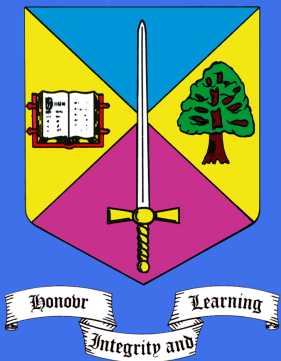


**Investigator Income**  
 Where should we be focusing our attention?

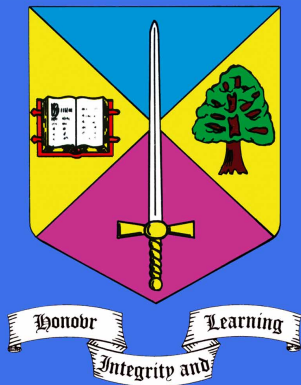


# The Professional Investigator

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Editor



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## AGM News

The AGM is due to take place at The Civil Service Club on **Friday the 14th of October 2016.**

To make it an event worth attending, we are going to present the Institute's Refresher on Data Protection, Health and Safety and Conflict of Interest – the one that costs £100 when taken with the IQ Level III Award.

So please keep your diaries free for that day, bear in mind the value that this event will provide in terms of training and networking, and be there. (And you CAN find a cheap hotel in London if you look hard enough.....)

A formal notice, including details of proposed changes to the Articles of the Institute, will be sent to all members on or by the 19th of August 2016.

# The New Home Secretary

A lot has happened since the editorial was written, but editing it would take too long and the 'news' is old even by the time we get it, but just in case you haven't heard, the woman who promised licensing 3 years ago is now Prime Minister and we have a new Home Secretary, Amber Rudd.



(Photo: Daily Telegraph)

You may ask what she brings to the role? According to (my) edited Wikipedia, this:

“After graduating from university, Rudd joined J.P. Morgan & Co., working in venture capital in London, raising funds for small businesses. After working as a financial journalist, she founded specialist executive search and human resources consultancy clients in financial services and in business media. She helped to find extras for the film *Four Weddings and a Funeral* for which she was credited as the “aristocracy co-ordinator”, and appeared briefly in one of the church scenes in the film.

In the May 2010 general election, Rudd was elected as the MP for Hastings & Rye with a majority of 1,993 votes (parachuted in having tried a Liverpool Labour stronghold 5 years earlier). Shortly afterwards, Rudd was elected to serve as a Conservative member on the Environment, Food and Rural Affairs Select Committee.

Rudd is vice-chair of the Parliamentary committee on Female Genital Mutilation, which has campaigned against FGM and called for tougher legal penalties in the area. She has championed the cause of sex equality as chairperson of the APPG for Sex Equality, which published a report on women in work. Rudd chaired a cross-party enquiry into unplanned pregnancies which called for statutory sex and relationships education in all secondary schools. She has also called for a higher proportion of women in Cabinet.

In September 2012, she was made Parliamentary Private Secretary to the Chancellor of the Exchequer, George Osborne. In October 2013, she became an assistant government whip. In July 2014, Rudd was appointed Minister for the Department for Energy and Climate Change.

Following the 2015 general election, where she held her seat with an increased majority, she was promoted as Secretary of State for Energy and Climate Change. In May 2015 she was appointed as a member of the Privy Council.

**Rudd is only the fifth woman to hold one of the Great Offices of State, after Margaret Thatcher, Margaret Beckett, Jacqui Smith and Theresa May.”**

Rudd is only the fifth woman to hold one of the Great Offices of State, after Margaret Thatcher, Margaret Beckett, Jacqui Smith and Theresa May.”

In fairness, not a professional politician having worked in the private sector, but equally no evidenced knowledge or experience of the culture and practices of those for whom she has oversight, save a specific sector. It will be interesting to see how she deals with her new position, and whether she can put a bee in the SIA's bonnet.

The Principal will be sending a welcome and briefing letter to her shortly.

# OSINT Course


In May, the Institute held what is hoped was only the first Open Source Investigation Course in London, in partnership with and under the eagle eyes of Neil Smith, of [www.uk-osint.net](http://www.uk-osint.net). This was the first non-examination training event held by the Institute for a long time and was attended by some seriously experienced investigators.

The first day opened with a twist on the old icebreaker – instead of self-introductions, Neil told US about who we were and what he'd found out about us on the Internet. Potentially sobering, although he was careful about what he disclosed....

Neil then walked us through the more obvious search methodologies, although the depth into which he went was probably more than many of those not e-savvy would have delved before this course. Merely knowing how to date a page, or identify its creator, can be a valuable investigatory tool providing further identifiable leads to discovering the truth about a site or its creator.

Next we looked at locating individuals using social media accounts, even utilising photographs on a site to see when and where it was taken, something potential kidnapping victims would do well to consider when taking selfies.

Then there was a lot of input and practice on



They call it a "selfie" because "narcissistie" is too hard to spell.

**Instead of self-introductions, Neil told US about who we were and what he'd found out about us on the Internet. Potentially sobering, although he was careful about what he disclosed**

discovering facts about people using Facebook, and Neil took us through how to do this by utilising some methods that were needed to get around certain obstacles created by the EU – you'll have to come on the course to discover that one but it is something I have used in a non-investigation capacity to save about £100. That was half the course paid for.

Neil provided the delegates with plenty of handouts, which included both instruction and exercises which we either did on-site, or could do when back in the office. Not to mention some valuable, CPD-viable certification.

All in all, an exceptionally informative and valuable two days on a course which the Institute will be glad to repeat if sufficient interest is demonstrated by the members. And please note that the course is not restricted to members – you can bring colleagues and family along too. If only to get Neil to embarrass them on Day 1.



Neil Smith of UK-OSINT

## Reviews:

**"A very informative course - if you know where and how to look you can find surveillance photos that the subject had taken of him (or her) self!"** RC

**"I was surprised by the amount of information that people post about themselves and how it was readily available to all if you know where and how to look."** JHG

**"You are only as good as the tools that you use**  
**" The OSINT course provides you with the best tools available to enable you to provide the top quality service to your clients. It is a brilliant, practical course that leaves you with the desire to utilise the knowledge gained."** SW

## Open Source Intelligence Course

NEWS: The Institute intends to hold another OSINT Training Event in the first half of 2017 (March/April) and are seeking expressions of interest to ensure its viability. In the event that sufficient interest is expressed we will endeavour to locate the event in a location that is most convenient to all. We can guarantee that if you are new to social media investigation, you **WILL** gain something from a relatively small investment.

## SIA Latest



**Editor:** I had a funny thought. Many of us would have heard something along the lines of the expression, “He hasn’t had fifteen years’ experience. He’s had one years’ experience fifteen times.”

That’s exactly how I feel about the licensing consultations.

Meanwhile, not only are there 3-year Review and Diversity distractions, according to a recent visit to ASDA it looks like they’ve gone into the pop industry.

Wish they’d act a bit faster...

**“He hasn’t had fifteen years’ experience. He’s had one years’ experience fifteen times.”**





# Editorial

Reluctant as I am to engage in post-vote rhetoric, and as I write this I have no idea what the Referendum will do – see if you can spot where the situation developed.

Prior to the vote Alison Wakefield, an academic and lecturer in the security field made repeated posts on LinkedIn about the benefits to the security industry (not including us, we are the poor, unmentioned relatives) if ‘we’ remained in the EU. Eventually, after daily multiple posts on the subject I had to disconnect – although I disagreed with her stance it was not that which cause the loss of linkage but, like with a friend on Facebook who I also briefly unfriended, it was the insistence on the Remain followers to post several dozen times a day about it that got my goat, and I noticed that there were always more comments against than agreeing with them. In fact, in my own social sphere the Remain supporters were few and far between.

Back to the point. From an investigator’s perspective, I can’t think of any good things about EU law. (If I was a suspect, I may think differently....)

For example, Data Protection – not the concept as such, but the interminable paperwork and excessively onerous consequences of compliance that came with it. The average public perception that quoting it as justification for refusal was easier than complying with it, when a reasonable request is made for data access. The Surveillance barriers that have been created, along with the latest threats to reasonable use of that investigative tool by PIs. Not to mention the threat of future impositions on

## From an investigator’s perspective, I can’t think of any good things about EU law

the reasonable professional, to the benefit of the dishonest, immoral and corrupt. Year on year we hear about the latest protection heralded as a new protection for an honest public that provides more benefit to the criminal than it does to those of us trying to protect the innocent victim.

In the end, my conclusion was this. Intellectuals, and therefore ‘our betters’ and those who benefitted from grants and EU related jobs wanted to stay. Those who experience the effects of the EU – the practitioners rather than the theorists and managers – were against. Doesn’t that tell you something?

Admittedly this was based on my Facebook and LinkedIn experiences. I did have one amusing response when I suggested that ‘chiefs’ were for Remain while ‘indians’ were for Leave. A gentleman of my acquaintance, a business coach, said he didn’t ‘fit my demographic’ but was Remain. Being an investigator, I checked his LinkedIn profile. In his own words - directorships in senior leadership positions, mainly in educational areas where – guess what – EU grants may be a reasonable expectation?

*(I was amused in one debate that a ‘future leader’ (i.e. a student) was convinced by someone, somewhere, that we got MORE money from the EU than we paid in. Another one about how we benefit from EU grants, as if that is magic money – and that it wasn’t ours to start with. Presumably such commentators thought the EU was run like the Bank of Mum and Dad, the only financial model that works like that, where money only comes out but never goes in. Either that, or that’s Greece explained away.....)*

Post-referendum amendment. Well, we’re out. Doom and gloom is being promoted, somewhat prematurely. As a writer of my acquaintance suggests, we don’t know what a decision will mean in the shorter term – consequences take time to reveal themselves.

Unfortunately, one disadvantage has been the way every government department can now claim ‘effects and analysis of the possibilities and challenges created by the referendum vote’ as an excuse for NOT doing any work on licensing. And with a new Home Secretary who needs to be fully briefed adding to the mix.

So apart from lots of gassing about the Brexit result, nothing has changed where I exist.

Nothing. At. All.

## The Things That We do

Occasionally we get asked, "What do I get for my membership money?" That's not an unfair question: we ask a lot and while we do provide 'stuff' in return we'd like it to be more.

However, what we can do is say where we go, and who we talk to on your behalf. And be aware that we do so for travelling expenses only, and the rare overnight stay in the cheapest hotel we can find.

We liaise with, and are occasionally represented upon:

The Security Industry Authority, and the SIA 'Small Business Network'

The International Professional Security Association

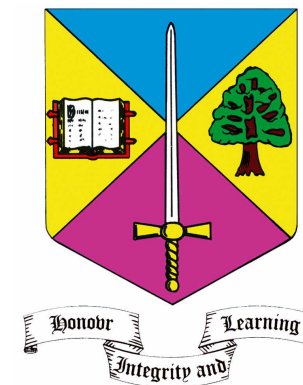
- The ABI
- The Security Institute
- NASDU
- BSI
- EPIC
- Association of Security Consultants
- NARPO
- WAPI
- Professional Security Magazine
- And the Information Commissioner's Office.

We've also, as you know, represented you at the Leveson Enquiry and the Home Affairs Select Committee, and we keep in contact with the Home Office (despairingly) on a regular basis. The list expands as time and circumstances demand, and the more pressing the issue, the more we have to adapt to deal with those matters.

Queens' Honours gratefully accepted.....

Seriously, though. If you have an issue you feel warrants involvement of the Institute and any or all of those 'partners', let us know and we can do something about it.

Perhaps you could help by taking a moment to write an article for the journal.....



**If you have an issue you feel warrants involvement of the Institute and any or all of those 'partners', let us know and we can do something about it**

## From the Secretary-General



Annual Subscriptions are now overdue, and I am writing to those who have not yet paid. It would be nice, to save postage, if those reading this could remit forthwith, either by Bank transfer or telephoning with Credit and debit card numbers, so that we can get on.

We are trying, to the best of our ability, to provide services, expertise and advice to Members and to network Members, generally to facilitate and benefit everybody.

It may be to those glancing at our Accounts that some feel that, as an Institute, we are “doing OK “ financially. I appreciate other organisations don’t do so well but some do better. We are not in the business of comparison, however. We just want and need to expand services, to give Members the best possible benefit. The fuel in the organisation, like petrol in the car, is the money. It is, additionally, in these uncertain times, always good to have the tank as full as possible.

**Simon Smith** FIPI MSyl(Dip) MIPSAMIFM

## From The Information Commissioner’s Office

At the annual report launch on 28 June 2016, Information Commissioner Christopher Graham updated the ICO statement

“Over the coming weeks we will be discussing with Government the implications of the referendum result and its impact on data protection reform in the UK.

“With so many businesses and services operating across borders, international consistency around data protection laws and rights is crucial both to businesses and organisations and to consumers and citizens. The ICO’s role has always involved working closely with regulators in other countries, and that will continue to be the case.

“Having clear laws with safeguards in place is more important than ever given the growing digital economy, and we will be speaking to government to present our view that reform of the UK law remains necessary.”

The Institute’s view is that the extent to which Data Protection has become law and practice, no change is anticipated in the practice and process of Data Protection even in the event any law changes are considered. Therefore, continued compliance in registration, and compliance with the Principles, are recommended.



**The Institute’s view is that the extent to which Data Protection has become law and practice, no change is anticipated**



# New Identification Cards

The licensing threshold for private investigators is as clear as it ever will be. It just remains for the Government, SIA or another agency to enact it. Given that Theresa May the Home Secretary and likely next Prime Minister gave an undertaking 3 years ago that this would occur in 2014 and it has continually slipped - in fact it has been doing so consistently since 2001 - we have decided to recognise those members of the IPI who have taken the trouble to study for and pass the required NVQ Level 3 examination.

Given that a clear DBS (Disclosure and Barring Service) check is already an IPI requirement, **members who have passed the independent IQ exam** are invited to submit a recent photograph in jpeg or other image format in order to receive an updated IPI 'Accredited Investigator' ID Card. It is hoped that this will introduce a further element of trust and credibility to the Industry in what appears to be a further period of governmental paralysis.

Non-members who have passed the qualifying exam are invited to apply to the Institute for membership and **on acceptance of their application** and supporting academic achievement will likewise be IPI accredited. Non-members who have yet to take the qualifying exam are invited to contact our office if they wish to take the exam and seek IPI accreditation through successfully passing the exam and being accepted as a member. Note that our accreditation and the ID card will **ONLY** be provided to IPI participants.

**For those wishing to undergo further training in investigative skills the IPI offers a range of distance learning and classroom courses**

We are not acting as an agent of the Government in this offer, but as a professional institute seeking to provide a regime by which members of the public and companies can be reassured that an investigator is of good character and can demonstrate that s/he has achieved the threshold competence level. In doing this we recognise that all IPI members technically hold a higher level of qualification but as this is the SIA-set expectation, and one which is objectively set, assessed and unlikely to change, the Board felt that using it for this purpose was appropriate. Naturally, anyone contacting the office will be appraised of the higher expectations of your Institute.

For those wishing to undergo further training in investigative skills the IPI offers a range of distance learning and classroom courses, along with exemptions and exam opportunities. And on that particular note, see the details of the AGM in this issue.

# Security Stuff

I recently attended the Security Commonwealth meeting at 215 Euston Road. Chaired by David Clark, the minutes will be forthcoming but in the meantime the main points were:

1. David Clark is going to circulate a questionnaire to members to establish how many people are represented by the Security Commonwealth and how many could be reached by the various members' journals, newsletters etc.
2. On 19 July there is a Government Review of Counter Terrorism Strategy at which the Commonwealth will be represented – salient points will be canvassed.
3. The Security Commonwealth has a new LinkedIn page with to members are invited to connect.
4. The OSPAs are coming – Outstanding Security Performance Awards. Already in existence elsewhere in the world UK awards will take place March 2017 and nominations will be sought
5. SIA Licensing – now awaits the Home Office triennial review due in September but no promises from the SIA
6. David Clark hoped for an increasing attendance at meetings as the Commonwealth is an important representative group with the ability to consult with National Government and the London Mayoral Office.

***Richard Cumming FIPI***

**SIA Licensing – now  
awaits the Home  
Office triennial review  
due in September but  
no promises from  
the SIA**

# Training Update

The Institute's IQ Level III Award in Investigation Course rapidly approaches recruitment of its 300th student. 69 students have completed the Institute's 'part', and a large proportion of those who have engaged since the IQ partnership have gone on to take and pass the IQ Level III Award. Our pass rate exceeds 95%, and our successful alumni includes several Board Members who chose to lead from the front and threaten their self-respect!

We would like to redirect the membership to the opportunity to obtain a Level III Award from IQ through the Institute, provided at a potentially large discount based on the fact that the vast majority of the knowledge required is already known to you. For a one-day refresher session and examination, please contact the Institute on [admin@ipi.org.uk](mailto:admin@ipi.org.uk).

# Interviewing, Faisal Islam style

## ...and what the Press could learn from us

During the interminable debates about the EU David Cameron and Michael Gove, on consecutive evenings, were individually involved in interviews and audience question/answer sessions on their takes on the In/Out issue. As indicated in the Editorial that decision has been made, but that is not the purpose of this article.

The point that arose from these programmes was one about interview technique.

Those of us with police training will know, and those of you who have no such training but who nevertheless know how to speak to people, that the best way to learn something is to listen. The best way to make someone say what you want is to let them speak, let them detail any falsehoods ready for your challenge. Any lawyer worth his salt uses that method in a court. And the investigator's tenet – "never ask a challenge question to which you don't already know the answer" – holds sway.

Another rule is that oppressive interviewing renders any evidential product inadmissible, opens the interviewer to criticism or, in certain circumstances, disciplinary action. Not to mention it identifies a bias on the part of the questioner. (About Brexit ..... No, enough already!)

Not in Faisal Islam's world. No, in the world of telly interviewing the approved method, for some reason, appears to be:

**"never ask a challenge question to which you don't already know the answer"**

- Ask a question.
- Wait for the interviewee to take a breath.
- Shout at them for not having an answer, and/or
- Challenge what they haven't actually said yet.

Apparently, they call that 'robust journalism'. A method that

- you and I would and could never use,
- which achieves nothing meaningful whatsoever,
- and which is, in the final analysis, just plain rude, arrogant and disrespectful,

but which is okay in the name of the 'free press'. (What happened to the Charter? Oh, yes. Nothing.)

It was also obvious to any viewer that the audience in these programmes has now learned and adopted the same method - asking questions with no intention of seeking an answer, just of shouting and making their own point. Great lesson for children, eh?

Poor interviewing, therefore, is a second string to the argument that there remains one rule for some and

continued 

a different rule for anyone else. The other argument is, of course, surveillance.

There is some debate at the moment over the use of trackers. There is always a question to be asked by the authorities (under statute) and the private sector (under ethics) whether a surveillance is justified and whether any conduct could be construed as harassment. A PI or official investigator must consider his/her actions and be prepared to be accountable for them.

A journalist? They can be rude, intrusive, libellous even, provided they can demonstrate 'public interest' in their disclosure, to the whole world, of what they think is profitable interesting. If we accidentally lose a memory stick with a name and address on, we have to tell the OIC and may be fined. If the press thinks I have had an affair, they can tell everyone, publish a picture of my house and, if they want, my entire family and that of the alleged co-adulterer. And if they're wrong, they can publish a teensy weensy apology.

And recently, and as reported in these pages before, we now have the threat that PIs or private citizens may be prevented from using surveillance because someone may claim that they have been harassed, alarmed or distressed that their adultery has been discovered.

Readers, there is a hierarchy when it comes to ability to reasonably investigate wrongdoing, and there is an inverse accountability hierarchy.

On the hierarchy, it goes

- The Press can investigate what and how they want.
- The Government can investigate but have to comply with rules.

**A journalist? They can be rude, intrusive, libellous even, provided they can demonstrate 'public interest'**

- A private citizen must go through hoops and may not be allowed to investigate wrongs committed against them.

On accountability? If it goes wrong,

- A private citizen will be prosecuted.
- The Government can pay a fine with tax-payers money if caught transgressing.
- The Press can do what the hell they like because no-one will challenge them.

On the plus side, there has been a lot of press reporting about some celebrity having a threesome, and successfully getting an injunction preventing their name being released in England and Wales. The Supreme Court concluded (finally, and using a cliché to which I lay copyright claim) that 'an interested public does not equate to the public interest'.

I was greatly amused by the daily umbrage shown by the Daily Mail *et al* that they weren't allowed to ruin this couple's lives, especially as I suspect they'd already paid the whistleblower 'third (sex) party' for the story.

Perhaps they need to have a long chat with themselves, with pauses for listening – if they know how.

We have a course showing them how to do that.....

## And the beat goes on.....

From Past Principal Hamish D Cole FIPI RMN :

It may be of interest to some of our members that the grandson and namesake of one of the Institutes founders has this week passed out of Hutton Police School in Lancashire as top recruit in his intake. James who is 32 and stands in at 6'7" without his helmet on is obviously pleased as we are proud as parents. His grandfather would have been well satisfied with his achievement. Below a picture of PC James D Cole.



PC JC

## Legislation

The following new legislation may be of interest to Institute Members.

SI 2016/692 - The Insolvency Proceedings (Fees) Order 2016 - This Order makes new provision for charging fees in respect of insolvency proceedings in England and Wales under the Insolvency Act 1986.

## Websites that may be of Interest

**London First Security and Resilience Forum** <http://londonfirst.co.uk/networks/security-and-resilience-network/>

**Major Events International** <http://www.majoreventsinternational.com/about.php>  
They have a security special interests Group and it has been recommended by a current Security Commonwealth member.

# Glasnost – no, not yet!

## SHAKEN NOT STIRRED

I recently discovered the photograph right dating back to 1997 taken at a refuelling stop with 3 Russian Intelligence officers who (surprisingly) are out of shot!

In the era post Perestroika there was a carefully controlled dialogue with Russian Law Enforcement and Intelligence Services concerning cases of mutual interest.

At that time, I was a law enforcement officer engaged in such cases and our new partners included the successor organisations to the KGB: the FSB and SVR (equivalent to British counterparts MI5 and MI6 respectively). Our interest in Russian subjects was matched by theirs in the UK offshore jurisdictions the destination of both Russian funds and some dubious “Biznismen”.

Initially we were invited to Moscow where we were hosted in the Lubyanka office of former KGB Head Yuri Andropov who died in 1984, two years after succeeding Leonid Brezhnev as General Secretary of the Communist Party. Initially, we were greeted at the massive polished front doors of the Lubyanka by an archetypal Russian (FSB) General with oversized epaulettes and cap who in broken English demonstrated their Russian sense of humour by saying: “You will notice that door handle on outside is



**In the era post Perestroika there was a carefully controlled dialogue with Russian Law Enforcement and Intelligence Services concerning cases of mutual interest**

more worn than door handle on inside!”

We were then ushered up to Andropov’s former office which was very James Bondesque with oak panelled walls and straight backed chairs around a massive dark wood conference table – and although mixing roles slightly, we half expected to see Ernst Stavro Blofeld at the head stroking a cat! Instead however we were introduced to our host’s SVR counterpart.

The Office had been “frozen” in time on the date that Andropov took over from Brezhnev in 1982 with the calendar set for that date and Time Magazine of that date on a coffee table. Paradoxically we were

continued ►



offered Scottish Malt Whisky to drink to future co-operation rather than the anticipated vodka!

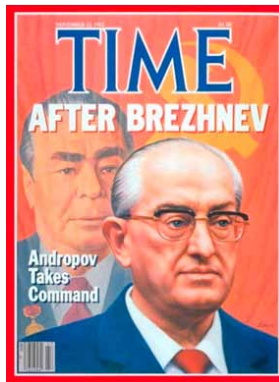
However, we were later taken to lunch in an SVR “Safe House” type restaurant and served a meal accompanied by the “Best Vodka in Russia”. It was explained that throughout Russia, vodka was distilled and stored in vats. In a parallel story to Havana cigars rolled on maiden’s thighs we were told that in every corner of the Russian Federation old women ladled out the top inches of each vat, being the lightest and best vodka in the barrel. This ladled out vodka found its way to Moscow where it was bottled and distributed to the worthy upper echelons of Government (everyone being equal but some more equal than others!).

The vodka was served from the freezer and evaporated on your tongue! We were presented with special commemorative bottles of this special vodka labelled to commemorate the 80th anniversary of the Russian Intelligence Services 1917 – 1997 commencing in 1917 with the Cheka founded by Vladimir Lenin. In 1997 you were allowed to carry such liquids as hand luggage and I carefully packed it and took it home where it took pride of place in my drinks cabinet – only for a certain member of my family to drink it with coca cola when we went on holiday!

In return we hosted the same two SVR/FSB high ranking officers for a visit to the UK offshore



**We half expected to see Ernst Stavro Blofeld at the head stroking a cat!**



**The Office had been “frozen” in time on the date that Andropov took over from Breshnev in 1982 with the calendar set for that date and Time Magazine of that date on a coffee table**

jurisdictions where they were accompanied by the SVR “Rezident” or Head of Station in London. Security and travel arrangements were courtesy of the Military who conveyed us by Helicopter. The Russians experienced at first hand the offshore jurisdictions and, needless to say, were treated to at least an equivalent level of hospitality from senior Police and Government officials.

The above mentioned SVR London Head of Station had been KGB “Man and Boy”. In fact he had served for 40 years and at the age of 60 was due to retire, perhaps why, after copious amounts of our humble Smirnoff Black Label, he spoke of his long career.

At first glance he was a slightly built innocuous looking man of about late middle age with little to give a possible clue to his occupation. He explained to those seated around the rather grand dinner table that he had been the KGB Head of Station in Beirut in 1985 when the Hezbollah kidnapped 4 Soviet diplomats, murdering one of them to demonstrate their intent. He informed us that he had taken similarly extreme measures to ensure the return of his countrymen.

This is a publicly reported event and perhaps best described by Benny Morris, who was the Jerusalem Post’s diplomatic correspondent at that time and later became famous as a brilliant historian. He describes that in tandem with the threats, the KGB

continued ►

kidnapped a man they knew to be a close relative of a prominent Hezbollah leader. They then castrated him and sent the severed organs to the Hezbollah official, before dispatching the unfortunate kinsman with a bullet in the brain.

### He informed us that he had taken similarly extreme measures to ensure the return of his countrymen

In addition to presenting him with this grisly proof of their seriousness, the KGB operatives also advised the Hezbollah leader that they knew the identities of other close relatives of his, and that he could expect more such packages if the three surviving Soviet diplomats were not freed immediately.

Soon thereafter, the surviving three hostages were dropped off by the Soviet embassy “from a late-model BMW that couldn’t drive away fast enough” and never again was a Soviet (diplomat or otherwise) kidnapped in Lebanon. As Benny Morris put it: “This is the way the Soviets operate. They do things - they don’t talk. And this is the language the Hezbollah understand”

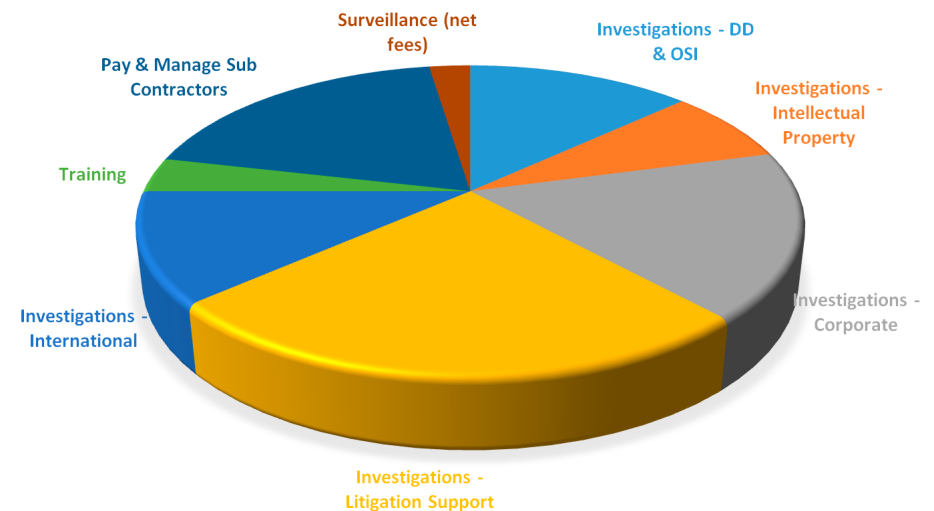
Needless to say we all decided that you “can’t judge a book by its cover”.

Anon

## Where should we focus our – and your – business activities?

Members are understandably reluctant to disclose client details and more detailed business information than appears on the public record, but we wonder if it would be helpful to gather more generic information on the nature of members’ businesses to enable us to focus support by way of courses, articles etc. on relevant and topical subjects.

For example, one of our members has provided a breakdown of net fee income (i.e. profit after payment of sub-contractors etc.) by business category. This is obviously only one view of the world but it would be helpful to receive feedback from other members to assess how our part of the industry operates.



## Guest column - Frank China

How many times have we all said this, “What a crazy world we’re living in”? Well, for the first time it really is truly crazy and I don’t honestly think anyone would disagree. Just look at it, and all at the same time – Brexit; the Labour party in disarray (will he won’t he keep office); terrorism in France and around the world; new Ministerial appointments – the ‘May’ factor; the BHS debacle – gongs for ‘xxxx’, put your own word in, and now seemingly, as long as you are a mate of an ex-PM, you can stand a good chance of getting a ‘gong’ for ‘xxxx’ - put your own word in again! And even Scotland is muttering again about seeking independence! What a great mess we’re living in.

Now that Brexit is over, well at least if not over at least the die has been cast and to quote the new, (one hopes) Iron Lady, “Brexit means Brexit”. But even at this late hour the ‘remainers’ are not accepting a democratic decision, they are almost demanding a recount - a recount of what since with the slightest stretch of the imagination, a ‘million’ more votes tends to suggest that any recount would be meaningless?

But they say, “not all our voters turned up to vote, so it would only be fair to give them their chance”; even with the extra day Cameron added to the voting deadline, they are still moaning. So, having accepted that extension they then say it was an unfair vote since not all their voters turned out. I wonder what would have happened if the boot was on the other foot! I suspect not all of the Brexit voters turned out!

So whether it is liked or not, “Brexit means Brexit”. But do we all know what that actually means? Well, to me it means the autocracy of the EU will have gone, we are back to being the United Kingdom - self-sufficient, self-supporting.

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But will it end up as a United Kingdom with those ‘nasty’ Scots again making their independence demands? I assume they can only be hoping the price of oil will rocket and their economy will be able to survive without an ‘English’ subsidy. Independent, they say they will join the EU, but still keep the ‘pound’. Somehow I think they are in ‘cuckoo land’ ... and that is even if the EU agree to have them as Scotland. It seems to me that they would be admitting another Greece, Italy and the like.

If the EU continues with its policy that individual countries cannot make their own trade deals, cannot pass their own laws, cannot build their own countries, etc. then Brexit might just be that virus the EU is concerned about – and it could happen! Italy next, followed closely by France. What the EU is worried about is that without the UK’s contribution, there is only one country that is capable of bailing out these underperformers. So, for the moment, the EU might just realise that they need the UK more than the UK needs the EU.

The EU seems dead, or on its last legs - long live the original Common Market, if it can ever become a reality ... But wait, the UK’s new global

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ambitions might, in the words of a well know President whose name I forget, just put the EU at the 'back of the queue' in discussions with the UK if there is no Common Market. The EU might just need a tough politician to push the EU up the pecking order, not the other way round – but who might that be? Angie? Maybe everything is now down to these new women leaders in politics to put some sense into trade between countries!

No one actually knows what will happen, but we did know what would happen if we stayed; more of the same, ultimately to Federalism via fast track. But now the EU Express is waiting at the station for more fuel, where will it come from? Germany? The EU hopes so - it needs to pray that Germany has unlimited resources. But do they? I doubt it. So the only conclusion would be for each country to fight for themselves, but wait! Every country uses the Euro, so how can they?

Civilised countries are fighting within their own borders, fortunately not with guns, although with America that statement might be a little controversial – another mess I forgot to mention – but here in civilised Great Britain, the Labour party is having one big fight. "I'm the leader and I'm staying the leader" Well, he didn't account for 75% of his parliamentary members saying they didn't want him as leader, did he? How that one will work out is for another day!

I could go on and on, but what I want most of all is a 'gong' for myself, although the trouble is I don't know anyone in the right, or even wrong place who can recommend me and I am not quite certain what I can be recommended for – but these days that doesn't seem to matter. I haven't got a shop to sell, nor a pension fund to strip, nor have I been a PR guru (pretty though I might be) to an influential government figure. Oh!! "What a useless world this is for me".

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