

Spring, 1992

Vol. 5, No. 1

\$4.75

**America's Consumer
Private Eye Magazine!**

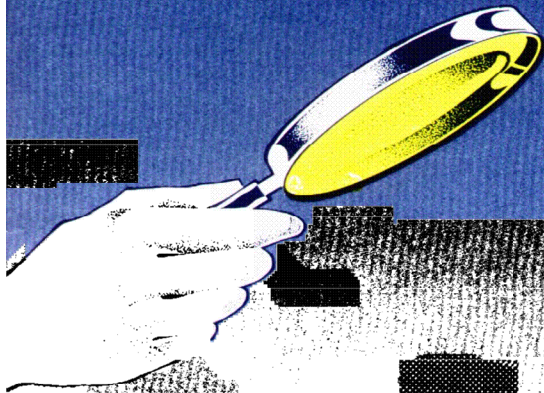
p.i. **MAGAZINE**

Fact and fiction about the world of private investigators

CORPORATE DETECTION

**Doing Business
With Big Business**

Catching Counterfeiters



Fourth Anniversary Issue!

Designer Counterfeiting

David Woods Finds the Fiends Foisting Fakes

By Paul R. Paradise

David Woods has just finished testifying for the plaintiff about how he scammed the defendant by successfully convincing the alleged trademark counterfeiter to sell to him by posing as a legitimate buyer, thus furnishing the evidence needed. Now, it is the defendant's turn to question Woods. The defendant's attorney would love to rip Woods' testimony apart and so pounces on the only opening he sees available: Woods posed as a buyer and he lied to his client.

Although his client has not been charged with criminal conduct and hence there is no issue of entrapment, the defendant's lawyer will nonetheless try to make an issue of entrapment. If nothing else, he will try to convey to the jury that this private investigator, David Woods, is not a fellow to be trusted. This is a frequently used trial tactic, termed character assassination.

The defense attorney goes over the facts very carefully. He wants the jury to understand that Woods lied to his client and comes right out with it. "You lied to my client, didn't you?"

"Yes, I did," Woods replies.

"Are you in the habit of lying to people?" the attorney asks.

Before Woods can answer, the plaintiff's attorney objects to the line of questioning. The judge nods his head and sustains the objection. The defense counsel becomes livid, since he has been shot down before he has even begun his main line of questioning. Obviously, the judge doesn't see the relevancy, the defense counsel thinks to himself: he asks permission to approach the bench.

"Your Honor, I'm trying to establish that the witness tricked my client -- that Woods lied to him."

"Not relevant, counselor. It's the witness's job, as a private investigator, to penetrate an organization on an undercover basis. The need for a false identity is obvious."

After a few questions, the defense attorney retires, unable to cast

doubt upon the credibility of David Woods.

The result of Woods' skill as an investigator is that the evidence he produces and the methods he employs for obtaining it are never disputable in court. Private investigation is a nebulous art, and Woods has mastered that field of it in which he specializes -- trademark counterfeiting.

Woods founded Associated Investigative Services in the early 1980's. AIS is one of perhaps a half dozen private investigation agencies in the country that specialize in intellectual property matters. Most AIS investigations involve trademarks. The private investigation field is a very competitive one. Agencies are founded, flourish and perish in a short time. Much of an agency's success is based on word of mouth reputation and referral. AIS, for instance, does not advertise, is not listed in the phone book, is not listed on the building directory in which it has an office, and there is no identification on the door of the office itself. All of AIS's business is by referral. Fortunately, the trademark community is a very tightly knit group and, by one means or another, the corporate clients come.

"Utilizing a suitable ruse" is a phrase one reads often in AIS investigative reports and in Woods' signed affidavits. It means that, to obtain information or to obtain evidence, Woods has had to pretend to be someone other than a private investigator. For obvious reasons, a frequently used ruse is that of claiming to be a wholesale buyer looking to make a fast buck.

Utilizing a suitable ruse to obtain information is a basic investigative skill and one that, correctly employed, is perfectly legal. The legal parameters for employing a scam are not precisely defined, only that it be done by, or under the

supervision of, a licensed private investigator, and that the ruse does not involve the use of threats or the impersonation of a police officer or other government official, and that the ruse falls within acceptable boundaries (in other words that the ruse will stand up in court).

Utilizing a false identity to obtain information, however, is an element of private investigatory work that the television writers have overblown to oblivion.

Some of the things that p.i.s do not do are:

1) Utilize elaborate and frequent costume changes. They prefer to look and dress like you and me, and so blend in.

2) Impersonate a building inspector or telephone repairman to gain access to a building or apartment. If caught doing so, the p.i. could lose his license; moreover, information obtained in this manner would never be admissible in a court of law.

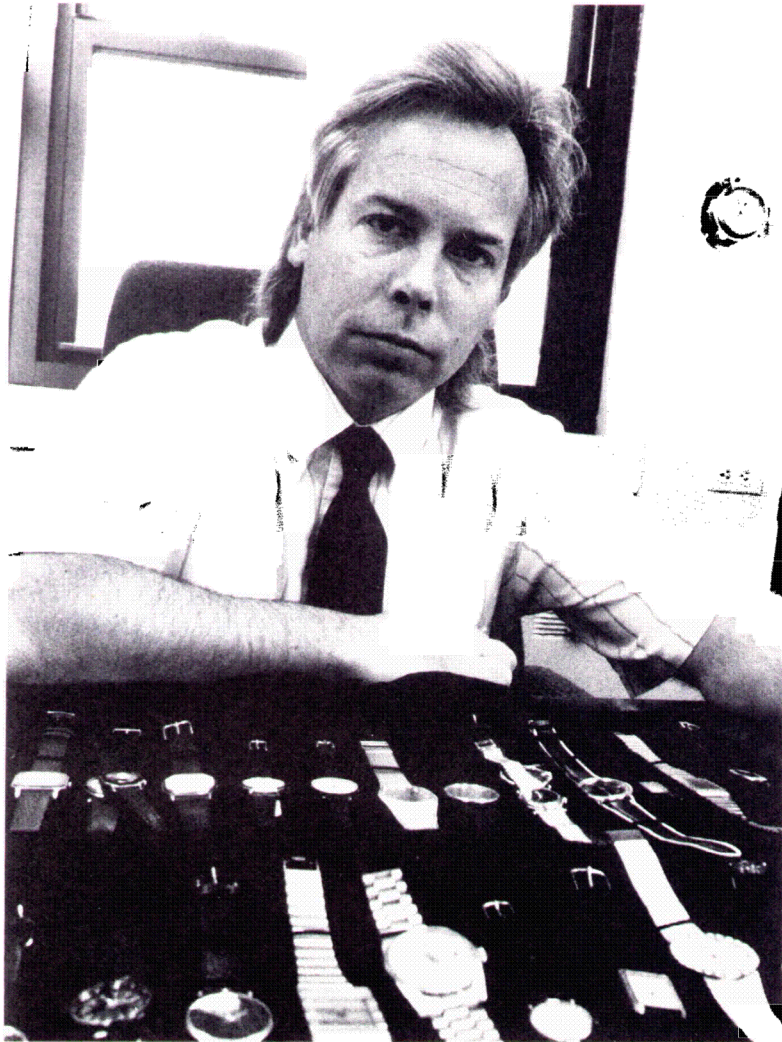
3) Fabricate incredible scams to obtain information. One only has to think of the television show "Mission Impossible" where natural disasters and psychic phenomena were created in an effort to scam information out of a suspect. The scams most frequently utilized by p.i.s involve the telephone and a scam business card.

4) Carry guns. Yes, most p.i.s prefer not to carry them, since guns cause more problems than they solve. David Woods does not own a gun permit and has never applied for one.

"You've got to know how to lie," Woods tells every new would-be investigator. "There's no other way to put it. This entire business is predicated upon the ability of the investigator to utilize a suitable ruse that fits the scenario... No matter what the ruse, you have to feel comfortable with it, be able to maintain a real poker face."

From time to time, Woods brings in new investigators. On average, they last about two months. Contrary to the

CASE FILES



David Woods with a selection of counterfeit watches that were seized on the streets of New York City. Mr. Woods has seized thousands of watches on behalf of Rolex, Cartier and Gucci. (Photo by Jean-Paul Picard.)

glamorous image portrayed on television, the reality of an investigator's working life is very difficult. A typical investigator from AIS handles thirty or more investigations at once and has almost as many cover stories to remember. One slip and the would-be investigator is through. Not only has a client been lost, but just as important, a time may come when the p.i.'s life depends upon his ability to sustain a scam. In Woods' estimation, if the would-be p.i. has not got the talent for scamming, it is time he or she thought about another line of work.

Typically, Woods finds that most police officers and ex-federal agents do not make good private investigators for doing trademark counterfeiting.

"They're too used to displaying their badge and saying, 'Answer my Spring, 1992

questions,'" Woods explains. "The problem with this is, first, you don't know if the information you are getting is reliable; second, as soon as you leave, the person you have just interrogated is going to get on the phone and call everyone he knows, and of course the investigation is blown."

Woods' primary job when he goes undercover is to obtain information. A client wants to know how big a counterfeiting operation is, who the counterfeiters are, and where the counterfeit merchandise is being stored. Once Woods has ferreted out this information, the client will file a complaint, summons and seizure order in Federal Court. Once these legal documents have been filed, and the judge has signed the seizure order, Woods will return with deputy U.S. marshals and conduct an ex parte seizure of the counterfeit goods.

To obtain information, Woods has to penetrate the counterfeiter's organization, which is no easy task. The typical counterfeiter operates behind closed doors and has every reason not to trust any stranger who approaches him with the intent of buying merchandise, especially counterfeit merchandise.

The main hook that Woods uses to bait counterfeiters is greed.

"Your usual counterfeiter is a guy who drives a Chevy and wants to drive a Cadillac," Woods says prosaically.

Early in 1985, Woods received an assignment from counsel for Polo by Ralph Lauren. The attorney gave Woods the name and address of a manufacturer who was believed to be counterfeiting Polo goods. The manufacturer was located in Jersey City, New Jersey. Woods' assignment was to investigate the company and, if the company was engaged in counterfeiting, to obtain a sample for verification.

This is a typical assignment. AIS does not initiate investigations, the clients do. The clients get their tips from a hundred sources. For example, a customer writes a letter complaining that his Izod alligator came off in the wash. A cosmetics salesman is told by a client that the competition down the street is selling the same cosmetics for a cheaper price than he can afford to charge. Documents picked up during an ex parte seizure point out other retailers and jobbers. Each such clue can lead to an investigation.

No investigation is exactly like any other investigation. And this assignment for Polo had its own particular problems for Woods to solve.

When he arrived at the location provided, Woods was dismayed to discover that the counterfeiting operation was housed on the third floor of a decrepit and otherwise abandoned building. The absence of any business neighbors denied Woods the use of his best scam technique for penetrating a business organization to conduct an investigation.

Counterfeiters are naturally reticent, which makes the task of investigating them difficult. Yet, Woods has developed an almost foolproof method for gaining an introduction. No matter how devious a front the counterfeiter portrays, his neighbor in the adjoining office or building always has an inkling that a wholesale or manufacturing operation of some kind is going on at the subject's location.

CASE FILES

Typically, Woods will first scam the counterfeiter's neighbor. It does not matter if the neighbor happens to be an accountant or the owner of a furniture store; Woods will invent an appropriate ruse to fit the scenario -- almost invariably a variation of pretending to be a retailer or wholesaler looking to make some business contacts. Naturally, the neighbor is delighted at the prospects of doing business with Woods.

To complete the ruse, if necessary, Woods or his agents will return several times and fast talk business. Since the neighbor is not engaged in anything illegal, he always takes Woods at his word. At an appropriate time, Woods will ask the unsuspecting neighbor for a favor; he will ask if he knows of any local leads that might help him out in his search for business contacts, especially in the general type of goods suspected of being sold by the counterfeiter. The neighbor is usually delighted to help out, and soon Woods is knocking on the counterfeiter's door. When the counterfeiter asks who sent him, Woods replies, "The guy next door, your neighbor, recommended you." From that point on, Woods fast talks. To complete his image as a businessman, he has his scam business cards. The scam companies Woods uses are all listed on Dun and Bradstreet, in case the counterfeiter gets suspicious and decides to check him out.

Woods may possibly make buys of legitimate goods that the counterfeiter has for sale, while waiting for his main ally -- greed -- to get the better of his unsuspecting prey. While the circumstances of each investigation change, human greed always remains the central element.

In this instance, the fact that there were no other "neighbors" in the area was stymieing. Woods had no easy excuse for walking up the stairs and knocking on the door. He had not the slightest idea of who was inside or how many people he would find. All he had to rely on was that they were most likely trademark counterfeiters.

It happened that Woods had several hundred counterfeit watches in the trunk of his car from a collection of samples purchased from counterfeiters years before. Woods got a wild idea, he gathered up the watches and proceeded inside the factory building. He walked up the stairs and knocked on the door. A Hispanic teenager answered the door.

Woods fast talked. He said that

he was a watch salesman. Just happened to be in the neighborhood. Thought he would drop by, since the building was in his territory, and get acquainted.

Incredible! There is not another business for blocks, and Woods tells the kid that this nearly abandoned building is in his sales territory. Woods expected to have the door slammed shut. It was merely his intention to get a quick look inside before that happened. Sure enough, he immediately spots embroidery machines in the next room, and he can see that the familiar polo player symbol is being embroidered onto blank knit shirts.

It turns out that the teenager can hardly speak English. "Si, si," he says and smiles.

Woods holds up the watches and communicates with his limited Spanish and with hand signs. He hands the kid a watch, as a present. Of course he would never try to sell any of the watches. A good defense attorney would pounce on that. Even giving the watches away is risky. Although the watches were never used as evidence, they were once the property of a watch counterfeiter.

"Gracias," the teenager says.

Meanwhile, the other workers, all of whom are immigrants of Hispanic descent, stop work and come to meet this nice "gringo" who is giving away watches.

Woods hands out watches as a good will gesture. At the same time, he takes inventory and notes that there are twelve embroidery machines. He estimates that about two dozen shirts are being knocked off a minute.

Woods continues fast talking. He does not want to arouse suspicion, but probes subtly. How many workers are there? What are their shifts? Would they be interested in watches for themselves, friends or family?

Shortly, Woods leaves. After reporting to his client, he returns to the illegal factory the next day. As before, he distributes more sample watches, to the delight of the workers. When he is certain that he has scammed everyone, he asks just what it is that is being embroidered. "Polo," one of the workers says and hands him a shirt to inspect.

Woods expresses an interest in buying a load of shirts. He explains that he can use them to help out with his watch business. The workers are overjoyed. One of them rushes to find the owner of the company, Mr. P.

Like the workers, Mr. P. is

Hispanic. He is inherently cautious, but is partially won over by this gringo everyone is talking about. He takes Woods on a tour. He shows him skids of counterfeit Polo shirts ready for delivery. He even takes him behind the building and shows him the trucks.

At this point, Woods fast talks business with Mr. P. Like many counterfeiters, the prospect of exporting his counterfeit goods is appealing. Woods convinces Mr. P. that he has a line on sunglasses. Mr. P. is completely scammed and tentatively places an order with Woods, after Woods returns from his car with legitimate Porsche Carrera sunglasses -- that he convinces Mr. P. are phony!

"These are the best knock-offs around," Woods says, as Mr. P. inspects the sunglasses. Woods quotes prices that no one can beat, all the while advising that he may have an export outlet to which he could possibly sell shirts for Mr. P.

But when Woods tries to buy shirts, Mr. P. is not interested. Woods asks for a sample, and offers to pay cash. Mr. P. will not hear of it; he explains that he is manufacturing on contract and that all of the shirts he has on hand have already been purchased.

Woods is baffled. He knew that he had Mr. P. hooked, but could not understand Mr. P.'s reluctance to sell him counterfeit Polo shirts. Without shirts, even a single sample to take back to the client, he cannot get authorization from a judge to conduct a seizure. The attorneys for Polo could still sue Mr. P. in Federal Court, but civil suits are slow. By the time the case comes to trial, Mr. P. will have destroyed all his business documents, liquidated his inventory and disappeared. A criminal complaint could be filed, but the chances that the district attorney will choose to prosecute someone at Mr. P.'s level of illegal activity are nil. D.A.s rarely get involved in trademark counterfeiting unless the manufacturer is really large.

Unable to change Mr. P.'s mind, Woods was forced to leave without obtaining a sample. Only on the drive home did he figure out why Mr. P. did not want to do business. Mr. P. did not want to sell to a "gringo."

Woods has several investigators whose ethnic backgrounds are useful in just such emergencies. He called Mr. P. the next day and told him that he knew a friend who was interested in purchasing shirts.

CASE FILES

Knowing that the ever present greed factor would take over, Woods introduced Mr. P. to one of AIS's Hispanic investigators and allowed the investigator to cut a deal for the shirts on his own. The investigator came away with a dozen samples for verification. The shirts were then sent over to Polo for examination and subsequently an affidavit was signed by the president of Polo attesting to the shirts being counterfeit. His affidavit and Woods' affidavit attesting to substantial counterfeiting activity are the crucial documents needed to obtain an ex parte (without notice) seizure order.

An ex parte seizure order was obtained in short order. Woods returned with the deputy U.S. marshals and conducted a seizure. Mr. P. was stunned when he realized that his worst nightmare was becoming a reality. His entire inventory was seized: counterfeit shirts, embroidery machines and business documents. Mr. P. was eventually sued in Federal Court and his counterfeit shirts were destroyed.

Newly landed immigrants and other would-be entrepreneurs with low financial resources often gravitate to the retail business as street vendors, flea market vendors and small retail store owners because of the itinerant nature and low overhead involved in such work. These are the ground-level sources for counterfeit merchandise. Deals are for cash, often with no receipt to record the transaction. Counterfeiting chains are run on a name basis and are usually very difficult to crack. AIS's use of minority investigators is unique in the investigative business. Woods jokingly refers to his investigators as his "personal U.N.," his staff, which is both male and female, includes Jews, Orientals and Hispanics.

For several years, one of the primary minority counterfeiting groups in New York City has been Senegalese watch peddlers. Its members often enter the United States on student visas and live, four or five to a room, in the shadier hotels in New York City. Their main objective is to make fast money working as street vendors and then return to Senegal, Africa.

Street vendors are the most difficult link in the counterfeiting chain to deal with. Suing them in civil court is practically useless, since the vendors usually have few assets that could be lost in a law suit. The police can arrest vendors of illegal goods and charge them

under local statutes dealing with unlicensed vending or criminal simulation, but this rarely happens. Most police units spend their time going after more important criminals. In New York City there is a Peddlers Squad, but its small manpower is not enough to keep pace with the street vendors. The Peddlers Squad also goes after various street hustlers, like three card monte dealers and hustlers who work the shell game, and other unlicensed street vendors. However, after a \$50 fine, these petty criminals are on the street again.

The most effective method for dealing with the illegal street vendor is by using what is known as a "Roving John Doe" seizure order. A "Roving John Doe" seizure order empowers an investigator or attorney, working in conjunction with U.S. marshals or other law enforcement officials, to seize the street vendors' goods without giving notice. The investigator or attorney has merely to make a buy, inspect the goods to ascertain that they are counterfeit, and then call in the marshals. The street vendor is not arrested, unless he tries to assault someone.

The Senegalese watch peddlers are well aware of the danger that the "Roving John Doe" seizure order poses and have developed their own tactics to prevent the seizure of their watches. Working in small groups, the peddlers purchase counterfeit merchandise and then sell the merchandise, each peddler within a few yards of the next. While cutting down on individual sales, this tactic assures that only one or two of them will have his goods seized under the "Roving John Doe" seizure order. During a seizure, the other vendors pack up their goods and run.

Woods was working for Cartier, the watch manufacturer, and was conducting surveillance of Senegalese watch peddlers for their legal counsel.

Woods had seized watches before under a "Roving John Doe" seizure order on behalf of Cartier, and he was interested in locating the source of the Senegalese vendors' counterfeit watches. Woods had noticed that the vendors always stayed together in a cohesive group. The same men who shared a hotel room also bought counterfeit goods together and wound up selling their bogus goods within visual sight of each other. This made surveillance of the Senegalese vendors relatively easy. He followed one group into New York's Chinatown and noticed that they periodi-

cally visited a restaurant located on Canal Street. One of Woods' female investigators was assigned to take "an extended lunch" at the restaurant.

The investigator noticed the proprietor several times descending into the cellar, returning with bags of what was most likely watches and, in turn, selling them to peddlers. Woods sent his office manager, Yet Mui, who is Chinese, to look around and make a buy. Sure enough, this was a major counterfeiting watch operation.

Woods returned shortly thereafter with deputy U.S. marshals and conducted a seizure on behalf of Cartier and additional plaintiffs Gucci and Rolex. At the request of the clients, Woods was videotaping the seizure for use as evidence. Suddenly, the owner of the restaurant, an Oriental man in his late forties, came rushing into the cellar. He was cursing and gesticulating wildly, with a meat cleaver in one hand. The marshals usually have little to do at a seizure. Their main purpose is to ensure that the seizure is conducted peacefully. The instant that the owner appeared with the meat cleaver, the marshals pounced on him, and in seconds had disarmed the man, handcuffed him and pinned him against a wall. Later he would be charged with assault, and the evidence of Woods' videotape would help to make the charge stick.

To Orientals involved in counterfeiting, the Western concept of trademark rights seems to be something foreign. Because of this difference in outlook, they frequently take exception to having their illegal merchandise seized.

Woods' surveillance of the street peddlers frequently took him into Chinatown. In one particular instance, he followed a group of Senegalese vendors into an office building and into the elevator. The vendors pressed the button for the fifth floor; Woods pressed the button for the sixth. On the sixth floor, Woods adroitly headed for the fire escape and stealthily descended to the fifth floor landing. Undetected, he spotted the Senegalese entering a room.

Opening the window, Woods snuck up to the door and listened. He thought he heard a watch buy going on. Then he left.

He did not have enough evidence to conduct a seizure yet. However, he would have enough authority under the "Roving John Doe" seizure order to seize watches if the watches were Cartier

CASE FILES

knock-offs. This last point was very important. If the counterfeiters were not selling Cartier knock-offs, then Woods could do nothing.

Woods returned and set up a trap. Fortunately, the office adjacent to the room where he suspected that a counterfeiting ring was operating was vacant. Woods occupied it. Yet Mui, attorney Ken Umans and several U.S. marshals were waiting in a car down the block, ready to conduct the seizure. Woods then had another investigator knock on the door of the suspected counterfeit headquarters.

The investigator's scam line was that he was a student who peddled merchandise on his campus, and he was interested in buying counterfeit watches. The counterfeiters tried to shut the door, but the shrewd investigator put his foot in the door and pulled out a wad of cash. The counterfeiters changed their minds and let him in.

What the counterfeiters did not know was that the investigator was wired with a transmitter being monitored by Woods in the next room. The investigator's job was simply to inspect the merchandise. If the counterfeiters had any counterfeit Cartier, he only had to say the word Cartier and it would be picked up by Woods in the adjoining room. Woods, in turn, would radio Yet Mui's group to rush in. If the counterfeiters did not have any Cartier watches, then the investigator would leave and the seizure would be called off.

It turned out that the counterfeiters had a substantial amount of Cartier counterfeits. Woods radioed Yet Mui to bring the marshals. Several tense minutes rolled by, and nothing happened. He called Yet Mui again to find out what was happening. They were caught in traffic down the block. Meanwhile, the investigator, who had done his best to stall, thanked the counterfeiters and left with a few Cartiers, all per Woods' instructions. Woods, however, was growing frantic: Where were the marshals?

All of a sudden, he heard a crash and the sound of a door being slammed. He rushed outside into the corridor and found that an Oriental couple, who were either street vendors themselves or were part of the counterfeiting ring, had been on the verge of leaving when one of their two bags full of watches had burst, spewing watches over the floor.

Woods improvised. He pretended that he occupied the office

adjacent to the one that the counterfeiters were using and had opened the door when he heard the crash. The Oriental couple was so busy scooping up watches that they did not notice that the room Woods claimed to be living in was vacant.

Woods was furious. The counterfeiters would have escaped if one of the bags had not burst. He told the couple that he had a bag in his room that he could give to them; then he closed the door and reached for his radio.

"Where are you, Yet?" he radioed to Yet Mui. He responded that he and the marshals were just entering the building at that moment.

Relieved, Woods opened the door. The counterfeiters were still scooping up watches. He told them that he could not find a bag. The Oriental man thanked him as he and his wife finished reloading the remaining bag. They scurried down the corridor; but instead of using the elevator, they used the back stairs.

A horrible premonition struck Woods! He waited until the couple had fled beyond hearing range and radioed Yet Mui. Sure enough, he and the marshals were in the elevator coming up.

Woods raced down the stairs and beat the fleeing counterfeiters to the door. He blocked the door with his arm and told the couple that he was conducting a raid. Horrified, the man dropped the bag of counterfeit watches and attempted to push his way past Woods. Woods allowed them to escape. He could not tussle with the counterfeiters without the marshals. Besides, he had accomplished his objective, seizing the watches.

Woods returned to the fifth floor office and conducted a seizure. There were four more individuals in the office as well as thousands of counterfeit watches.

Everything seemed to be in order. The watches were inventoried by Umans, who wrote out a receipt for the watches and handed it to the boss of the operation. The marshals asked Woods if they could leave. Woods, who thought they meant to wait downstairs in the car, agreed. Unknown to either Woods or the marshals, an angry crowd had started to gather at the downstairs entrance to the building.

At Umans' request, Woods was taking pictures of the room in which the counterfeiters operated when the boss of the operation became physically threatening and tried to grab his Minolta camera

Instinctively, Woods backhanded the man and sent him sprawling. The man jumped to his feet and started screaming in Vietnamese.

Realizing that the counterfeiter was becoming violent, Yet Mui went to get the marshals - - only to discover that they had left! Even worse, a crowd sympathetic to the counterfeiters continued to gather outside the building.

With their backup gone, it was evident to Woods and Umans what grave danger they were in. Woods, realizing that the angry crowd was after him, fled, but told the others to remain. Luckily, there were not enough people gathered to stop him. Woods proceeded uptown as fast as he could.

Adjoining Chinatown is Little Italy, an ethnic neighborhood that is primarily Italian. Woods ducked into a restaurant in Little Italy, figuring that the Orientals would never follow him. He was right. He radioed Yet Mui, who told him to stay where he was; a crowd of Orientals with baseball bats and clubs, and at least one individual with a gun tucked into his belt, was waiting for him right outside Little Italy. Yet Mui obtained a car and shortly thereafter rescued Woods, who was still holed up at the restaurant.

This successful seizure was not enough to put a halt to the counterfeit watch dealers and the Senegalese remained a problem. Finally, under pressure from several major business concerns, the police arrested over a hundred vendors and charged them with fraud and for not having proper identification. When the arrested vendors were brought to trial, the public defender offered a defense in which he claimed that the authorities were unfairly discriminating against the Senegalese while allowing other vendors to run free. He won, and the charges against the Senegalese vendors were dropped. The Senegalese counterfeiters became the subject of an article in New York magazine shortly afterwards.

Woods' background is undistinguished. He grew up in the suburbs of Long Island. He was a class cut-up who often wound up in the principal's office.

A car accident cut short his college education. Eventually he wound up an auto mechanic. His career was short-lived. Only in his early twenties, Woods found that he had reached the end
(Continued on page 46)

INTERVIEW

fusion of satire and slap-stick with his truly absurd vision of the world produces story lines both frightening and funny. A new direction unique to himself.

The private novel is a novel of social commentary. What's wrong with this society? What's right with it? How do you fix it? So I think there will always be a place for the private eye story. The shape that the commentary takes will be a reflection of the shape and changes of our society. I think that the establishment of credible gay heroes and credible women heroes would have been impossible in the 1930's and 1940's. It just would have been too far in advance and too divergent from the society as a whole. I think these kinds of changes occurred at the time these upheavals were occurring in the society itself. I think whatever the changes in the private eye novels that are written in the next 20 years they will be reflections of and extrapolations of the changes in our society. They will reflect the kinds of crimes that are committed, the vision of the hero, and their place in society.

Tell us about the relationship of your work as a psychologist, both clinical and forensic, in writing mysteries.

I think they are all of a piece. There are aspects of my profession as a psychologist that affect the themes, the plots, my sense of characterization. As a therapist my work rests largely on a belief in the power of words to change individuals. The power of dialogue, what you say to somebody, how you say it, and when you say it that can change the quality of their lives. I think that my books tend to be very dialogue heavy. They have a fairly small percentage of time spent in introspection, interior monologues, descriptions of scenery. These are things I don't pay a lot of attention to. But I do spend a lot of time and see as essential to the revelation of character what people say and how they say it to each other. I think that the novel of crime has at center stage the issues of evil, of guilt, of suffering, of responsibility, of revenge, right, wrong, and goodness. These are central issues and concerns for most people that are in therapy. The difference is that most of my patients in working through these struggles and questing for answers to what kind of person they are and what kind of person they want to be have not committed crimes. At least serious crimes in the process. But these are still the same concerns. A change not in kind but in

degree. My work forensically is with people who have committed crimes, most often the sexual abuse of children.

I think the successful novel has a number of things in common with successful therapy. I think that one of the major effects of a successful novel is that the reader comes to care about the characters and to leave pondering the meaning of what they just read, and to re-evaluate their own thoughts and feelings about the story as if it had happened to them. How well can you encourage them to invest themselves and to make the story come alive? Can you get around their defenses, their unwillingness to experience a certain thing or consider a certain possibility? Can get you them to re-think their conclusions about what is right and wrong in a given situation? I think the crime novel can be

subversive and productive. The novel can fail the way a bad analyst can fail. The writer can be more in love with the beauty or truth of his vision or style while losing sight of how the reader can make use of it. This is like the analyst who is more concerned with the beauty of his interpretation than whether the patient is in a place to really hear and make use of that information. I like a good therapist I think a successful novel will leave the reader asking the right questions, not feeling that they have just been told what the right answers are. Ultimately I think we are the infinite number of monkeys, each offering to tell the human story. Since the dawn of time we've been telling and retelling it, trying to get at least a small portion of it right and doing so with readers who mercifully keep giving us second chances and more to do it better.

David Woods Catches Counterfeiters

(Continued from page 10)

of the line as far as earning a living as an auto mechanic. He had already worked for several dealerships, including GM, AMC and Rolls Royce, and was a top man on the line, earning the highest salary paid under the union scale. Fortunately, Woods' brother is an FBI agent. He had a friend who ran a detective agency, and this friend offered Woods a part-time job. Woods accepted.

He went from making \$350/week to making about \$30/week part-time. The investigative agency handled insurance, matrimonial and other investigative work. Meanwhile, he completed a six-month course in investigations, security and fire prevention given at La Guardia College.

The first time that Woods was sent out to obtain information about a retail operation his director sent him without any cover or scam business card. At that time, retail investigation was a new field, and consequently there were no investigative guidelines to go by. Woods got inside the assigned target company and tried to scam a manager. The manager listened for about two minutes and then pushed Woods out the door.

Woods vowed that he would never be so humiliated again. On his own, he decided to learn all that he could about the retail field. He read books and conducted scams. He had his own business cards printed up and practiced by approaching legitimate retailers. He pretended that he was a new buyer who was anxious to learn. Since the businesses he was scamming were legitimate, he received a valuable education

over time. He learned about FOBs, import-export, letters of credit, standard discounting practices and quantity buying.

This industriousness on Woods' part was to be the foundation of his success as an investigator. He knew about every level of the retail trade, from flea market to haute couture. When he fast talked business, he was improvising about something he knew intimately. Woods easily allayed a counterfeiter's doubts about himself because it did not seem possible that a private investigator could know so much about the retail business. The counterfeiter soon found out.

As trademark counterfeiting increased, so, too, did the number of investigations that Woods headed. Soon, he was promoted to director.

Woods, however, was growing increasingly concerned with the way the investigative agency was conducting business. Eventually he quit. At the time that he resigned he was conducting several investigations in the south. As a matter of professional courtesy, he called the clients for whom he was conducting the investigations and advised them of his decision to resign. He presumed that the agency would continue the investigations, but the clients would not hear of it. The clients wanted Woods to continue the investigations and conduct their seizures for them. Shortly thereafter, Woods founded Associated Investigative Services.

Paul Paradise lives in Hoboken, New Jersey. He has been published in magazines including Police and Law & Order.