

Welcome to



IAATI UK Newsletter – May 2017

I must admit, a few weeks back I would have probably conceded that collectively we appear to be losing the fight against vehicle crime. UK crime stats indicate a 16% rise on the previous year which in turn was 8% up on the previous one. These are for those actually 'recorded as stolen'. Fraud is up against lenders also, more and more vehicles are turning up across Europe identified as 'no payment/ no contact with customer' conversations with UK lenders is becoming a daily occurrence to break the bad news and send in pictures of their asset driving around or seized in places and countries it shouldn't be. The vile enabled crimes we are seeing with bike and scooter crimes in the UK are not going away and for all the people I speak to in the industry all I am hearing is the sheer volume of work to clear up the mess or the chasing around to disrupt the current threats. The UK's Government plan of austerity in policing is not only leaving our nation vulnerable to more serious crimes but is aiding criminals in that they are exploiting the fact there is too much work to manage 'lesser priority crimes' as vehicle crime is now considered. The picture does and is bleak in our sector hence the jaded feeling and knowledge it is going to get a hell of a lot worse before it gets better.

A break or time away from 12 hour days to keep up with work I am and others are involved in currently was needed. Being asked to present at INTERPOL's 1st regional conference on Vehicle Crime was such an opportunity. I flew out at the end of April to attend and with data stick and presentation in my luggage I was looking forward to highlighting to other parts of the world exactly why the UK will always be a target and why a global approach to tackle the problems we face is seriously required. Kuala Lumpur was the destination and from some other work I have been doing somewhere I was keen to explore as in excess of 25,000 UK vehicles are exported there annually. Good that I was able to tie in meeting business contacts whilst there to discuss how working with the UK could prove useful and informative to both countries.

The conference was attended by approx 70 odd delegates but I have to say how impressed I was by the 'IAATI factor' that was representing there. IAATI members from Hans Kooijman our International President to members from the UK, European, South African and Australasian chapters demonstrating the coverage we have globally. With a smaller crowd I feel it worked better and everyone made that extra effort to get involved and make the conference a success. From a jaded view to the problems before I left I have to say this was the perfect tonic to dispel any and all woes. INTERPOL and IAATI are really starting to work like hand in glove and whilst there IAATI have now started the process of setting up the IAATI Asia Chapter. Credit has to go to John O'Byrne, Hans, Martin Coyne and others for their work in this area.

A special thanks has to be given to Alex Lye, Lorela, Dato Patrick Ong and Sheehan. Collectively they were the perfect hosts and made us very welcome whilst there. These guys are not just 'IAATI' but have become great friends in a short space of time and personally I would like to thank them all for such a wonderful time. We joked that they had made it 'so good' that we are just going to have to go back in the days ahead.

Renato Schipani and Robert Frain from INTERPOL should also get a special mention for making this event happen. Both arranged a very high standard of speakers throughout from all over the globe and this global network **IS** our single biggest weapon to hunt down and disrupt the criminals with passports that are causing so much crime with vehicles across countries and continents currently. The problems are global and safe to say we are ALL adapting quickly to counter this. I would even go so far as to state within a couple of years we will have an awesome network

of dedicated individuals in every corner of the globe. IF we can achieve this the criminals will have nowhere left to run. Vehicle crime will continue although our network and response times will certainly quicken and our methods, knowledge and coverage to tackle. Our collective work is far from done but it is massively encouraging to note we have all the right pieces on the board and all the right players in the game to take the hunt to the criminals.

I managed to get a few days in Phuket, Thailand unexpectedly to just switch off, relax and turn off all emails, phone, laptop etc. Really needed after a busy week and an ever increasingly busy few months. As I sit on the plane from Dubai back to Glasgow today I have to say I'm ready to come back and fight lions.



God help us!! – Just glad we are not involved in vehicle theft or vehicle enabled crime a lion said yesterday...

The IAATI UK Conference is only a couple of weeks away now and if you haven't booked up yet please contact us as places are being booked up fast. We still have room for a maximum of 200 so there are approx 80 places left to reach this capacity number. Please don't leave it until last minute as it will avoid disappointment. It is already shaping up to be one of the busiest IAATI UK conferences in the last few years. The IAATI UK conference will be the **premier conference** talking on the subject matter and as many will already know the networking opportunities are always the best example of 'why IAATI' and why we are growing as a Chapter and pushing our motto; '**A Partnership Approach**'. No one person can tackle the problems on their own but collectively I truly believe we can and are already influencing the picture and will continue to do so.

Special Thanks – All our sponsors

I feel it is important to highlight and recognise all our sponsors that have worked with IAATI UK to make this conference the success it is looking likely to be. I know IAATI is a 'not for profit' organisation and we always have to be mindful of the relationship between the commercial sector and what 'we do' as an organisation but in this day and age of austerity it simply would not happen if we didn't have sponsors who see working with us as a vested interest for all to turning the tide of vehicle crime we are seeing. I also personally believe the UK houses some of the best solution makers in the world to the problems faced and remain apolitical if their products and services are helping in the fight.

For all attendees at the conference I would please ask you take time going around the exhibitor stands and engaging with them to find out a little more about what they do. Time and again I see vehicle theft cases and often think to myself 'this could have been avoided' if consumers were to spend a little extra on vehicle security in this day and age. There is a disconnect here though with the general public on vehicle security and many just rely on the knowledge that 'it's fitted with an alarm and immobiliser' or surely manufacturers take care of all this. As you will all know the modern criminal is more tech savvy, seriously organised and vehicle theft IS BIG BUSINESS. Current tools off internet sites that can be purchased anonymously, at a fraction of the price of modern cars are simply enabling criminals to be better equipped. You Tube videos that demonstrate how to work said kit are just making it even easier. The copy what they do in the video approach isn't helping either. 'Awareness' of the current problems going on is something I have aimed to always raise to many and it will take a whole lot more of this before consumers really get the message I feel. It will be a long road to achieve this but is achievable over the days and years ahead.

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The International Security Register – our non-cloud based secured database, certified to ISO 27001:2013 – enables us to provide accurate and insightful data analytics to law enforcement agencies, as well as to our customers, at a national and global level. Through this system, proven over 35 years, we enable all the key stakeholders – police, government, insurers, vehicle manufacturers, importers and dealers, as well as vehicle owners and members of the public - to cooperate in the fight against vehicle crime. For instance, our glass marking system, which etches a 7-digit code and the ISR 24/7 phone number into all the windows of a vehicle and is used by the motor industry to protect many well-known brands, provides police with a means by which they can immediately check the status of vehicle seen in suspicious circumstances.

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Press coverage and contacts

IAATI UK is receiving many calls from national press on the problems of late and Ken, myself and others are working well to help them understand the problems, the gadgets being encountered and where they are coming from. I truly believe some of the attacks we are seeing in the UK and Europe are the most sophisticated in the world and I don't think it will be long before other areas of the globe start to see said attack methods on their own shores.

The internet has done one thing... It has made the world a global trading zone for big business, small businesses and criminals alike. The criminals are getting very adapt in this area also and eBay appears a favourite place to sell illicit goods or stolen vehicle parts leading to further increases in vehicle slaughtering we are seeing in the UK. The solutions to curb all this are there and I am pleased to say that many of them are UK based and sponsoring the UK conference this year.

Good to hear mainstream media are starting to get involved, the more exposure of the problems the more UK Government may start to see austerity measures in our police forces and ignorance to the problems is short sighted. The UK is becoming more lawless and criminals more ruthless, with contacts from BBC, ITV Undercover reporting (Paul Connolly) and others this approach to helping these channels 'more informed' on the issues can only help us all show the true extent of the problems.

IAATI International Conference

The 65th IAATI International conference will this year be held for the first time in South Africa. The venue is Cape Town and for those able to attend or looking at the problems from a global perspective this is worth considering as a trip. Details are on the flyer below or if you need further information email me and I will be happy to put you in touch with the organising committee from the South African Chapter.



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IAATI – A Voice of force on the global circuit.

Some photos gained from the INTERPOL Conference in Kuala Lumpur. As mentioned it was good to see such representation from IAATI members globally and it is this global network that will help curb the threats and tighten the noose on those causing the problems.



(Pictures from top to bottom, Petronas Towers, Hotel Istana the venue, some of the participants, Me, Philip Oppoman from IAATI South Africa, Philip Oppoman, Hans Kooijman, Emmanuel Diakakis and Motsomai Mollo from IAATI South African Chapter and Kevin Howells from IAATI UK Chapter).



(Pictures: Mike Briggs from IAATI UK and a good few of us on an excellent night of Chinese and Karaoke with our wonderful hosts, Alex Lye, Lorela, Patrick Ong and Sheehan. Great night, great fun and great friends made. THANK YOU Kuala Lumpur, you were a blast and I'm sure we will all be returning soon).

Delegates List thus far...

Now THAT looks like the team to me that WILL determine and disrupt what we are seeing in this day and age!! Others are still booking also. 'A Partnership Approach'

Sarah	Blyth	Fraud department	Admiral Insurance
Jonathan	Evans	Theft department	Admiral Insurance
Mark	Goodyear	Theft department	Admiral Insurance
Leonard	Stevens	Fraud department	Admiral Insurance
Bill	Hurr		Ambersett Consultancy Ltd
Ray	Ford	CTO	Automotive and Insurance Solutions Group PLC
Lynden	Manning		Barclays Bank
Patrick	Betfjord	CEO	Betfjord Digital Labs
Bob	Hunter	Investigator	Black Isle Services
Philip	Andrews		Bolton Lock Company Ltd
Ian	Connelly	Investigator	CanTrack Global
Mick	Eustis	Investigator	CanTrack Global
William	Jahn	Investigator	CanTrack Global
John	Mussett	Investigator	CanTrack Global
Peter	Thompson	Managing Director	CanTrack Global
Karan	Ridgard		CDL
Chris	Boulton	Sales Support Engineer	Chronos Technology
Ian	Cotts	Account Manager	Chronos Technology
Billy	Marshall	Research Systems Engineer	Chronos Technology
Duncan	Smith	International Business Manager	Chronos Technology

David	Smith	Chairman	CITS
Richard	Grant	Head of Investigations	CMA
Greig	Macdonald	Validations Manager	CMA
Vince	Wise	Police Liaison & Training	Datatag ID Ltd
Faye	Coton	Marketing Manager	Datatag ID Ltd
Kevin	Howells	CEO	Datatag ID Ltd
Nick	Mayell	Police Liaison Officer	Datatag ID Ltd
Tony	McGinty		DVLA
Tonia	Thomas		DVLA
Paul	Gerrish		Essex Police
Richard	Baker		Fire & Investigation
Lisa	Burnett		Ford
Michelle	Henchoz	Marketing Director	Forecourt Eye
Ben	Cooper		Hafren
Matthew	Lynes		Hafren
Noel	Lowdon	Investigation Consultants	Harper Shaw
Jennifer	Atkins		Hastings Direct
Chloe	Barrett		Hastings Direct
Ian	Dowse		Hertfordshire Police
Dave	Wardell	PC	Hertfordshire Police
Barry	Fulbrooke		Hertz International
Hans	Kooijman		IAATI International President
John	O'Byrne		IAATI UK 1st VP/treasurer
Simon	Ashton		IAATI UK 2nd VP
Anne	Taylor		IAATI UK Alan Taylor Award Chairman
David	Ryan		IAATI UK Conference MC
Pete	Stanley		IAATI UK Director
Paul	Harrison		IAATI UK Director
Neil	Thomas		IAATI UK Director
Mike	Briggs		IAATI UK Director /Past President
David	Northey		IAATI UK Director/International Associate Director.
Simon	Hurr		IAATI UK Director/Past President
Simon	Hodgson		IAATI UK Photographer
Justin	Powell		IAATI UK President
Ken	German		IAATI UK Press Director
Simon	Barrett		IAATI UK Secretary
Peter	Harwood		JLR Group
Martyn	Huntley		JLR Group
Lorraine	Ellwood		Lancashire Constabulary
Simon	Copley		Lancashire Constabulary

Wayne	Hall	Vehicle examiner	Lancashire Constabulary
Scott	Williams	Vehicle examiner	Lancashire Constabulary
Martin	Coyne		Launch
Tony	Clarke		Legate Group
Dave	Woods		Legate Group
Chris	Cash		Markerstudy
Simon	Whiteman		Markerstudy
Patrick	Hopkirk		McGard
Paddy	Hopkirk		McGard
David	York	Detective Sergeant	Merseyside Police
Bruce	Woods	Senior Research Officer	National Crime Agency
Karolyn	Millard		National Crime Agency
Peter	York		National Crime Agency
Paul	Keasey	Superintendent	National Roads Policing
Clive	Harris		NFU Mutual Insurance Society
Julian	Crabbe		PANIU
Mark	Muir	PC Vehicle Crime Team	Police Scotland
Ian	McKinley		Police Scotland
Mark	Waring	Managing Director	Rennsport Classics
Romain	Fournier	Overseas Business Development	Retainagroup
Colin	Gallagher	Operations Manager	Retainagroup
Giovani	Marvulli	Data Analyst Specialist	Retainagroup
Paul	Bourne	Director	SA Investigations Ltd
Mark	Pridham	Client Relationship Manager	SA Investigations Ltd
Robert	Hare		SBD
James	Brown		Selectamark
Nick	Roach		Selectamark
Lorna	Galvin		Selectamark
Millie	Quickenden		Selectamark
Chris	Jones		SerVision UK
Darren	Walsh		serVision UK
Roger	Lanctot	Director	Strategy Analytics
Allesandro	Benzoni	Managing Director	Superba Solutions
Geoff	Newman		Surrey Police
Chris	Wesley		TER
Grant	Ferguson		The Cotswold Group
Natalie	White		The Cotswold Group
Andy	Barrs	Head of Police Liaison	Tracker
Justin	Cooper	Area Sales Manager	Tracker
Adrian	Davenport	Police Liaison Manager	Tracker

David	Wilson	Chief Operating Officer	Tracker
Will	Marsden		Vodafone Automotive
			Vodafone Automotive
			Vodafone Automotive
			Vodafone Automotive
Howard	Barron		VSST
Alicia	Baker		West MIDs Police
Hannah	Chowdhury		Worldwide Repatriation Centre
Jens	Kreiser		
David	Miller		

Closing notes

So on finishing this newsletter my view of the problems have changed. I am back confident that IAATI internationally working with organisations such as Interpol will curb the problems faced. It was apparent 'we are all the good guys' and continuing to work together, sharing knowledge and contacts is the best weapon we have. There is no better proof of 'A Partnership Approach' to what I have just encountered and with this in mind the UK Chapter of IAATI will continue to push this and continue to be a large voice on the global circuit.

The IAATI UK Board hope to see you all in just over two weeks in Loughborough so we can demonstrate the 'why' as to the UK coming up with some of the best plans and solutions to tackle the problems ahead. It is going to get worse but on reflection I couldn't think of better people, fully equipped to rise to the challenge.

ANY points, queries or questions you may have please do not hesitate to contact me directly at justinpowell@iaati.org.uk Let us further grow and work together in 2017 and continue the excellent work we did collectively in 2016.

Best regards

Justin Powell – IAATI UK President