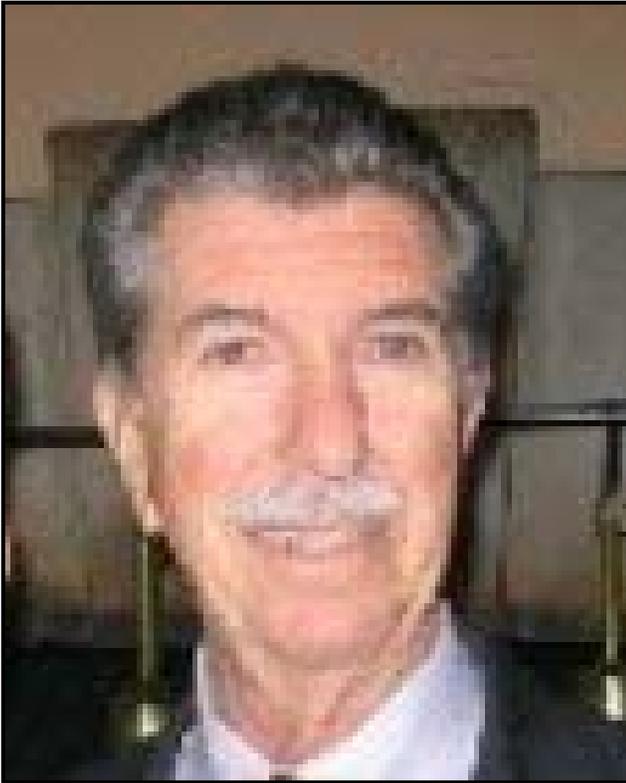
Associations' membership estimates range from about 12 – 30 percent of the investigators in their state. If we use the more conservative estimate of 30,000 that leaves somewhere between 21,000-27,500 PIs who can be that one individual who can tarnish our reputation and we are not including all those thousands of private sector, corporate America, law firms, SIU investigators not requiring licensing to be an investigator who are as a group non-joiners.

Is it any wonder we are a career field in legislative trouble?

I am not aware of any studies or analyses conducted to determine the demographics involving PIs who have run afoul of the law. However, in another hat of mine – President of PALI (the PA State Association) – I am aware of the 7 incidents in our state where those who have lost licenses or been incarcerated were not members of any PI Association – International, National, or State. Is there perhaps a message therein? If we cannot get those non-joiners to sign up, can we not do a better job in "educating" our State and Federal legislators that not all PIs are greedy, law breaking, egomaniacs who are guided only by their own self-serving interests? Can we

not do a better job in showing we are trying to raise the bar in PI behavior? Can we not win the battle in convincing them that the public is better served by taking action to seriously punish the few who break the law and not punish all because of a few?

## Know Your Fellow Members



**Samuel J. Castorani**  
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### EXPERIENCE

1982 to Present - Self employed as a security consultant and private investigator licensed in Texas, Pennsylvania and Delaware. Experience has included strike security, surveillance, insurance fraud, undercover operations, executive protection, fraudulent real estate transactions and asset searches.

1962 to 1982 - U.S. Army Intelligence Officer, retired with rank of major. Numerous assignments in intelligence including command of highly sensitive units in the U.S., Europe, Korea and Vietnam. Responsible for conduct and supervision of personnel security, background, complaint, sabotage, espionage and suitability investigations

and the conduct of physical security inspections of nuclear weapons storage facilities. Served on special assignment to the CIA and provided security support to joint sensitive FBI, Department of State and Secret Service security operations. Director of Security for a 28,000 member military installation with staff supervision and responsibility for all security matters including adjudicating personnel security investigations and clearances and physical security of aircraft, boats, weapons and equipment.

### EDUCATION AND TRAINING

- ◇ BS in Business Management, Hampton University, Hampton, Virginia.
- ◇ Associate Degree, Goldey Beacom College, Wilmington, DE, Business
- ◇ Hostage Negotiation Course (FBI - one week)
- ◇ Army Installation Management (four weeks)
- ◇ Intelligence Officer Advanced Course (nine months)
- ◇ Counterintelligence Agent/Investigator (17 weeks)
- ◇ Intelligence Collection (five months)

### *H-E-L-P*

*Bill Blake  
Littleton, Colorado*

As the Intellenet Newsletter editor, it is becoming nearly impossible to put together a quality newsletter because of the lack of input from our members. Our membership has an unlimited knowledge base that should be shared with others. Regardless of how long we have been in the business of conducting investigations, there is always something new to learn, either from the experiences of others or through advancements in investigative techniques. The Newsletter is **YOUR** vehicle for advancing the professionalism of our members and profession.

I have talked with various Intellenet members and asked their cooperation in providing informative articles for the Newsletter. Some members have been very helpful in providing articles within their areas of expertise. Unfortunately, some members have promised to submit articles but, for one reason or another, do not follow through on their promise. If I received the promised articles, I could produce many issues of the newsletter.

Now it is up to the membership to decide if the Intellenet Newsletter is a viable document of interest to our members. I don't want the

Newsletter to be a "Bill Blake" newsletter—it must be the newsletter of the membership.

If you believe the Newsletter is important, please submit an article for publication. There is no restriction on the topic as long as it relates to the goals of Intellenet. There is also no minimum or maximum length for an article. Without your cooperation, the Newsletter will become a historical fact and not a viable message.

For those who have submitted articles that have not appeared in a Newsletter, I recently had a computer crash and lost some material. Please re-submit them to me and they will be included in a future Newsletter.

### ***2007 Intellenet Seminar***

Jerry & Gay Adams (Austin, TX) and Sam and Cathy Castorani (Ft. Worth, TX) and all the TEXAS INTELNET members have put together another fabulous seminar with a variety of educational topics and social events.

The educational topics include Professional Report Writing and Ethics; Hypnosis and the Private Investigator; Myths of Islam; Child Pornography and Computers; Missing Children and Finding Them; Avian Flu Pandemic; Investigations in Mexico; and Andrea Yates Insanity Plea. Of special interest is Kevin Ripa's free presentation on "Computer Security and Configuration" which precedes the seminar.

The social events include a Welcome Reception and Banquet, trips to Fredericksburg, TX and the War in the Pacific and Nimitz museums, and concluding with a Cocktail Reception and Dinner.

Continuing Education units are available for those individuals requiring them for recertification purposes.

### ***Police Humor***

So you thought police officers didn't have a sense of humor.... The following were taken off of actual police car videos around the country.

"Relax, the handcuffs are tight because they're new. They'll stretch out after you wear them awhile."

"Take your hands off the car, and I'll make your

birth certificate a worthless document."

"If you run, you'll only go to jail tired."

"Can you run faster than 1,200 feet per second? In case you didn't know, that is the average speed of a 9mm bullet fired from my gun."

"So you don't know how fast you were going. I guess that means I can write anything I want on the ticket, huh?"

"Yes, Sir, you can talk to the shift supervisor, but I don't think it will help. Oh .. did I mention that I am the shift supervisor?"

"Warning! You want a warning? O.K., I'm warning you not to do that again or I'll give you another ticket."

"The answer to this last question will determine whether you are drunk or not. Was Mickey Mouse a cat or a dog?"

"Fair? You want me to be fair? Listen, fair is a place where you go to ride on rides, eat cotton candy, and step in monkey \$#\*!."

"Yeah, we have a quota. Two more tickets and my wife gets a toaster oven."

"In God we trust, all others we run through NCIC."

### ***Beware! Here Comes SPOT!***

*Bill Blake  
Littleton, Colorado*

A recent article in the Nashville *Tennessean* Newspaper reports on the latest technique to be used by the Transportation Security Agency to "enhance" security at our nation's airports. SPOT—Screening Passengers by Observation Techniques—is to be implemented in the near future. Specially trained security agents will be searching your body language, facial expressions and demeanor for signs of a threat.

TSA inspectors recently visited Denver International Airport and managed to easily smuggle fake explosive materials past the "ever vigilant" security screeners. If the screener suspected a threat, the "passenger" was easily able to provide an acceptable excuse and allowed to pass through the screening point without additional screening.

After SPOT training consisting of four days of classroom training and 24 hours of on-the-job training, will they be any better prepared to spot a threat? If they don't question an unusually large bandage on an individual's leg which was visible on the X-Ray equipment, how effective will this SPOT training be?

A TSA representative was quoted as saying "Part of the training is learning the distinction between nervousness and nervous behavior with a motive behind it." I guess TSA has not learned what effects sedatives can have on a nervous person. The American Civil Liberties Union (ACLU) disagrees with the value of the training and said the training doesn't sound intensive enough for such a difficult task. I seldom agree with the ACLU but in this case they have a point. Psychologists study for many years to get Ph.Ds in psychology learning to evaluate that same thing. I don't believe you will find many TSA screeners with a Ph.D degree in psychology! One more excuse to delay airport departures and provide another level of imaginary security!

The one group of individuals who will no doubt profit from the SPOT program will be litigation attorneys.

### ***Real Stories from the World of the Private Investigator***

#### ***Private Investigator Raked Over The Coals By An Attorney***

In Newsday, a Long Island, NY newspaper, a private investigator was raked over the coals by an attorney who proved that the PI's surveillance was done at a particular address (say 29 Rose Place) instead of at 29 Rose Lane. The profession was made to look foolish, and the local paper really played it up. Have any of you had similar experiences?

PS: The addresses are fictitious.

\* \* \* \* \*

#### ***The Secret Shopper***

Here's an offer you should refuse: "Secret shopper" letter isn't what it appears to be, authorities say.

"The letter offers one of those jobs people fantasize about: getting paid to shop undercover

and then report on the service.

But the invitation to become a secret shopper isn't what it appears. Authorities in the U.S. and Canada say it's one of the latest clever swindles designed to lure the unsuspecting into depositing a bogus check and wiring money from their account back to the scammers.

The offer from an organization calling itself "The Shopping Group" appears with well-known corporate logos along the bottom of the first page, including Target and Wal-Mart. Among those who received it in the Chicago area in recent weeks was an Illinois Appellate Court judge who didn't fall for it, investigators with the U.S. Postal Inspection Service said.

"Congratulations!" the notice begins, informing recipients that they have been recommended for the job by a relative.

And the first "training assignment" seems easy enough. Just deposit the enclosed check for \$2,900 in the bank, pocket the \$400 from that deposit and wire the rest back to The Shopping Group. As the shoppers are wiring the money, they're instructed to use the enclosed form to rate the courteousness and professionalism of employees at the MoneyGram location chosen to complete the mission.

"The aim of this training assignment will be to evaluate the effectiveness, efficiency and customer service of that particular [MoneyGram] location," the letter says.

"Have fun!" is the final direction.

Those unfortunate enough to be taken in by the ploy, however, will find themselves out more than \$2,000 once they realize the check has bounced and they've already wired money from their bank account.

"This is a pretty good one," U.S. Postal Inspector Michael Carroll said of the scheme. "People will fall for it."

Investigators with the Postal Inspection Service said contact information for the company can be traced to Canada, and efforts are under way to determine who is behind it. About 50 complaints have been made nationwide so far, Carroll said, including a handful in the Chicago area.

Carroll said investigators are attempting to determine if those running the scams have taken on the name of a legitimate company. Calls to a Las Vegas marketing firm mentioned on a Web site listed in the materials were not returned.

Police with the Waterloo regional police in Ontario, Canada, said the organization calling itself The Shopping Group has been on their radar since the fall, when complaints first began filtering in.

"They've used a number of local addresses and phone numbers here in an attempt to suggest they are somehow legitimate," said Olaf Heinzl, public affairs coordinator with the police office.

The letter reported to postal inspectors in Chicago includes an address in Baltimore and a phone number. The Better Business Bureau of Greater Maryland has issued a fraud report after receiving complaints from across the U.S.

"The Shopping Group has an unsatisfactory record of complaints alleging the use of counterfeit checks that have created severe overdrafts to the bank accounts of consumers who accept the company's offer of `work assignments,'" the bureau's report states. "The company has used the address of a private home and a non-existent address in Baltimore as their own addresses."

Calls to phone numbers listed for The Shopping Group in the U.S. and Canada were not returned Wednesday.

Cathy Rebuffoni, spokeswoman for MoneyGram, said the company does not use secret shopping services to rate its performance. Such scams are always evolving, Rebuffoni said, and the company works with authorities to identify them and train employees to know what to look for.

She said the first rule is to know exactly whom you are wiring money to. "It's like sending cash," she said. "And once someone is there to pick it up, it's gone."

The mystery shopper scheme is just one of a variety of scams that involve sending victims a bad check and having them wire money back from their bank account, investigators said. Many are believed to originate in Nigeria, they said.

In recent months check scams have surfaced on Internet personal ad and job sites, where those seeking work are recruited. Some have fallen for

"job offers" to work as a check-casher for what is purported to be a foreign company, authorities said.

The first check arrives with instructions for the victim to keep 10 percent of the total and wire the remaining funds back to the company. The check again is bad, Carroll said. In some instances scammers have taken an even more sinister approach, Carroll said, contacting victims on Internet sites such as myspace.com or responding to requests for roommates. They befriend their target first through e-mail and then eventually ask for a favor that involves cashing a bogus check and wiring money.

Many people fall for the scheme because they are getting money up front, Carroll said.

Representatives from banks and wire companies are expected in Chicago next week to talk about some of the latest fraud ploys, he said.

The Shopping Group trick may be among the most brazen in recent years, investigators said, with the scammers going so far as to send a code of business conduct and ethics along with materials that would-be victims receive.

### *Our Newest Intellenet Members*

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