

1893 Thonwood Detective 4 X 5 Plate Camera



Checkout this rare find in the PI Museum article on page 4

Professional Investigators of California P.I.C.A.

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President's Message

By Ken Shigut, *President*

The theme of this issue of PICA's Investigative Reporter is "Legislation". As the 2004 congress has recently come together, there is no better time to bring you up to speed with PICA's activities and goals concerning this year's legislative issues.

Dee Modglin, of Private Inquiries in San Francisco, is not only our new Northern California District Director, but our new Legislative Chair as well. I appointed Dee to this arduous and demanding position because I know she is up to the task.

First of all, the enthusiasm and energy level that Dee exhibits is perfect for the job. Dee has many great ideas and once given "marching orders" by the Board, without hesitation, she runs with it and reports regularly to the board as to her progress.

Secondly, geographically Dee works out perfectly. With her office located in San Francisco, Dee regularly travels to Sacramento. Having a physical presence in Sacramento, while representing our interests, is second to none.

Now comes the hard part. This year approximately 3,000 bills are being rolled over from last year or newly introduced this year. I am working with Dee on the Legislative Committee, however, attempting to read and analyze all 3,000 odd bills, in an effort to identify those with the most impact on our profession, is an almost impossible task for a couple of full time Private Investigators that barely find enough hours in the day to run their own businesses.

Realizing that there is strength in numbers, Dee and I have personally reached out to the following fellow P.I. Associations in an effort to see if we can't work together or at minimum keep in communication

Presidents Message...

concerning the legislative issues that effect all of us; San Diego County Investigator's Association (SDCIA), Certified Investigative Professionals, Inc. (CIPI), National Association of Legal Investigators (NALI) and California Association of Licensed Investigators (CALI).

The response has been mixed but still well worth the effort and our efforts in this regard continue. Our goal is to identify a short list of legislative bills and/or issues that have or will have a major influence on our profession that all or most all of the above referenced P.I. Associations can agree on.

Your Legislative Committee has already taken action on two issues, one local and one national.

The local issue concerns the DMV's recent and unexpected decision to discontinue, as of March 1, 2004, the telephone call in service for Vehicle Registration (VR) and Automated Name Index (ANI) Searches. As you will recall, we alerted our membership to the issue, via the list serv, and provided a sample letter that the members had the option of using when writing the Director of the Department of Motor Vehicles, Chon Gutierrez. I also mailed, on PICA letterhead, a similar letter on behalf of our organization, to Mr. Gutierrez.

We know that the letter writing campaign did make an impact because we have learned that DMV personnel were keeping track of the number of letters and



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calls received on this issue

as well as specifically tabulating the number of telephone VR and ANI Search requests made by P.I.'s prior to the elimination of the service. We will keep you informed as to future developments concerning this issue as we learn of them.

The national issue that we have acted upon concerns the restriction of our access to credit headers. As per Eddy McClain of NCISS, *"Representative Clay Shaw, R-FL, has introduced the Social Security Number Privacy and Identity Theft Prevention Act, or something similar to it. This bill could move rather quickly through the process of enactment, because Rep. Shaw is a key member of the powerful Ways and Means Committee and chairman of the Subcommittee on Social Security in the House of Representatives. HR 2971 already has 36 bi-partisan cosponsors, mostly Ways and Means Committee members. Rep. Shaw's staff has indicated passage is a priority early in 2004."*

Mr. McClain continued by stating, *"Section 108 of HR 2971 would require anyone wishing to order a 'credit header' to obtain the written permission of the subject after disclosing their intent to order the header. It applies the same rules that pertain to requesting a credit report."*

On behalf of our members, I mailed a letter to Representative Clay Shaw in support of the elimination of Section 108 of HR 2971. I sincerely hope all of you mailed your personalized letters to your local congressperson so that they are made aware of this devastating section of HR 2971 that would severely limit the activities of most all P.I.'s nationwide.

April 26, 2004, is Legislative Day in Sacramento this year. The board is currently working on and planning for PICA's involvement for this important day. We will make an announcement on our list serv when we have solidified our course of action.

Pica's Board of Director's are hard at work debating and attempting to implement our ideas and goals for this legislative session. We invite anyone who would like to contribute to this endeavor to contact either Legislative Committee Chair Dee Modglin or myself

Thank you,

Ken Shigut,
President

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By Jack W. Murray,
MBA, CLICFE, CCDI
NETWORKING

This month we're going to talk about networking, note I said net-working, not net-joining or net-meeting. We'll explore that aspect a little later on in our material.

Networking is basically spreading the word about you and your services to as many people as possible and hoping that some of that will come back to you in the form of new or increased business.

The most common form of networking is through professional organizations such as PICA, NALI, NAIS etc. Most times this is for the purpose of getting referrals, from folks outside your immediate physical area, after all these folks do basically the same thing you do. If you have some specialty, such as accident investigation in my case, you might get some referrals from some one who doesn't take these cases. For instance, I refer a lot of domestic cases out to other local investigators because I don't accept those kind of cases.

Another area is what I call parallel networking. Such organizations as the Association of Certified Fraud Examiners or Claims Adjusters groups, or Association of Special Investigation Units, where most of the people involved do similar work to what we do but may not be licensed as

investigators or are corporate employees and are in a position to out source work.

I belong to two arson related groups, the Texas Advisory Council on Arson and the North Texas Arson Investigators Association. These are primarily law enforcement personnel engaged in the investigation and prosecution of arson cases. Through them I have established a great wealth of LEO contacts across the State of Texas and a valuable source of expertise when I have an arson case. Nationally, I have been associated with the Evidence Photographers International Council and through this

— Just attending the meetings and pressing the flesh doesn't do a lot of good. —

group have made some great contacts for both expert sources and for referrals to different parts of the country. I also get referrals from all over the country through EPIC. The same holds true for the Accident Reconstruction Communications Network and the Underride Network.

My membership in these groups is certainly not just for the benefits of the networking. When I attend their seminars and meetings, I learn skills and information that make me better at what I do for my clients and allow me to make more money.

In the first paragraph I said net-working not net-joining or net-meeting. Just attending the meetings and pressing the flesh doesn't do a lot of good. If you want the members of a group to know what kind of person you are, know what you do, and the degree of professionalism you exhibit, one way to

do it is to volunteer to serve in some capacity. Not necessarily an elected position, but offer to serve on a committee or help with a seminar, eg: get speakers, help prepare handouts, etc. It's a fact of life that a very small percentage of the membership of all groups, do all of the work.

Offering to be a speaker at any professional group, Trial Lawyers, Criminal Defense Lawyers, are always good investment in your time and effort. Make sure it is a two way street, that your listeners get as much or more out of your appearance than you do. Don't turn your appearance into an infomercial.

When you attend a meeting, or a seminar, and you make a contact that you think might be a potential source of future business you obviously want to give them one of your calling cards, but the most important part is the follow up. Within a day or two after your initial meeting, send them a note letting them know you enjoyed the meeting and enclosing one of your company brochures (you do have a company brochure, don't you?). A phone call, a week or two later, to set up an inperson meeting, is also a good idea.

This brings up the point of how important the appearance of your calling cards and brochures are. This is what the potential client keeps in their files long after you have met them in person! Does it create the impression you want?

Always remember, you don't get a second chance at a first impression.

Consider non-professional groups that are a source of more business, Kiwanis, Rotary, church groups, etc. These are

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(Ben) Benjamin R. Harroll
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Founder/
Curator
www.pimuseum.com
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The P.I. Museum was founded in 1978 and operates on the generosity of other Private Investigators, Interested Parties and Mr. Harroll's personal interest and financing.

A Generous Gift By Ben Harroll

“Mike Does won’t be cast as the next James Bond 007.

He may strike some as more like Monk than Magnum P.I. but he actually identifies far more with Jim Rockford of The

Rockford Files T.V. Show. Perhaps it has something to do with the fact that Jim didn’t always get paid his fees and expenses, he often didn’t get the respect he should have from the cops and sometimes people hurt him and even lied to him! In other words real life is not always that easy.

Mike Does and his wife / partner Jordonna Does are the hugely successful pair behind Merlin Information Services.

Nearly every P.I. in California and beyond knows that Mike and MERLIN is their friend; that’s because he is one of us.

Like the fictional Jim Rockford Mike Does has had few gifts from the “Good Fortune Fairy”. Fortunately for us he really didn’t need it. What Mike Does did have in the early 1970’s was a near genius talent as a top skiptracer.

By the early 1980’s Mike had all the work he could handle from one of California’s largest attorney services

firms and was the master of his own ship as well; he’s a real P.I.!

Mike’s vision, however, was not focused on becoming the biggest P.I. firm. His was a more generous and insightful approach. Mike reasoned that by empowering other P.I.’s with access to then emerging information technology he would be as busy as he needed to be doing what he loved.

By the mid-1990’s Mike and Jordonna had evolved their vision into what we all have come to know and respect today as www.merlindata.com 1.800.367.6646.

Mike and Jordonna are both on the road this month helping California P.I.’s fine tune their use of all the Merlin tools.

The fact that the snow back at the office in Kalispell, MT is making it hard to find the car let alone drive it is probably not connected in anyway with the timing of their trip here.

What’s clear is that there is no end in sight to their giving back to the P.I.’s that use MERLIN by offering education and the very best customer service around period!

This simple act of giving to others unselfishly throughout the years makes Mike Does unique as a vendor to P.I.’s.

The picture you see is one of a rare mint 1893 Thonwood Detective 4 X 5 Plate Camera... Mike Does gift to the P.I. Museum. This gift helps us all to better recognize, respect and enjoy our colorful P.I. History. What dedication it must have taken for the 18th Century P.I. to lug his or her state-of-the-art equipment around and then figure out how to use it without too many people noticing what they were up to.

The next time you are calling MERLIN for some type of help, please, take a minute to say “THANKS!” from us all.

Here is a detailed description of the actual camera:

“Description: This is a superb Thonwood Detective 4 X 5 plate camera in beautiful condition. Made by Rochester Camera Manufacturing Company for Montgomery Ward and Company in 1893. It comes with a polished wood interior and built in polished wood lens board. Comes with Unicum shutter, Bausch and Lomb RR lens with brass and chrome finish. Clean red bellows, storage in back of the camera for extra plate holder. Set comes with two 4 X 5 plate holders, adjustable lens board, ground glass back and handheld bulb release. Shutter is perfect, lens bright and clear, ground glass is fine, bellows fine, leather is slightly touched up on exterior top in places but very good considering age and does not detract at all from the overall impression. This is a superb WORKING piece!”

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Dumb Crooks

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Robber stuffs cash down pants, leaves bank, dye explodes ouch!

A man dressed in a jogging suit with the numbers "24" on the front walked into an Ennis, Texas Bank and walked out with a bag of cash stuffed into his pants, police said.

The man didn't get far from the bank when the dye pack in the bag full of cash exploded, police said.

"He'd have to have had that thing covered up pretty good to keep it from exploding on him, or in him, whatever ... either way, he's in a hurt," Detective Ron Roark of the Ennis Police Department said.

Investigators dubbed the man the "countdown bandit" because he is believed to be involved in a series of robberies that began in mid-December counting down to New Year's Day.

Burglar leaves letter from parole office in stolen vehicle

In September of 1985 in Bakersfield, California, I responded to a recovery of a stolen truck which had been used to steal thirty thousand dollars worth of video arcade games. Upon searching the vehicle, I realized that apprehension of the suspect would not likely be a problem, as one of the two reported suspects had left their jacket on the floor of the pickup. In the right inside pocket was a letterhead from the state parole office informing the perp what time to appear to his new parole officer. At the appointed time, the perp was apprehended by city officers from within the parole office as he walked in the

door. As a perk to the situation, the other suspect in the crime was arrested as he waited patiently in the parking lot in his car for the first man to come out from the parole office.

Woman rams police car after getting ticket

A female motorist angry about getting a \$90 speeding ticket slammed her car into the officer's cruiser several times, police said.

Hampton, Virginia police say when the 20-year-old woman was pulled over for speeding, she signed the ticket without complaint. The officer got back in his cruiser and both cars pulled away.

But as he turned onto a street, the officer says he saw the red Mazda speeding up behind him — and it slammed into the back of his cruiser.

Police say the woman rear-ended the police car three more times, then zoomed past, turned around and hit the cruiser head-on. The officer finally pinned her car to the curb with his cruiser.

The woman now faces a felonious assault charge on top of her misdemeanor speeding violation

David Van Slyke is the owner, writer, webmaster and sole employee of The Known Universe websites. His Dumb Crooks, Dopey Net and Jerk Net websites are among the most popular humor sites on the net, so much so that Dave is frequently heard, as "The Warden" of the "Dumb Crooks" website on radio stations all over North America, from New York City to Vancouver, B.C. David can be contacted through the PICA Investigative Reporter Editor or through his web site at: www.dumbcrooks.com

David has graciously given permission to reprint his article and we look forward to more of his writing and perhaps an interview in the near future. - Editor

Half The Business

Continued from Page 3

Usually the movers and shakers in the community and many times can be an entree to areas of business you haven't even thought about. Corporations do not publicize the fact that they have internal problems, theft, product diversion, sexual harassment etc. Corporate executives usually are reluctant to let any one know about their domestic problems. Many times they hesitate to seek outside help from a stranger, but if it's someone they have met, and who strikes them as a legitimate professional, with the kind of expertise they need, that's a whole different story.

The bottom line is that you never know where you might find new sources of business, or make an important connection. I met my first business partner Phil Sprague, at a Full Gospel Business Mans breakfast and that eventually led to my getting my own PI license, when Phil moved to California.

Trust me, I didn't go there to network! Jack Murray is a Licensed PI in Texas. He has written several text for the Investigative industry and we hear there is a new one on the horizon. Stay Tuned!

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By Gary S. Brummond

As newly appointed Editor of the PICA Investigative Reporter, it is my privilege to introduce the first issue of 2004. This newsletter will be published every quarter with fresh information about the happenings in our organization. This first issue is dedicated to Legislation, and communicating our resolve to make a difference regarding legislation that affects our industry. How can you, as an individual professional investigator, make a difference? You can be heard by making noise. Walk into your local congressman's office and introduce yourself as a professional investigator. You are a constituent, a professional, and they will listen. Multiply this action by several hundred, or several thousand investigators... and you will make a difference.

As a professional investigator, you also deal with issues related to marketing your services, learning new investigative techniques, working with office technology to make your business more efficient, and networking with other investigators to provide a seamless service to your clients. The PICA Investigative Reporter is being designed to stimulate your thinking with articles on these subjects, and to provide a marketing channel for those wishing to purchase advertising space. I welcome your thoughts and I hope you learn from this and future issues.

Regards,

Gary S. Brummond

Los Angeles District Meeting

PICA would like to extend a thank you to Jack Trimarco of Jack Trimarco & Associates Polygraph / Investigations, Inc., for his excellent presentation at our Los Angeles District Dinner Meeting on February 19, 2004. Entitled Interviews and Interrogations, Mr. Trimarco spoke

about How to Convince People to Tell the Truth...What Works and What Doesn't. Mr. Trimarco is a great story-teller. He was able to captivate the audience of nearly 40 investigators with stories of how, as a former FBI Polygraph Examiner among his many credentials, he was able to start interviewing a subject, and how the interaction with the subject often turned from an interview into an interrogation.

Jack Trimarco & Associates Polygraph / Investigations, Inc. can be reached at 310-247-2637, or through their website at www.jacktrimarco.com.



Association Information

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Annual Conference Committee:
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Howard Leader

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Dave Boykoff

PICA District Meeting Schedule

Los Angeles District Dinner Meeting
Schedule: 4/8/04, 6/3/04, 8/5/04,
10/7/04, 12/2/04

San Diego District Lunch Meeting:
3/24/04

Northern California District Meeting:
3/16/04

Please contact your District Director
for details.

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Stake Out in Beverly Hills
By Gary S. Brummond

Six o'clock in the morning, I had just arrived at a three-story apartment building in Beverly Hills. Previously, visits to the subject's office were screened by a receptionist, and a visit to this apartment building resulted in "he's not here." Even a courtesy telephone call into the subjects residence went unheeded. No more Mr. Nice Guy, I thought. The evening before, I began to plot my escape. Elevator to the underground garage; hidden side entrance with a brick holding the door open; two stairways. Upon arriving that morning at six, I couldn't get in! The hidden side entrance was locked!

After twenty long minutes of waiting at the glass door entrance to the complex, a resident finally left this "secured" building, so I was able to sneak in through their open door. I hurried down a small flight of stairs to the garage to confirm— yes, both of the subjects vehicles were accounted for. Back up the stairs to the first floor (don't dare take the elevator...might make too much noise), I continued past the second, and finally to the third floor. I took up position on the top step in the stairwell, cracked the door open just a half-inch with my folder, and with the door of my subject in view only feet away, I began the wait. Soon, I could hear the sounds of people waking


up...deadbolts turning, doors squeaking open, keys rattling, doors closing. As I stood in this stairwell, I thought, please don't come through this door!

Seven...Seven-thirty...Eight AM...Is the subject ever going to leave? Finally, the sounds I had been hearing all morning from various parts of the complex were coming from my subject's door! The door unlocked, opened up, and there he was! I waited until he was outside of his door and had put his briefcase down before I sprang into action. I opened my door, which was about three feet from where he was standing, and you should have seen the look on his face! Absolutely priceless! "Mr. Bernard?" I asked, "I'm not him," he replied. (Let's see, I thought...I know for a fact he lives in this apartment, his vehicle is parked in the garage, he's wearing a business suit, and he fails to identify himself...looks good to me.) I placed the subpoena at his feet, stated "You're served," and high-tailed it down the staircase I had just stood in for the last two hours. What a great way to start the morning!

(Disclaimer : The name of the recipient has been changed to protect the innocent. This individual was known to be evasive upon receipt of the assignment.)

Gary S. Brummond of GSB Investigations is a Licensed Professional Investigator and a Registered Process Server based in Orange County. Specializing in the service of evasive individuals, he can be reach at 1-866-472-2666 or on the web at www.GaryBrummond.com.

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