

Surveillant

The Jersey PI Journal

New Jersey Licensed Private Investigators Association



October 2011

Volume 2

President's Message

From C. Peter Staats

Dear Members:

I hope all of you had a restful and profitable summer. As the cooler seasons approach, we look forward to enough extra work to pay for the ever increasing cost of gas! I believe most PI's charge a mileage rate, but it might be time to take a look at that aspect of your billing practices to assure you are not short changing yourself.

As we head into autumn, we return to our regular alternate month meetings. Your Board worked hard over the summer and made some revisions. One change you may have noticed was to have the list serve responses be directed back to the sender. This was done on a trial basis at the request of several members. You may still respond as a REPLY ALL if a topic is important to everyone in general. Simply scroll to the bottom of the post and choose REPLY ALL. We encourage you to share important posts with everyone.

Our June event was chaired by Brandon Maltzman. Vice-President Lisa Reed is handling all our membership renewals and new members' database input. Jimmie Mesis is monitoring developments in legislation on the State and Local levels. We have been working on revamping our Association website and Liz Rincon has volunteered to head the committee.

It is important for you to know the New Jersey State Police Private Detective Unit is seriously interested and working toward updating the 1939 PD Act. We will continue to monitor this and have been assured that we (NJLPIA) will have a place at the table during discussions. There are a lot of things we would like to do over the next year which includes co-hosting a Super Conference in Atlantic City with PI Magazine, which is in the exploratory stages. Members will be needed to help organize this event, so please email Training Coordinator Lisa Reed if you can. With that said, Members' support is always needed and appreciated even if it is just coming out to a meeting. My fellow Board members can tell you that I frequently tell them our work is a "team effort." I would hope that all NJLPIA members look at our Profession as a team effort, as well.

While we may be able to work independently, I doubt that anyone works without reaching out to others for advice and support. NJLPIA provides a means for that support through the use of the list serve, website, membership directory, and its meetings. We are only as strong as our membership and collectively need one another. Please consider giving your support, whether it is attending a meeting, volunteering to assist on a committee, joining the Board, or by recruiting new members.

I hope no one takes for granted the fine work being done by your board and committee members. Their time is voluntary, while juggling their own business activities. An easy way to show your appreciation is by coming out and supporting an event.

Remember each day is a gift, enjoy it - See you this fall!



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2011 NJLPIA AWARDS

BOB TAYLOR



2011 LIFETIME ACHIEVEMENT

Bob Taylor of East Brunswick, NJ has been a legendary and valuable member of the New Jersey Licensed Private Investigators Association. He has served as President, worked on the nominating committee for years, regularly attended Association meetings, resurrected the Surveillant News Letter, and on his own time and expense, regularly participated in NCISS "Hit the Hill" event in Washington, DC.

Bob has always been willing to share his years of investigative experience with anyone who asked for help without fear of giving up a "trade secrets." He exemplifies what being a part of the NJLPIA is all about. Bob originally joined in the 1970's and has seen ebbs and tides of the association over the course of the past 35-40 years.

Bob's work history includes the small loan business, where he spent 12 years as a manager. That position helped him develop good skip-tracing skills in order to handle collections. When the company he was working for was acquired by another business, he decided to start his own business and do skip-tracing primarily for lawyers. Along the way, an attorney he knew began a process serving business and contacted Bob to be a partner. Bob choose not to join this lawyer and added process service to skip-tracing.

While Bob may not have known much about service of process at the time, he quickly learned through trial and error and on-the-job training. While Bob was not licensed, he realized he needed to become an LPI. He subsequently set up a private investigation business with a retired police detective, who was the qualifier for the license. Eventually, Bob was able to fulfill the qualifications on his own.

Bob's business grew to 33 employees. However, over the course of time, Bob conceded he endured 33 migraines a day for the period his agency was this large. To ease the pain, he reduced his employee number to eight and

eventually returned to Lone Ranger, which is enjoys today. The migraines are gone, and he continues employ his love of focusing on process service.

The NJLPIA congratulates Bob Taylor on a professional career well deserving of this recognition.

KAITLYN PARLOW

\$1,000 ACADEMIC SCHOLARSHIP

Kaitlyn Parlow, daughter of NJLPIA Member, Robert Parlow (Aurora Investigations, Bay Head, NJ), was awarded the William O'Neill Scholarship Award at the year end golf/dinner meeting June 7, 2011 at Mountain View Golf Course, Bear Tavern Road, Ewing NJ. . Parlow's application was a perfect example of the generous spirit and intelligence that O'Neill's memory represents in our organization.

ALEX TOIA



INVESTIGATOR OF THE YEAR

Alex Toia, owner of Alexander Toia & Company, LLC - Professional Investigations & Research Specialists, Morristown, was recognized by his peers and attorney clients as "Investigator of the Year" at the annual dinner in June. He was noted as one of the most ethical and diligent Licensed Private Investigators in the state. In addition, Toia was commended for his contributions as Membership Chair since 2007, as well as the association's newly appointed Newsletter Editor.

Not only was Alex Toia distinguished for his professional abilities and conduct, he was also characterized by Executive Vice-President, Glenn Dinetz, as a devout Christian, who lives his faith by loving his neighbor as himself. Dinetz commented, "Toia is nonjudgmental, truly an objective investigator, serving as both professional and personal counselor to members of the association. He is not a TV detective, but low-key, methodical, and thorough."

Investigations Toia's company conducted that contributed to this award include:

- Reconstruction of Activities pertaining to a young man's suspicious suicide.
- Location of a child, whose 60 year old biological mother was forced to put up for adoption 45 years ago. (The owner of a local café where the reunion took place, organized by Alex's staff, reported, "There was a not a dry eye in the house the entire time the family met").
- Assisting legal counsel in guiding a 22 year old client to accepting a 15 year plea offer instead of risking trial due to strong evidence and a potential 90 year sentence for 4 counts of armed robbery, home invasions, restaurant robberies, sexual assault, and murder for hire.

Identifications, Locations & Interviews of more than 150 former employees of a closed NJ company involving site conditions and murder that occurred 40 years ago.

- Finding 29 of 30 pension holders so that the fund administrator could forward their benefits.
- Asset & Financial Investigation to assist client in saving \$432,000 in future alimony payments pertaining to the cohabitation of his former spouse.

- Representing a local police department pertaining to a high-speed chase and serious motor vehicle accident caused by the eluding driver.

When Alex Toia was notified he was receiving the honor, he expressed complete surprise and immediately credited his clients for their confidence in assigning such complex investigations that would enable him to be considered for this commendation.

Toia said his 39 year investigative career in Law Enforcement, the Insurance Industry, and Private Practice has been more rewarding than he could have ever imagined. He feels exceptionally fortunate to receive such challenging, educational, and stimulating assignments from some of the best legal minds in New Jersey and throughout the country. The key component, he says, is communication, which is the most essential element in his life. "When we truly understand one another, positive results occur. While they may not always be the outcome we want, at least the truth is revealed and better strategies can be devised on how to move ahead." When asked recently about when he might retire, Toia remarked, "The investigative profession has been too good to me; it is something I plan to do until God calls me home."

HIT THE HILL REPORT

WASHINGTON, D.C. - September 2011

From Jimmie Mesis

NJLPIA members Pete Staats, Rosemarie Mesis and Jimmie Mesis recently participated in the annual NCISS "Hit The Hill" event in Washington, DC. Private Investigators and security professionals from across the United States spent a day in early September meeting members of Congress and their staffs to educate them about issues of concern to the investigative and security professions.

While there were several first time participants, New Jersey was once again represented by seasoned members and NCISS representatives. NJLPIA member Rosemarie Mesis serves as Regional Director for NCISS, and NJLPIA past-president Jimmie Mesis serves as the National Legislative Chairman for NCISS, as well as our state association legislative chair. President, C. Pete Staats represented us at the SAAB (State Association Advisory Board) meeting, consisting of state association presidents or appointees, discussing issues of benefit to all state associations.

Pete also had the privilege of presenting NCISS president Maria Landry with a donation check supporting the 36 years of legislative efforts NCISS has provided to our profession.

Many issues affecting NCISS members were discussed with Congress. These included discussion of why private investigators need continued access to personal information, including social security numbers, and why it is sometimes necessary to use a pretext during the course of a lawful investigation. Several other issues were discussed, including legislation which would ban the use of GPS tracking.

Pete, Rosemarie, and Jimmie met with staffers for Senator Menendez and Senator Lautenberg expressing the profession's concern for pending legislation that could have adverse unintended consequences for all private investigators. The three also met with several Congressional Representatives and had the opportunity to spend a few minutes with Congressman Pascrell. NJLPIA members are urged to plan on attending a return visit to DC in April 2012. See Photos on Page 12.

Concepts and Commentary On Evidence

Submitted by Kitty Hailey

"Just because the evidence is not apparent does not mean there is apparently no evidence." -- Carl Sagan

I think it's called the "Cocktail Party Phenomenon" or something like that. You know how you can be at a crowded reception where people are splintered off into groups of two or three or four. The din of the conversation is so cacophonous that you can hardly hear yourself as you try desperately to be cordial and balance the miniature egg roll at the same time. The sound of tinkling glass, clattering silver and bursts of phony laughter make you wonder what you're doing in this room anyway. Then all of a sudden your ear picks out the sound of two voices. They aren't anywhere near you. They're across the room, having some intense conversation which you can hear clearly in spite of all the other background sounds.

"I've got to come up with something for this client. I mean I did surveillance, took statements, checked his entire background and I've come up with nothing. I mean, nothing. Zip, zilch, zero...nothing. The client's going to be furious. I might lose this lawyer if I don't get something soon."

They were investigators talking. It was at one of the numerous seminars that I've been to in the past couple of months. I tuned out the rest of the conversation. You can do that too. You can sometimes be selective about what you hear and what you don't hear. I tuned it out because it got me thinking. Sometimes we do everything possible. Often our feelings of responsibility to find information, or guilt at not finding evidence, keeps us dogging away at a case long after the dollars are gone. We've all been there.

At times it's the client who has put so much pressure on us. It might be an attorney who wants material to

use in court. I remember one particular attorney who chastised me in front of her client for NOT finding that the husband was a poor father and inappropriate caregiver to the infant child. But I hadn't found anything detrimental about the guy. In fact, I found him to be a loving, attentive father who gave up his own social life to spend quality time with his son. The attorney, however, rudely demanded that I go back out and find "something, anything, some dirt" that she could use in court because "her clients were never wrong!"

She practically demanded that I find something or fabricate it. Well, guess what. It doesn't work that way. It's one thing to do a thorough job. It's another to perjure yourself. I selected to handle it my way. I fired the attorney. I had already given her information that was vital to her trial. Now she knew where NOT to go, what NOT to discuss and what information was NOT going to surface. She was as informed and armed as she was going to get in this situation. I know. Because I did the work, rummaged through the haystack and looked at each piece of straw. No needles there.

Carl Sagan's words are so very true. *"Just be cause the evidence is not..."*

A good investigator goes beyond the obvious and seeks to put the puzzle pieces together in a way which will unearth the truth. But occasionally the truth is not what we had hoped to find. Sometimes our hypothesis is all wrong. Every accused individual we represent is not innocent. Every personal injury case was not caused by someone else's negligence. Every insurance case is not fraud. A really good attorney will thank you for providing information prior to court that will not be thrown like a hand grenade and catch the lawyer unprepared. The very best we can promise is that there will be no surprises, because we have done our best.

Just because the evidence is not apparent does not mean there is apparently no evidence, but even then, sometimes there isn't. -- Kitty Hailey

MEMBER REFERRAL

Submitted by Bob Taylor, 2011 Life Time Achievement Award Recipient

When you need a P.I. in another country contact:

<http://iwwa.euro-detectives.org/>

HAVE-A-LAFF!

The Difference Between Stop and Slow Down

~ Internet

A lawyer rolls through a stop sign and gets pulled over by a veteran deputy sheriff.

Deputy: License and registration, please.

Lawyer: What for?

Deputy: You didn't come to a complete stop at the stop sign.

Lawyer: I slowed down, and no one was coming.

Deputy: You still didn't come to a complete stop; your license and registration, please.

Lawyer: What's the difference?

Deputy: The difference is you have to come to a complete stop; that's the law. License and registration, please!

Lawyer: If you can show me the legal difference between slow down and stop, I'll give you my license and registration; and you give me the ticket. If not, you let me go and don't give me the ticket.

Deputy: That sounds fair. Please exit your vehicle, sir.

The deputy takes out his nightstick and starts beating the lawyer...

Deputy: Do you want me to stop, or just slow down?

Message from Alex Toia, CCLA, LPI

Editor & Membership Chair

As Membership Chair, I welcome your suggestions and ideas on how to significantly increase, even double our membership. We compete with other organizations, so please help the NJLPIA find ways to attract new members.

As Editor, many thanks go out to our regular contributors for newsworthy articles. I remind members to please send in your best case studies. Don't worry about how it reads because I'll edit it for publication, unless you say differently.

Please feel free to send me your thoughts about this newsletter. What's good? What can be improved upon? We want to hear from you because this organization is only as good as every member working together. Having gotten to know many of you, this is a great brother/sisterhood of some very fine professionals. The more contacts we develop, the more enjoyable this business becomes.

Filming Cops

Submitted by Pete Staats

Simon GLIK, Plaintiff, Appellee, v. John CUNNIFFE, in his individual capacity; Peter J. Savalis, in his individual capacity; Jerome Hall-Brewster, in his individual capacity; City of Boston, Defendants, Appellants.

No. 10-1764.

~ August 26, 2011

Before TORRUELLA, LIPEZ, and HOWARD, Circuit Judges.

Ian D. Prior, Assistant Corporation Counsel, City of Boston Law Department, with whom William F. Sinnott, Corporation Counsel, and Lisa Skehill Maki, Assistant Corporation Counsel, were on brief, for appellants, David Milton, with whom Howard Friedman, Law Offices of Howard Friedman, P.C., Sarah Wunsch, and ACLU of Massachusetts were on brief, for appellee, Anjana Samant and Center for Constitutional Rights on brief for Berkeley Copwatch, Communities United Against Police Brutality, Justice Committee, Milwaukee Police Accountability Coalition, Nodutdol for Korean Community Development, and Portland Copwatch, amici curiae.

Simon Glik was arrested for using his cell phone's digital video camera to film several police officers arresting a young man on the Boston Common. The charges against Glik, which included violation of Massachusetts's wiretap statute and two other state-law offenses, were subsequently judged baseless and were dismissed. Glik then brought this suit under 42 U.S.C. § 1983, claiming that his arrest for filming the officers constituted a violation of his rights under the First and Fourth Amendments.

In this interlocutory appeal, the defendant police officers challenge an order of the district court denying them qualified immunity on Glik's constitutional claims. We conclude, based on the facts alleged, that Glik was exercising clearly-established First Amendment rights in filming the officers in a public space, and that his clearly-established Fourth Amendment rights were violated by his arrest without probable cause. We therefore affirm.

Details of the case can be reviewed at:

<http://www.ca1.uscourts.gov/pdf.opinions/10-1764P-01A.pdf>

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Hopefully, in the next issue, case study articles from members will be included here.

Social Media: A Multi-Purpose Investigation and Profit-Making Tool

By Colleen Collins

"Tweeting's for the birds," a [private investigator](#) recently griped. "No way you're gonna catch me on Twitter."

If I told him Twitter, and other social networking sites, could attract new clients, aid finding people and evidence, as well as professionally brand his business, think he'd re-think his stance?

Attracting New Clients

There's a new term, *social commerce*, that refers to online consumers learning and trying different business services based on trusted online referrals and recommendations. In a February 2011 article on TechCrunch, "Social Commerce And The New Rules For Local Businesses," author Craig Donato says social commerce is "re-humanizing online commerce" due to its word-of-mouth marketing, which works best with businesses that are bound to relationships – in other words, service industries. His advice? Attract customers by being conversational and developing relationships.

Social commerce sounds a lot like what my dad did running a hardware store -- chatting with customers, developing friendships, selling hardware. But does social commerce in 2011 work for a private investigator? According to Skipp Porteous, co-author of *Into the Blast: The True Story of D.B. Cooper*, and president of New York-based Sherlock Investigations, Inc., the answer is yes. "I'm a big believer in social media to help small business," says Porteous. "Last year I got three cases through Twitter alone. American private investigators are still mostly in the dark about social media, but they'll catch up."

Finding People and Evidence

Social media is a ripe area for researching and locating people. A few years ago, an attorney asked my investigations firm to find a woman who was on the run. She'd ditched her cell phone, wasn't contacting friends or family, wasn't driving her regular vehicle nor using any credit cards or other trackable items. We found her through a search of social media. She'd taken great care to cover her tracks, but she couldn't stop posting on her MySpace account.

Another private investigator used Facebook to find a subject. "Facebook assisted in locating a missing individual in a probate search," says Dave Smith, D P Investigations in West Sussex, UK. "He was from the UK, but had moved to live in Toronto, Canada. Messages through Facebook confirmed he was the person I was looking for."

Lawyers are mining social media for evidence, too. The January 2011 *ABA Journal* article titled "Tort Defense Lawyer Contends MySpace Smiley Faces Are Damning Evidence" reports that an increasing number of defense lawyers are seeking access to plaintiffs' social media pages, searching for evidence of fakery and other activities. In a recent case, Facebook filed a motion arguing that defense lawyers should obtain account information directly from the member rather than subpoena Facebook. New York attorney James Gallagher is instead requesting a court order requiring the plaintiff to sign a consent form granting access to her Facebook account, which will be attached to a subpoena. "This is a wave that is going to explode all over plaintiffs' law," Gallagher says.

Searching Dozens of Social Media Sites at Once

You can easily search popular social networking sites such as MySpace, Facebook, and Friendster through their search facilities, using names, ZIP codes, email addresses, keywords and other indicators. Using these sites typically requires registration.

There's also a growing number of social media search engines that let you conduct free searches on dozens of social networking sites by a person's name, nickname, phone number, email address and more. Below are a few free multi-social-media search engines.

Kgbpeople.com: Results show in social networks, search engines, photo/video/audio sites, and personal references.

Kurrently.com: This real-time search engine instantly combines results from Twitter and Facebook in an easy-to-read format organized by date stamp.

SocialMention: Another free, real-time search engine that searches in over a hundred media properties, from blogs to comments to images. It also provides a social media analysis that shows associated information, such as top keywords, usernames and hashtags (inline tags prefaced with a hash mark, such as #PInow).

For more tips on using social media to find people, read the PInow.com article "[Private Investigators Powering Searches with Social Media](#)."

Networking with Peers

By connecting with their peers through social media, private investigators learn about professional events, share tips and professional accomplishments, and advertise their services. Tamara Thompson, owner of Tamara Thompson Investigations in Oakland, California, says, "I've used social media to inform my readers about my investigative specialty – Internet and database research – while providing tools and resources they can apply in their businesses. I never sell myself, because that's boring. I write about what interests me and always stick to work-related topics. Most of the benefits are indirect: connecting to a variety of professionals, enhancing my reputation, getting access to data or knowledge sources and keeping my name in circulation. It's tricky because you have to make a commitment to participate and do it regularly but then you don't want it to become a time-sucker."

Summary

Successful PIs are good listeners. Cases have been solved just from listening to what people say about each other and themselves. When you funnel those words into digital gathering places, add indicators to locations and other information, and provide opportunities to promote and build clientele, the result is a multi-purpose investigation and profit-making social media tool for private investigators.

Maybe that investigator who thought tweeting was for the birds should try a test flight before grounding the idea altogether.

Colleen Collins wrote this article for PInow.com, a trusted network of private investigators. Collins is a professional private investigator who co-owns Highlands Investigations and Legal Services, Inc. (<http://www.highlandsinvestigations.com/>) based in Denver, Colorado. To learn more about PInow.com, visit www.PInow.com.



REMINDER TO MEMBERS

It's time to start renewing membership for 2012... You can go on line to the NJLPIA website and do so with PayPal. You can also sign into your own member directory to update any changes such as telephone numbers, specialties, etc...

Association Contact Information:

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Committees

- Communications:** Jeffrey Moskowitz volunteers to serve as the Listserv moderator. Access is granted to the NJLPIA yahoo group listserv for members and is under condition of rules set to govern the content of messages. Any changes to your email address should be directed to both Jeff Moskowitz at: jmoskowitz@greystoneintel.com
- Education:** Lisa Reed handles continuing education programs which has include three one day training seminars held at the Raritan Valley Community College, Public Safety Center over the past three years. Training and speaker suggestions should be directed to: lisa@lsrinvestigations.com
- Investigator of the Year:** Doug O'Neill continues to oversee the William O'Neill Investigator of the Year Award process. Submissions and questions should be directed to: dougoneill@commercialinvestigation.com
- Legislation:** Jimmie Mesis, Past President of NJLPIA, works on legislative matters at both the State and National level in order to protect the interest of NJ Investigators. Want your voice heard? Email Jimmie: jim@pimagazine.com.
- Cliff Goldsmith, Past Executive VP of NJLPIA, is a fellow member of the Legislative committee with focus on State Legislation. Cliff can be reached at: ckga@verizon.net
- Membership & Newsletter:** Alex Toia, with assistance from Gerry Wyhopen and Santiago Soto in Membership. Jeffrey Moskowitz and Elizabeth Rincon (format and layout). Alex can be reached at alex@atoiacompany.com.
- Nominating Committee:** Bob Taylor, Past President of NJLPIA serves as chairman of the nominating committee. Please email Bob with any recommendations for Board members at: bobtaylor@njsleuth.com
- Scholarship:** (pending volunteer appointment)

Hit the Hill Photos



Check Presentation by Pete Staats to
NCISS President Maria Landry



Speaker, Dr. Clem Pellet, an advocate for PI's, gave an outstanding presentation as to how three Private Investigators helped him find a fugitive from justice that had murdered his Grandfather.



Pete Staats, NJ Congressman Bill Pascrell, Jr. and Rosemarie Mesis

SIMUNITION TRAINING AT GUN FOR HIRE, LLC

With Master Firearms Instructor Anthony P. Colandro

Interview by Alex Toia

On July 16, I interviewed Anthony P. Colandro, owner of Gun For Hire, LLC, NJ's largest firearms and self-defense academy that has four locations within the state. GFH was started to promote the positive aspects of safe and responsible firearms ownership. Mr. Colandro believes the commitment to own a firearm is a duty to learn the safe and responsible handling that goes with its ownership. He is the Chief Range Safety Officer at the Bullet Hole Range in Belleville and has been giving private and group lessons in firearms instruction since 1992. Anthony Colandro is an expert marksman, whose credentials comprise a long list. Please refer to the following link: http://www.gunforhire.com/about_us.html.

"Firearms in self-defense are not a cure all; but in trained hands they are the ultimate equalizer," says Colandro. He employs highly qualified firearms instructors that work for the Belleville Police Department, Essex County SWAT Team, and are U.S. veterans that have served in Afghanistan and Iraq.

The subject of this interview focused on a new civilian training method called Simunitions, which non former law enforcement permit carry holders may not be familiar with. Law enforcement officers may have had this type of training in their careers, which Colandro says, could be very beneficial to all handgun carry permit holders within NJLPIA. Simunitions training can be tailored directly to the needs of armed private investigators that face essentially the same types of threats.

As a student at GFH, I was invited to the introduction seminar before Simunitions was offered as a curriculum. I observed a retired police detective, out of the force for 20 years, go through a simulated exercise with an approaching robber. In my estimation, never having experienced this before, felt the detective could have done a better job in the way he reacted to a situation, especially since he had been a police officer his entire career. I could be wrong in my estimation, but I would never have allowed the perpetrator to get as close to me as the detective did. Of course, I'm looking at it from afar and it's easy to armchair quarterback when not in the fray. However, I would have defended myself from the advancing threat far more quickly to create a safer distance. As a civilian who has been through a couple of these courses, as well as watching the veteran detective handle a situation, I can see the value in the program for our members. We only get a split second to react and it better be right. For you LE guys and gals Simunitions could be an updated refresher. But selling the course is not the goal of this article, presenting information about Simunition is.

Simunition training courses are simulated experiences under very controlled conditions to give the student first hand experience of gun defense without having to go through a real life encounter. Simunition training for civilians was developed by General Dynamics. The company allowed GFH to purchase the materials to enable civilian on civilian, realistic force on force encounter in actual firefight experiences. Most of us, including LE, have only been able to shoot at a flat range involving static targets, maybe using force on force training with air-soft or pellet

guns. This is the first time in the real world where a course involves guns that shoot authentic projectiles, utilizing a Simunition training cartridge that can hurt if you get hit with them. It travels at 400 feet per second. That's why long sleeve shirts, long trousers, and gloves are recommended. GFH is the first company to offer this training on the civilian market.

Real gun, real weight, real size, recoil of the normal handgun, the guns are marked blue so as not to be confused with the actual firearms in these training exercises. They are generally Glock 19's (9mm) and chamber a cartridge that looks almost identical to a real bullet, except that the head of the bullet is a hard plastic with a detergent that leaves different colors on the targets to show who shot whom. Other weapons designed for Simunition include revolvers, specifically fitted with insertion tubes that fit in the cylinder and will only accept a Simunitions cartridge, not a live bullet. Shotguns are also available for home defense training purposes. The composition of the bullets are nontoxic and led free. Training can occur just about anywhere, such as a small house, hospital, office building, and there is no worry about any bio-hazardous cleanup.

For any LPI that carries a gun, or has to deal with people that probably possess guns illegally, Simunitions is a good program to practice force on force, say Colandro. It is actual recreation of a real-life scenario that includes any possible situation that can occur in the field. It is an opportunity where you can actually draw the gun and shoot at somebody, and get an immediate response because the person is shooting back.

This type of training may not have been offered when some former law officers were on the job because the concept is so new, remarks Colandro. Many retired officers have never had the opportunity to work with Simunition because it has only been in use for 14 years, exclusively for police and military. In the past few months Simunition has provided real life experience for many students licensed to carry in New Jersey and states that respect second amendment rights. It allows someone to get in your face, creating a shoot, don't shoot situation. Even though everyone knows its fake, the body and mind react very similarly to a real life threat, and the adrenaline can really kick in.

Anyone who puts their life at risk, or is constantly working the street, is perfect for this type of training program. "As a rifle and gun instructor," comments Colandro, "Simunition was foreign to me, but two of my staff instructors are veterans of Afghanistan and Iraq. Others are members of SWAT teams in Essex County and Belleville, and they've trained in Simunition as actors and role players for many years, so they pushed me towards this. I approached Simunitions at the SHOT SHOW in Las Vegas in January, the largest gun retail and shooting show in the world. I asked when they were going to allow civilians to benefit from the program. They were initially not ready because there was no insurance for it. Simunitions and General Dynamics checked GFH's instructors and their credentials and then contacted my agent to learn that we all had the same insurance company. Three days after the SHOT SHOW, Gun For Hire was accepted as an authorized school for the program."

I was curious to know how he came up with Gun for Hire. "Another company owned the name, and I had read they had gone out of business. I thought it was a really great name for a gun training facility. Like the old west, like, 'This gun for hire.' A wanted poster came to mind. I bought the site after the company went out of business, and told my art director to design a logo

for the site. He came up with the concept of the “i” shot over a pool of blood, completely opposite of the direction I had envisioned. But after considering it, I thought it was so shocking and in your face, no one would ever forget about it. I had to go with it. And there was no turning back. A lot of people brought up Paladin, Have Gun will Travel. I thought it was pretty cool.”

Instructors to teach Simunitions are required to pass a five day training course, which involves learning its system and safety. “The biggest concern in my class is introducing real firearms into the scenario. We have extensive controls to prevent any mishaps from occurring. Everyone gets searched before they go in. No one is allowed to leave the room during a scenario of force on force.”

The instructors return from the course with a 200 page handbook and additional certification requirements they must pass to become qualified Simunition instructors. Safety is stressed as the most important factor in every exercise. Guns are checked and rechecked. Procedures are in place where everyone is searched and patted down before coming through the door. Everyone passes through a metal detector, and knives are checked along with the firearms. No edged weapons or any other type of potentially harmful devices are permitted into the Simunitions areas.

Classes are held in Belleville and Winslow, south Jersey, 25 miles from Atlantic City, 27 miles from Philadelphia. In Belleville we have a 1600 square foot apartment and a 6,000 square foot training area that we can change around for different scenarios. In Winslow, we have an 8,000 square foot training facility that has two floors, staircase, and catwalk for more extensive training.

Simunition is the most practical real life experience a civilian can have without being directly in harm’s way. Colandro said, “GFH’s expert staff can also assist when a student has been involved in a shooting. We can provide expert testimony about how the individual was trained, insight into the person’s weapon’s capabilities, performance under stressful conditions, and show a higher level of training that the individual had personally sought out. In NJ, as a security officer or LPI, the state says you must have knowledgeable use of the handgun. It does not ask for any other type of training, such as scenario based instruction. If you are involved in a shooting, to show you have extra levels of classroom participation and as close to real life experiences as you can get without the real thing, would be very big in your defense.

“In NJ, if an LPI shoots someone, you can expect to be arrested, charged, and spend the next several months in court. It could be very costly financially and emotionally. To have formal training behind you, in addition to the knowledge of the firearm, can help very much, especially when our instructors appear in court to support your case. Professional witnesses would be an advantage.”

For people that do not carry their handgun on a regular basis because of the potential problems that could arise in the legal system, it is up to the person to make that decision. “In NJ you’re guilty until proven innocent; we are in a gun-phobic state. The general rule is that if you have a carry permit, you should be carrying your gun. And if you are not carrying your gun, shame on you. But if you are carrying your gun, you should be properly trained and know all the laws

comprising your permit to carry a concealed weapon. The gun is not a cure-all. If you miss the intended target and hit an innocent bystander, your life will be altered forever. You are responsible for every bullet that exits your gun. You really have to be sure you know how to use it; know the laws and respond to the scenario you come into and how to handle the aftermath. It's quite extensive.

The reasons why the state does not take this into consideration before issuing these permits is because the firearms laws for security guards and LPI's are antiquated, and go back to the Private Detective Act of 1939. It has not been revised that much since then when there weren't many issues with accidental shootings, law suits, and the situations that are present today. At this point it's still old school. The problem is shooters' and legislative laws have changed. You can get yourself in a lot of trouble. It is incumbent on the LPI investigator today who has a permit to follow the letter of the law when the need to use it arises.

“The kind of training to better prepare a permit holder to know how and when to use a firearm in self defense does not exist for the civilian. LE have to rely on their training from their career. Other than a few private schools, which students come to voluntarily, there is no mandatory training anywhere, except for basic qualifications. It's a double edged sword. To drive a car is a privilege with strings attached. Based on our constitution to shoot or own a gun, it is a right with no training tied to it. Most other states outside NJ that issue carry permits require a minimum amount of training, where NJ, as strict as it is, requires nothing other than familiarity with the weapon. I think it's a good thing to have mandatory training.”

My company has been active in working to change second amendment rights. I have a new radio show that addresses these issues. There are three lawsuits against NJ now trying to relieve citizens of oppressive gun laws. There is a fight to bring New Jersey up to the 21st Century, in line with 46 other states that are not gun-phobic, where law abiding citizens can buy, own, and transport firearms. I can see New Jersey issuing carry permits for law abiding citizens in the next three years.

And when those permits are issued, you'll see conditions attached to it, which play a large and beneficial role in the carry law permits. I'm teaching a class now about pocket holsters. My concept is to introduce Simunitions training first to prevent accidents until students are comfortable using the nonlethal weapons as opposed to chancing an injury with live ammunition. We're using Simunitions to practice drawing first for safety, safety, safety, the paramount concern for all GFH classes.

If the laws change, I believe law enforcement might take a more sympathetic view of the carry holder, provided proper training and supporting documentation from qualified instructors is presented. Without a doubt, we need to break the negative stigma the authorities have towards carrying a weapon. Of the states that issue CCW permits to the population that qualify for permits, only 4% actually apply in the age groups from 21-80. It's not like its going to be the OK Corral. A lot of people don't know that. The good thing, however, is that the criminals don't know the percentages - and do not know who is carrying concealed.

The problem here for the citizens is that the criminal element that use weapons has no qualms about shooting innocent bystanders or killing victims for small change. I feel that once someone attacks a victim, the victim has the right to defend himself and put the attacker away. If the victim did nothing to cause the conflict, he should not be held personally or criminally liable for defending himself or others, such as the Oklahoma City pharmacist who was recently sentenced to life imprisonment. The jury broke the case into two parts. The first included the single shot to put the robber down. But when the robber returned, and the pharmacist felt his life and others were at stake, he opened fire with another weapon to prevent further harm. Had those criminals not come into his store, there would never have been a problem. They caused it; they are responsible for their own deaths. He did not invite them in the store to rob him that day. That case should be thrown out. Simunition classes provide a window into the feeling, responses, and actions a person needs to know in order to defend life with deadly force.