



GUIDE

# FALL - 2025 EDITION

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GUIDON

# WELCOME FRANK V. DeANDREA, Jr. Editor-In-Chief



Welcome to the Fall 2025 issue of the PALI Guidon.

Fall is the season of change. In Greek mythology, autumn began when Persephone was abducted by Hades to be the Queen of the Underworld. In distress Persephone's mother, Demeter (the goddess of the harvest), caused all the crops on Earth to die until her daughter was allowed to return, marking spring.

As we prepare to gather for celebrations, I think it appropriate to reflect on our history and the powerful meaning behind our traditions.

We are about to celebrate Halloween and Thanksgiving. We will go to county fairs and drink apple cider and make a thousand different pumpkin recipes.

Things we do not notice during the summer suddenly become crystal clear in fall-like orange and yellow in leaves. These colors are always in a tree leaf, they are just overshadowed by the green chlorophyll. Perhaps fall teaches us to be more observant, to look past the obvious, to ask more questions. In Autumn, with the slowing and cessation of photosynthesis, the yellow and orange again are visible.

In Pennsylvania, we have a true fall where our leaves change and our seasons with them. Crisp cool morning air is present, and we are blessed with the beauty of nature.

In PALI, change occurs as the passing of the torch from one Investigative Professional of the Year to the next occurs. Congratulations to the newest laureate, an award so well deserved for sure. So regardless of if you love apple cider or pumpkin pie, take time to enjoy the beauty of the season and the changes that are taking place because before you know it, we will meet again and we will be talking about the winter season.

Without any further ado, I proudly present to you, the Fall edition 2025 of the PALI Guidon.

*Stay Safe,  
Frank*







## PRESIDENT'S CORNER: RICK CARPENTER



This was the address President Carpenter gave at the beginning of the PALI 2025 Conference  
September 29, 2025:

Dear Conference Colleagues and Attendees,

On behalf of the PALI Board of Directors, it is my pleasure to welcome you to the 2025 Pennsylvania Association of Licensed Investigators Conference, held at the renowned Hershey Lodge & Resort in Hershey, Pennsylvania. We are excited to host this year's conference in such a vibrant and welcoming location, and we anticipate an engaging and rewarding two days together.

I would like to acknowledge our exceptional conference committee chair, Eileen Law, along with Bill Everman and Marc Bourne, for their dedicated efforts in organizing what promises to be an outstanding event. We are also grateful to those who have generously donated door prizes, which will be distributed at the conclusion of the conference. Please take the time to visit our vendors and extend your appreciation to our sponsors, whose support has made this conference possible.

We have assembled an impressive lineup of speakers, vendors, and sponsors who are eager to engage with you. I encourage you to visit the vendor exhibits during breaks, and please take advantage of the opportunity to connect with our speakers, who will be available for questions at the end of each presentation and throughout the conference.

This year also marks a personal milestone for me. It is my final year serving as your President, a role that has been one of the greatest honors and privileges of my professional career. Over the past four years, I have been truly humbled to represent and serve this distinguished association. As I step down from this honored position, I am proud to continue my service to PALI as Chairman of the Board, where I look forward to working closely with our incoming President and supporting the continued growth and success of our association. The hospitality suite will once again feature an open bar for an hour and a half, followed by a cash bar, with entertainment provided by DJ Karaoke (Cocoa 4&5). Please remember to wear your ID lanyard.

I extend my heartfelt gratitude to the Board of Directors and Regional Directors for their dedication and hard work throughout the year. We look forward to the opportunities and challenges the coming year will bring.

I hope you enjoy the conference and your time in Hershey. I look forward to connecting with as many members as possible during the conference, and I encourage you to extend a warm welcome to the new members joining us.

Best regards,

Richard Carpenter  
President, Pennsylvania Association of Licensed Investigators







GUIDE

# A LETTER FROM THE CHAIRMAN OF THE BOARD EILEEN LAW STEWART



September 28, 2025

Dear Attendees:

It is with a heavy heart that I write this, what will be my last communication with you as Chairman of the Board and Conference Chair. I've been so honored to be a Charter Member of this fine organization, having served on the Board in several capacities over the last 25+ years. My husband, Stephen Stewart, and I are planning to move South. I've lived and worked in Chester County, Pennsylvania my entire life, so this will take some adjustment, I'm sure. I hope you'll stay in touch with me.

We have a great lineup of speakers whom I promise will teach you some things that you didn't realize you didn't know. Thanks to Marc Bourne, John Sancenito, Bill Everman, Jeff Stein, Michele Stuart and Jimmie Mesis for sharing their knowledge and expertise. I hope you'll like my presentation as well. One of your three gifts in the gift bag is an iron-on PALI patch to put on whatever article of clothing you choose.

We'd like to thank our vendors, Nicole Cusanelli of PI Magazine and PI Gear, John Sancenito of INA, Sean Hall, Dissembler Cameras and Bronze Sponsor, Leo Bogod of Intelhawk. Make sure you visit their booths of these dedicated people who support our organization year after year. Thanks, too, to all who donated door prizes.

Our Solicitor extraordinaire, Rita Borzillo, Esquire, has worked hard to decipher and oversee our Bylaws and Policies. Thanks to her, Frank DeAndrea and the entire Board for facilitating this. Our President, Rick Carpenter, will be concluding his term as President and stepping into the Chairman of the Board position. He's been a joy to work with and I wish him much success in his new role. Lindsay Kowalski deserves accolades for her role in keeping us on point and things running smoothly.

The hospitality suite is Monday evening after the awards banquet dinner in the Cocoa Suites from 7:30 to 11:00 p.m. Don't forget to wear your name lanyard to be served. It's always fun to let our hair down and cheer those brave souls who sing karaoke. Whether it's sharp or flat, whether you have "Friends in Low Places" or not, we like to have fun. Remember the Open Bar is one and one-half hours only, then it's a cash bar.

We're pleased to announce that we'll be back here again at the Hershey Lodge for next year's conference on September 21<sup>st</sup> and 22<sup>nd</sup>, 2026. Better yet, Bill Everman and Marc Bourne have agreed to be Co-Chairmen. I can't thank them enough for their continued assistance, support and dedication to make each year's conference better than the last. If you have suggestions for them, would like to be a speaker, sponsor or vendor, or have a topic you're interested in, please let them know.

Once again, thank you for coming and we hope it will be an enjoyable experience for you.

With Warm Regards,

Your Conference Committee:

Eileen Law ~ Conference Chair & Chairman of the Board

Bill Everman ~ Vice Chair & Director Regions 1 & 2

Marc Bourne ~ Vice Chair & Second Vice President





# ETHICS

BY: Kitty Hailey, CLI  
SME on ALL things Ethics



## THE GREAT DEBATE

### THE ETHICS OF TAKING ON A MONSTER OF A CLIENT.

The newspaper accounts make him look like a murderer: he had motive, accessibility, time and experience. He turned down a plea for five years. The jury sentenced him to life without parole. Overnight he has turned from “that monster” to “Mr. Client.” How do I handle this?

This is the situation many criminal defense investigators are faced with regularly. Family and friends question “how can you represent that scum?” You question yourself and wonder if you can do anything for this man who was convicted of killing another in the most horrific way.

These are tough decisions: should I take the job? Can I afford not to take the job? I respect the attorney but I’m not sure that the client is going to win on post-conviction appeal. What do I do?

Now is the time for the great debate

If I am fortunate enough to have a partner or colleague with whom I can talk this out I will enlist their aide. Many times I’m doing it on my own and so I have to wear both hats and argue both sides of the case, preparing for it as if I was back in college on the debate team. This is what I do:

1. I read everything possible about the case.

- a. The original police reports and interviews
- b. The media coverage
- c. The evidence collected and analyzed
- d. The pre-trial discovery motions
- e. The depositions
- f. The trial itself
- g. The jury voir dire
- h. Any post-conviction coverage in the media/on line/in the ether sphere

2. I make notes of everything positive that can be used as a basis for investigation.

3. I make notes of everything negative that will only reinforce the verdict

4. I look for:

- a. Batson material (the jury was prejudiced by being racially or ethnically 100 percent different from the client).

b. Brady material (information that was not revealed during or prior to the trial by the police or prosecutor that might affect the outcome).

c. Ineffective Assistance of Counsel (IAC) indicating that the attorney did or did not do a thorough investigation and understand the case he/she was entrusted to defend.

d. Snitches who might have received a benefit for testifying against the client.

e. Witnesses against the client who might have a reason to lie (protecting themselves or another).

f. Prior investigations done by an independent investigator or member of the legal firm.

g. Mitigation in the event that there was a historic reason for the events to have occurred.

Then I put on the hat of the prosecution and argue that the case was fairly presented and the verdict properly judged. I argue out loud all the points that make this man a heinous

**EDITOR’s NOTE:** As Ethics has NO boundaries, Kitty writes columns for me to publish in multiple Industry Newsletters that I edit. I reuse articles she has written for one interchangeably with the others because to me, just like chocolate, one can never have too much ethics.







# ETHICS

BY: Kitty Hailey, CLI  
SME on ALL things Ethics



## THE GREAT DEBATE

felon. I bring in his familial history and past crimes. I look at the police involved and their veracity. I discuss the evidence presented to the jury and how they would have viewed it. I do everything in my power to verbally prove the jury correct and the sentence just. I am talking to myself, and it is a valuable discussion.

Once I have depleted all of this information and convinced myself or my colleagues of his guilt, I take off the prosecution's mantle and put on the hat of the defense. I start from scratch and talk about the innate prejudice of the community, the unfair media coverage, and the leaked evidence that was tried in the news before it was heard in the courtroom. I look at who was on the witness list for the prosecution and who was never interviewed by the defense. Who testified and who did not? I seek rationale for others to have committed the crime, to have lied, to have fingered "Mr. Client" for their own reward. I check the

prison log to determine how often the attorney met with the client prior to the trial. I look at the original plea deals to determine if the attorney might have been taking the easy way out and not even considered the possibility of innocence. I look for the source and quantity of financial remuneration to the attorney. Was it worth his/her time to even do an investigation or was it a court appointed case to be dispatched quickly so that some money remained of the minimal retainer. I do everything in my power to verbally cast a shadow of doubt on the case that the jury has heard and rendered a verdict upon. After all, I am speaking to myself and I am a tough customer to convince.

It is this second argument that forms the basis for my investigation. If I can thoroughly, ethically and without prejudice evaluate the facts of an arrest and trial then I can honestly provide the best representation for my client. I now know the case from all sides. I no longer have a debate. I am representing a human being with the

possibility of procedural error or actual innocence who has been rendered guilty because no one looked at the entire case up until this time. I am doing my job.

The only person who loses the debate is the one who does not engage in it. While I am seeking information and evidence in this form I am also re-evaluating myself with each question; each statement. I am now prepared to be an investigator worthy of my profession.

Ethically Yours,

Kitty Hailey, CLI, has become known in the profession as The Ethicist.

She is a regular contributor to this Newsletter and can be reached for questions, guidance or comment via her website: [www.kittyhailey.com](http://www.kittyhailey.com) or by calling her at 215-574-8127.

**EDITOR'S NOTE:** As Ethics has NO boundaries, Kitty writes columns for me to publish in multiple Industry Newsletters. I reuse articles she has written for one interchangeably with the others because to me, just like chocolate, one can never have too much ethics.



# NO BULL

BY: Frank V. DeAndrea, Jr.

Many of you may be well aware that Pennsylvania is one of the largest dairy producing states in the United States.

Dairy products are Pennsylvania's number one agricultural product. It ranks number eight in the United States for milk and cheese production and number two in the United States for butter production.

The dairy industry in Pennsylvania is a two-billion dollar a year industry. What many people are unaware of is the theft that is attempted at auctions. How do you know that the prize Holstein steer you just paid \$200,000 for at auction is the one you will be walking home with? How do you know no one switched one steer for another?

For large auctions such as the Pennsylvania Farm Show, the Pennsylvania State Police train fingerprint and footwear impression experts to be able to identify Bovine Nose Prints.

The rhinarium, Also commonly called the snout, nose or muzzle, does not have friction ridge skin the way a human finger or toe print does, but the patterns of ridges, grooves and bumps on a cow's nose are a unique pattern that allow the print to be used in identification. Like fingerprints, no two nose prints (or muzzle prints) are exactly alike. These patterns are distinct to each individual cow and steer and remain unchanged throughout its life.

A cow's muzzle, or planum nasolabiale, has a textured surface made of keratinized skin. This surface is kept moist by secretions from glands under the surface that create the bumps, ridges and grooves. This unique pattern has long been used by farmers, forensic specialists to identify individual cattle for breed registration and ownership.

And that's No Bull!





# 2025 James P. Carino Investigative Professional of the Year Award Criteria

**A candidate for the award must:**

**Be a current PALI Member in good standing.**

**Have been a PALI member for one full year.**

**(There may be limited exceptions to the full year qualifier)**

**Can be nominated by another PALI member**

**Can nominate themselves.**

**The reason for the nomination must be VERIFIABLE.**

**The reason for the nomination does not have a time frame.**

**The reason for the nomination does not need to be investigation or security service related.**

**Reasons for nomination could be:**

**1) Investigation or security service related**

**2) Contribution for the betterment of the PI or security professions**

**3) Contribution for the betterment of PALI**

**4) An individuals act in the community.**

**(i.e. saved a life, helped a fellow human being, benefited a community or organization)**

**5) Exceptional or outstanding action to benefit another/others**

**(i.e. The nominee's actions, solely, convicted a criminal or cleared a wrongfully convicted person, prevented a crime, tragedy, or catastrophe)**

**6) Open to other unknown considerations as decided by the committee and the Board.**





UNION

2025 James P. Carino  
Investigative Professional  
of the Year Award  
Russell Kolins





# Congratulations RUSS KOLINS

Sometimes, things just scream:  
“It's the right thing to do!”

Such was the case with this year's recipient for the James P. Carino Investigative Professional of the Year Award.

So much so, that although there were multiple nominations, the selection board voted unanimously to select Russ.

Equally, this year, Russ had multiple nominations, perhaps because his accomplishments were too much for just a single nomination.

The Committee consensus was that for all of the nominations submitted in 2025, in the area of contribution for the betterment of the PI or Security Professions, Russ was the clear winner.

A “must read” The nominations, and all a few of Russ's accomplishments follow.

Russ joins the ranks of the recipients before him beginning with: Eileen Law, Chris Finley, Jeff Stein, John Sancenito, Bill Everman, Sandy and Frank DeAndrea and Marc Bourne.

## **PALI NOMINATING MEMBER: Frank V. DeAndrea, Jr.**

*I have known Russ Kolins for my entire career as a Private Investigator, During this time, I have respectfully admired Russ's constant engagement and involvement in making not only himself, PALI, INTELLINET, ASIS international, and countless other professional organizations that he belongs to, is on the board of directors for, has received awards and special recognition from and is a lifetime member or simply a member of look good, but also for making the entire industry shine. Many people try to uphold a standard of excellence; Russ is the standard.*

*I have attended many lectures that Russ has presented, and his topics are always over the top informative and useful. Russ's website lists his areas of expertise, some of which are: Security, Dram Shop, Risk Assessment, Vulnerability Assessment, Threat Assessment, Crowd Control, Hospitality and Commercial Security, Risk Management, Facility Physical Security Design, CPTED Practitioner, Security Management and Inspections, Premises Liability, Civil Liability, Nightclub and Bar Security, Hotel, Motel, and Resort Security, Security Surveys, Negligent Security, Liquor Liability, Bar Operations, Alcohol Service Standards, Restaurant Security, Casino/Gaming Security, Liquor Store Security, Special Event Security, Standards of Care (Alcohol), Alcohol Use Reduction, Liquor Code Violation Avoidance, Server / Seller Training, Intoxication Identification Responsible Patron Management.*



*The man has more degrees than a thermometer.*

*I provide this not-all-inclusive list to show that Russ is an expert in areas most people have never heard of.*

*Russ's list of professional clients is truly a who's who of the world.*

*He has shown himself to be an incredible asset to PALI, Assessments, Premises Liability, Security Inspections and Civil Liability. Russ also became a Certified Criminal Defense Investigator (CCDI). He is responsible for the release of four innocent men who were wrongly convicted and received the death penalty or life imprisonment. He handled each of those matters pro-bono.*

*Russ was retained independently as a Security Consultant by the owner-operators of a chain of motels on the East coast to conduct Risk Assessments, Design Safety and Security Policies as well as train personnel on security procedures. Russ, trained and experienced in the hospitality industry, became the owner-operator of a bar and nightclub in New Jersey where he was responsible for writing policies and procedures and training management, servers and security staff. He became a certified instructor in TAM (Techniques of Alcohol Management) and TIPS (Training for Intervention Procedures), two nationally recognized responsible alcohol management programs. Russ is also a graduate of Indiana University's Borkenstein Justice Institute for Alcohol Testing and Analysis for Litigation, as well as Criminal Justice and Legal Affairs Departments on Alcohol Testing and Effects.*

*Both before and after earning his degree, he trained and earned numerous certifications in security, liquor liability, premises liability and crowd control. He is dedicated and active in ASIS International, International Association of Venue Managers, International Association of Professional Security Consultants and International Association for Healthcare Security and Safety where he exchanges knowledge and experience with peers. Russ served on the prestigious ASIS International Hospitality, Entertainment and Tourism Council of which he was elected Chairman for three terms. He also served on the Board of Directors of the ASIS International Crime and Loss Prevention Council. Russ proudly serves on the Advisory Board of the Florida Association of Private Investigators (FAPI).*

*Russ is a trusted industry teacher, trainer, educator and consultant to some of the largest Nightclub Entertainment Venues, Country Clubs, Resorts and Hotel/Motel, commercial businesses. He is often called to lecture to his peers and has been a mentor to veterans and law enforcement officers desiring to make the transition from the public to the private sector. He has consulted with scores of plaintiff and defense lawyers as either a consulting expert or litigation expert. He has been court qualified as an expert witness for negligent security, liquor liability, premises liability, bar/nightclub operations, excessive force, hospitality, security management and crime prevention.*





*This designation was earned from decades of education, training and experience. Russ serves on the faculty at The University of Louisville, Department of Criminal Justice Southern Police Institute where he teaches CPTED to federal, state and local officials, law enforcement officers and upper management security professionals.*

*When most people are hanging up their gloves and taking down their shingle, he is still in the ring, fighting. Russ not only speaks on all of the areas of expertise he has amassed, but he also teaches private investigators how to become an expert. His lectures on this topic should be on every persons "Must Attend" list.*

*If you look up the definition of a professional Private Investigator and of an expert witness, it will be Russ's photo in the dictionary as the example.*

*He is a consummate professional, but perhaps his greatest asset is that he is selflessly a mentor to hundreds if not thousands of private investigators and law enforcement professionals. He gives his knowledge away freely so that others can succeed in the industry and do good.*

*I am proud to call Russ a friend and a mentor. Russ is the epitome of a gentleman and professional. He is a class act and his altruistic approach to helping others in the industry, as well as all those who are in need are worthy of notice by PALI, his state organization.*

*I can think of no other individual more deserving of the 2025 James P. Carino Investigative Professional of the Year award than Russel Kolins.*

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**PALI NOMINATING MEMBER: Jeff Stein**

*I am forwarding something someone had forwarded to me previously about Russ, this way, I don't have to reinvent the verbiage.*

*Jeff Stein*

*it is with great pride that I submit Russ Kolins of Kolins' Security Group to be nominated for the James P. Carino Investigator of the year award.*

*To go further, I would like to give you a little slice of my background. I began my career with the Philadelphia Police Department at the age of 20, in 1969. I worked 11 years in uniform, mostly patrolling areas in North Philadelphia. I was promoted to Detective in 1981, and was assigned to the East Division for 8 years, and then transferred to the Homicide Unit. After 6 years working homicide investigations, and with 25 years with the Philadelphia PD, I was hired by the Camden County Prosecutors Office, where I worked in the Homicide Unit, Child Abuse Unit, Major Crimes Unit, Special Prosecutions Unit, and also the unit supervisor of the Insurance Fraud Unit, and participated in multi-jurisdictional investigations with the FBI, US Marshal's Office, and State Police in Pennsylvania and New Jersey. I retired after 16 years of employment with that organization, and shortly after became a licensed Private Detective in Montgomery County.*



*During my law enforcement career, I crossed paths with many Private Investigators, who were working on the defense side of cases. In those many years, the name Russ Kolins' was always associated with the epitome of trust, integrity, dogged detective skills, and leaving no question unanswered as to the TRUTH of each and every case that he investigated. In doing so, Russ has always been able to bridge the gap of trust between communications with law enforcement, and the Defense itself; often being the catalyst for investigators, prosecutors, and Judges to review his findings, and leading to acquittal, release and/or exoneration in numerous cases. To this day, he is regarding even higher on both sides of the criminal justice aisle; again viewed with the highest degree of integrity. The reason being - Russ Kolins' has also been the consummate Detective - the seeker of truth, and worked at increasing his knowledge at anything he takes on, and then, rather than keeping for himself, he educates others to what he has learned.*

*In his mid-seventies, when most are retired, Russ never misses a beat when it comes to his commitment to investigation. Over the past year we have dealt with Covid, civil unrest, and National turmoil. None of those things deterred him from continuing his work. When a Philadelphia Police Inspector was arrested for allegedly assaulting a rioter, last year, it was Russ Kolins' who voluntarily stepped up and provided the investigative services of his entire working staff to properly and impartially investigate this matter. Rather than the Philadelphia Police Department studying the frame by frame camera footage of the entire event, interviewing all witnesses, and conducting an in depth investigation, Inspector Joseph Bologna was quickly arrested for a crime he never committed. In spite of Inspector Bologna's case being dismissed twice in a court of law, he has been re-arrested, and awaits yet another Court Hearing.*

*Something else to add is that Russ not only investigated each and every detail of the above matter, he conducted an investigative analysis into the rioting, burning, looting, assaults, robberies, and the Police response in several areas of downtown Philadelphia, particularly focusing on crowd control and deployment of law enforcement. He goes above and beyond in anything he takes on.*

*In the past, Russ was also hired as an expert in the Pulse Nightclub, and Mandalay Bay mass murder cases, and in spite of carrying a beyond full time work load as a security expert, finds time to give back to others in what he has learned in his 52 years as an investigator. He is on the faculty of The Southern Police Institute, and teaches at The University of Louisville, Louisville, Kentucky, where he is an instructor in Crime Prevention Through Environmental Design. He also flies around other parts of the Country training at Police Academy's, most recently at The South Dakota Police Academy located in Aberdeen, Dakota.*

*I could go on and on at who Russ Kolins' is, his accomplishments, and how is deserving of this award. In short, he is and will forever be the consummate Licensed Investigator, and the foundation that he stands as the expert in safety and security - globally.*

*I have submitted his Curriculum Vitae for your review. Please contact me if you require anything further regarding his nomination. Please let me know that you received this email.*

*With Gratitude and Appreciation,*

**Chuck Bentham**







# PALI MEMBER SPOTLIGHT- RULES

The Guidon allow for a PALI member spotlighted for her/his accomplishments in the law enforcement /private investigative world.

Members are able to forward suggestions of other PALI members they feel should be in the “Spotlight” following these simple rules:

1 – NO SELF SUBMISSIONS

2 – Submitting member must be a member of PALI in good standing.

3 – SPOTLIGHT member must be a member of PALI in good standing.

4 – Submission shall include a brief, 750 words or less, BIO of the candidate that does NOT list every school, training, or good deed.

The BIO should capture what the MEMBER has done that has changed the way PALI or the private investigation industry or law enforcement does business or capture what makes the candidate worthy of spotlighting. Think big picture.

Members desiring to submit a “Spotlight Article” on another member, complete with photos should send it to the Editor-In-Chief, Frank@DeAndrea.biz. All newsletter policy requirements shall be applicable.

To review the newsletter policy go to <https://pali.org/pali-policies/>



“YESTERDAY I WAS CLEVER SO I WANTED TO CHANGE THE  
WORLD. TODAY I AM WISE SO I AM CHANGING MYSELF.”

—AUTHOR UNKNOWN





# PALI

## MEMBER SPOTLIGHT-

### RUSSELL “RUSS” KOLINS

**NOMINATING MEMBER: FRANK V. DeANDREA, Jr.**

The rules of PALI’s “Member Spotlight” are simple: Submission shall include a brief, 750 words or less, BIO of the candidate that does NOT list every school, training, or good deed.

When I wrote those rules in 2022 I must have had Russ Kolins in mind because if I started to write every school, training and good deed Russ attended and performed, we would crash the internet! Conversely, it is nearly impossible to speak of Russ Kolins in 750 words or less.

I have submitted Russ to be selected as the PALI Member Spotlight partly because after several nominations, he has been selected by unanimous vote, as the PALI Investigative Professional of the Year, partly because when Sandy and I go anywhere in the United States, as soon as Investigators and attorneys learn we are from Pennsylvania, we are asked, “Do you know Russ Kolins?!” and mostly because, there are few investigative professionals as deserving of this spotlight, as Russel “Russ” Kolins.

Sandy and I started in the private investigation business because of Jeff Stein. If it were not for him, we would not be private investigators. I look up to Jeff and he has been my sounding board for many situations, circumstances, and dilemmas in the industry. He is a mentor, a confidant and a friend. There are a few PI’s that Jeff always speaks of in the highest regards. And like E.F. Hutton, when Jeff Stein speaks, people listen. So when I would hear the name “Russ Kolins” over and over again it stuck as a person I wanted to get to know. And get to know Russ I did.

Russ is the calm, quiet type of man who you can tell you do not want to cross. He commands the room with his mere presence. If Jeff Stein is like E.F. Hutton, Russ Kolins IS E.F. Hutton. As a matter of fact, the saying in Philadelphia is: “When Russ Kolins talks E.F. Hutton listens!” and if you go anywhere where Russ is, you will quickly learn when he speaks, everyone listens.

I am not going to belabor this article with the awards and schools Russ has received and attended because he has more degrees than a thermometer and that is part of the nominations that are published in this newsletter befitting of the award recipient.

What I am going to tell you is the back story. The human side. The part that makes you want to know Russ and the part that will make you appreciate him even more.

Many of us know Russ from conferences or because he is the world renowned and I mean WORLD renowned expert in risk management, risk assessments, premises liability, security inspections and civil liability. Behind the polished expert who lectures, teaches, educates, consults and instructs, Russ is a family man. A loving husband, grandson, son, father and grandfather.







Russ followed in his mother's footsteps, Sophia Bell Girtten Kolins, who was in the United States Army in WWII, and he joined the United States Marines. If you know anything about the United States military, you know that once a Marine, always a Marine. But even in the military, Russ was a Marine's Marine!

Russ is always the first to volunteer and even faster to open his wallet. He has donated thousands of dollars to charities and associations and perhaps hundreds of thousands of dollars' worth of his time. As a Certified Criminal Defense Investigator (CCDI), Russ is responsible for the release of four innocent men who were wrongly convicted and received the death penalty or life imprisonment. He handled each of those matters pro-bono.

One of these "freed" men was Andrew Swainson. In March of 2023, Andrew spoke at the INTELNET Conference in Orlando Florida at the awards banquet where Russ was receiving the Intellent Special Recognition Award. In a moving speech, Andrew, who at the time was serving a life sentence for murder explained how he "Feared for Russell's safety as Russell was walking the streets of Philadelphia interviewing dangerous people." It is not often you hear a man who is serving a life sentence for murder tell you he fears anything, yet alone the safety of another man.

When Russ spoke after Andrew, Russ quietly explained he was a United States Marine, had no fear walking the streets of Philadelphia, and did what he needed to do because it was the right thing and needed to be done. No pomp and circumstance, no request for grandeur or notoriety, just a smile and a cavalier attitude like: "I only did what anyone else would do."

He was simply "A United States Marine." Truth be told, Russ is a Vietnam War Veteran who received several awards. One such citation, for the Navy Commendation Medal was earned for his performance under intense hostile mortar fire during a helicopter evacuation of wounded Marines.

In the words of the citation:

**"COMPLETELY DISREGARDING HIS OWN SAFETY, CORPORAL KOLINS POSITIONED HIMSELF IN THE LANDING ZONE, EXPOSED TO ENEMY FIRE AND ASSISTED THE CASUALTIES ABOARD MEDICAL EVACUATION AIRCRAFT. DISREGARDING THE HOSTILE ROUNDS IMPACTING NEARBY, HE FEARLESSLY CONTINUED THIS HEROIC COURSE OF ACTION UNTIL ALL OF HIS INJURED COMRADES HAD BEEN REMOVED FROM THE HAZARDOUS AREA."**

Russ is incredibly humble and always the mild-mannered, quiet polite person in the room. You would not know he is the Nation's expert on security and risk assessments, until you speak with him. As soon as Russ begins to speak on the topic of being an expert, everything you thought you knew goes out the window. Regardless of if you spent three or thirty years in the business, regardless of just how much you thought you knew, when Russ begins to speak, you recognize you are in the company of greatness.

Sandy and I are now CPTED certified because once, at a FAPI conference in 2025, Russ spoke on CPTED and told the room it is important, and everyone should be trained in it. If Warren Buffet were to give you a stock tip, I hope you will be smart enough to take it. If Russ Kolins gives you a private investigation tip, I hope you are equally as smart.

In 1969, after returning from fighting in the Vietnam war, Russ founded the Kolins Security Group. He holds a Bachelor of Science Degree in Security Management and specialized in the defense industry during the first two decades of his practice, undergoing extensive training and education in the fields of Risk Management, Risk Assessments, Premises Liability, Security Inspections, and Civil Liability.

In August 2023, Russ married his love Wendy Handler, at a grand event at the Philadelphia Hilton. In perfect Russ fashion, the magnificent wedding was complete with a Mummers string band! If you are fortunate enough to track Russ and Wendy down, as their travel calendar is always full and often they reply to your text from faraway lands, when you speak with Russ, you learn his most cherished awards are his wife and family. Spend any amount of time with him and Wendy, and you will see it firsthand. The love and admiration he shows her is rare and speaks to the man that he is. Russ is blessed to have Wendy at his side, and he knows it and shows it.

I consider myself incredibly fortunate to have attended Russ's talks, to have spent time in his company and to have the opportunity to learn from him. Equally, I am privileged to have Russ and Wendy in my speed dial. Full disclosure, I had some help gathering the photos for this Member Spotlight although I will never reveal my source!

Congratulations Russ on receiving the 2025 PALI Investigative Professional of the Year Award. I am proud to be one of the two members who nominated you for the honor. As a recipient myself, I feel the award has become that much more prestigious because you now are also a laureate.

**SEMPER FI MARINE!**

**SOME PEOPLE WONDER ALL THEIR LIVES  
IF THEY'VE MADE A DIFFERENCE.**

**THE MARINES DON'T HAVE THAT  
PROBLEM.**

*- Ronald Reagan*





# PALI MEMBER SPOTLIGHT- RUSSELL "RUSS" KOLINS

RIGHT: RUSS'S  
MOM  
SOPHIA BELLE  
GIRTEN KOLINS



LEFT: RUSS - 17  
AND HIS GRAND  
PARENTS



ABOVE: WENDY AND RUSS IN AMSTERDAM  
2025

For Service In Vietnam:

## **Ex-Marine Earns 2 Medals**

A Pennsauken veteran of the Marine Corps has been awarded the Navy Commendation Medal and the Navy Achievement Medal for service in Vietnam.

Russell Kolins, son of Mr. and Mrs. Herb Kolins, of 3912 Sharon Avenue, who was discharged as a sergeant last July, recently received the awards, both with Combat V's, in special ceremonies.

The Navy Commendation Medal was earned for his performance under intense hostile mortar fire during a helicopter evacuation of wounded Marines. At the time, Kolins was serving with the Intelligence Service, Fourth Marine Battalion, Third Marine Division.

In the words of the citation, "Completely disregarding his own safety, Corporal Kolins positioned himself in the landing zone, exposed to enemy fire and assisted the casualties aboard medical evacuation aircraft.

"Disregarding the hostile rounds impacting nearby, he fearlessly continued this heroic course of action until all of his injured comrades had been removed from the hazardous area."

The Navy Achievement Medal was earned by Kolins for his service with the headquarters company in connection with combat operations against the enemy from March 4 to May 8, 1968.



**Russell Kolins**

The citation states that "as the intelligence assistant, he displayed outstanding professionalism and initiative despite extremely adverse conditions and difficulties of combat environment. Distinguishing himself by his consistently high level of efficiency, he materially enhanced the operational effectiveness of his unit."

A 1964 graduate of Pennsauken High School, Kolins attended Trenton State and Temple University before entering the Marines. He is presently continuing his studies at Camden County College.

ABOVE: HOMETOWN NEWSPAPER OF  
CORPORAL KOLINS' TWO CITATIONS:  
NAVY COMMENDATION MEDAL AND  
THE NAVY ACHIEVEMENT MEDAL



RUSSELL "RUSS" KOLINS

LEFT: RUSS STILL CLIMBING INTO  
HELICOPTERS 50+ YEARS LATER!



PALI  
MEMBER SPOTLIGHT-  
RUSSELL "RUSS" KOLINS



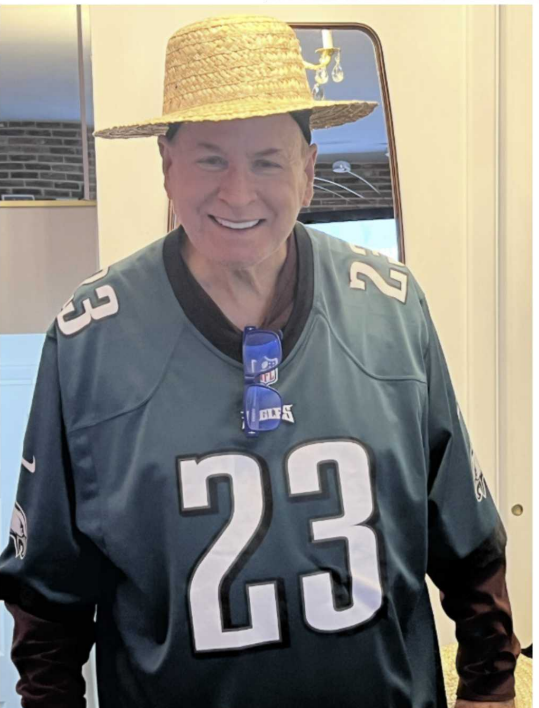
LEFT: RUSS POSING WITH ANDREW SWAINSON 2023



ABOVE: MUMMERS STRING BAND AT WENDY & RUSS'S WEDDING - 2023



RUSS & WENDY KOLINS







# PALI BYLAWS & POLICIES UPDATE

## PALI BYLAWS

As you may be aware, the PALI board of directors has been working for the past year on updating the bylaws and creating a PALI policy manual. A copy of the updated bylaws was emailed to every full member of PALI in August 2025. The vote was in favor of approving the updated bylaws. These bylaws are now available to read on the PALI website. I strongly urge all members to read and be knowledgeable of the bylaws of any organization or association you belong to.

A little over a year ago, The Chair of the Board of Directors approached me and said with my knowledge and expertise in writing policies and procedures, would I consider working on updating PALI's bylaws. The task was taken on many times in the past but never completed. With the full support of Eileen Law and President Rick Carpenter, I took on the challenge.

Rewriting bylaws is not an easy task. There is a lengthy and detailed process that goes into conducting and undertaking such a task. First is the research phase where old bylaws of the association are attempted to be located and reviewed and along with that is the research as to what other similar associations are doing.

The draft phase is next where a small group of dedicated individuals takes time to methodically put on paper what they believe will best serve the association and the members taking into consideration current industry best practices. After the draft is completed, it is sent to the full board to be reviewed and considered and then, a discussion is held, and suggested changes are made. More discussion and after all changes and opinions are heard, a vote takes place.

Once the bylaws are accepted in draft by the full board of directors, they are sent to PALI legal counsel for review. PALI legal counsel returns them with suggested changes and questions. They are reviewed and updated again and then, after a final review by PALI legal counsel, they are sent to the full membership for a vote.

As the author of the bylaws, I am proud to have been able to take part in this project.

I am very appreciative of the full board of directors' efforts in getting this task completed. It is the work of the full board that allowed this task to become a reality. We can all be proud that the bylaws have been updated under our watch.

I look forward to this document steering PALI for years to come.





# PALI BYLAWS & POLICIES UPDATE

## PALI POLICY MANUAL

Not to rest on the laurels of a task well done, a complete policy manual was also needed for PALI. If you think writing bylaws is daunting, you should try to write policies. The process of writing policies is not rocket science, it is just time consuming.

Here are the steps taken to create the PALI policy manual:

First, The Chair of the board of directors made the request. I looked at it as an honor to be able to write the draft policy manual for PALI.

I researched the normal policies the federal government likes to see when reviewing a 501c3 or 501c6 status along with my knowledge of the important policies for a business to have. Policies such as ethics, core values, roles and responsibilities, committees, records retention, whistle blower protection, discrimination, complaints, investigations, discipline, budget, finance and audits, conflict of interests, newsletter and listserv.

Next, sample policies from others I have written along with others from other state and municipal agencies were reviewed. A draft policy is then created trying to best meld what is being used by other agencies and what will work for PALI.

Once the drafts were created, the president assigned one policy to each board of director. The directors were all tasked with forming their own committee from the membership and collectively, reviewing the draft policy and using whatever they saw fit to create their draft. The drafts I created were never expected to remain intact; they were simply the catalyst for the Board and committee members to use to get started. Some of the policy drafts remained partially intact, others were totally replaced with what that committee felt would best serve the Association.

The next step was for the draft policy's to be reviewed by PALI legal counsel. If you thought Attorney Borzillo was busy with the bylaws, you can only imagine what it was like for her to review 15 different policies. As always, here review was exactly what you would expect from a law school professor. It is amazing what you can learn simply by asking Attorney Borzillo to review your document. She is nothing short of amazing.

Once returned complete with comments and suggestions, the documents are now in the final review stage. The suggestions from PALI legal counsel will be reviewed and the updated documents will go to the full board for review and vote. I am cautiously optimistic that by the December 2025 newsletter, you will have the update on the final documents. and these needed policies will be available on the PALI website.

It was indeed an honor to be asked to write the policy manual for PALI. My thanks to President Carpenter for making sure this critical piece of governance is complete.





GUIDON

# SAVE THE DATE

## 2026 PALI CONFERENCE

HERSHEY LODGE, HERSHEY PA  
September 21st and 22nd, 2026

**The 2026 PALI conference will be back  
at the Hershey Lodge Resort  
September 21 and 22, 2026.**

2026

# September

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7 <small>Labor Day</small>	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

**Mark your calendars and plan to attend.  
Watch your email for details.**



# Don't Forget To VOTE!

**The Election of Officers Policy.** This policy spells out things such as qualifications, terms, opening the floor for nominations and who may vote as well as the process and adds transparency to the entire process.

The policy spells out that the President shall open the nomination period on the second Sunday of November at 12:00 AM (midnight) and keep nominations open for seven consecutive days, closing at 11:59 PM on the following Saturday.

The time is now to start thinking of who you will support for PALI Officers. and mark your calendars for the second Sunday in November at midnight when the nominations open.

All elected officer positions of the Association, President, First Vice President, Second Vice President, Secretary, Treasurer, six (6) Regional Directors, and three (3) Directors at Large shall be open for nominations.

In accordance with the bylaws, President Carpenter shall become the Chairman of the Board of Directors.

The Chairperson position is filled by the immediate past-President of the Association when their term of President is over and shall remain Chairperson for as long as they are the immediate past-President.

Watch your emails for the opening of the nominations!!

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**TAKING ON A CHALLENGE IS A LOT LIKE RIDING A HORSE, ISN'T IT?  
IF YOU'RE COMFORTABLE WHILE YOU'RE DOING IT,  
YOU'RE PROBABLY DOING IT WRONG.  
-TED LASSO-**







**GUIDON**

# **CURRENT PALI BOARD OF DIRECTORS**

**CHAIRMAN OF THE BOARD - EILEEN LAW**

**PRESIDENT - RICHARD CARPENTER**

**FIRST VICE-PRESIDENT - SANDRA DEANDREA**

**SECOND VICE PRESIDENT - MARC BOURNE**

**SECRETARY - FRANK V. DEANDREA, JR.**

**TREASURER - DENNIS EBERLY**

**LEGAL COUNSEL - RITA K. BORZILLO, ESQ.**

**EXECUTIVE SECRETARY - LINDSAY KOWALSKI**

## **REGIONAL DIRECTORS**

**REGION 1 - ALEX SOUTOS**

**REGION 2 - ADAM NOWICKI**

**REGION 3 - DAN BENNY**

**REGION 4 - SCOTT WARNER**

**REGION 5 - GEORGE GALOVICH**

**REGION 6 - DANIEL BENNY**

## **DIRECTORS AT LARGE**

**REGIONS 1 & 2 - WILLIAM EVERMAN**

**REGIONS 3 & 4 - SEAN HALL**

**REGIONS 5 & 6 - REVEREND ED GRAY**





# THANK YOU Astro Physics, Photons, Dog Years, and the Importance of Now By: FRANK V. DeANDREA, Jr.



And just like that, it's gone...

We spend a lifetime working, making money, saving, raising our children so that we can send them off to school with the hope that they will lead a better life than the one we have. Hours, days, weeks, months, and years we toil and teach.

We start when they are little with how to feed themselves, how to tie their shoes, responsibility, trust, honesty. We build on these lessons through the years hoping that we will instill positive values that they will carry with them when they are old enough to be on their own hoping they will learn from our examples.

Every step, every birthday, every new first day of school, every milestone, we are there. Smiling, crying, cheering from the bleachers, clapping from the audience. And then, one day, just like that, it's over.

I have been blessed with six amazing children. Each wonderful and special in their own way. Each so very different and yet so much the same. All young adults. So why then, after sending five of them off to "Storm the castle" was sending my baby off to college so hard?

Thirteen years ago, I took a picture of her boarding the school bus on the first day of kindergarten. I cursed that yellow monster. She stood there, smiling, with a backpack that hung halfway down her rear end, the front fender of the bus taller than she was.

Here is what I wrote to her:

*My dear little girl, today I cried as you stepped onto that bus. I wish there was a way I could keep you young and innocent protecting you forever, but alas, I cannot; as such, I can only hope that you remember what I have taught you. To you this bus is adventure and freedom but to me, this bus is my Kryptonite. I am powerless to stop it from taking you away from me and hence you from growing up. This bus is your portal to the world, and I dread not being with you every second to hold your hand. Soon I will no longer be the strongest man in the world, the only man you ever loved and the person who knows everything. My invincibility shall fade, and my superhero powers diminish. As you grow you shall forget what it was like when your world revolved around me so I think it important for you to know my world will always revolve around you and keeping you safe. My love is infinite and unconditional. You shall always be your Daddy's Little Girl.*

*If you are ever afraid, think of what Winney the Pooh said: "If ever there is tomorrow when we are not together... There is something you must always remember. You are braver than you believe, stronger than you seem, and smarter than you think. But the most important thing is, even if we're apart, I'll always be with you." I love you, Daddy*





continued...

And then one day, all you have left are memories, and the times we really lived.

Maybe it's me getting older. Maybe it's the "Empty Nest" syndrome. I am not sure the cause, but I know that I find myself pondering a lot. I stopped to do the math and calculate just how special my child, any child, any person actually is.

So I did math, going back 1000 years to show just how special each person actually is. If an average generation is 25 years, then there would be 40 generations in 1000 years. This is how many parents and grandparents had to come together for you to be here. The math is staggering. Ready?

2- Parents, 4- Grand Parents, 8- 1<sup>st</sup> Great Grand Parents, 16- 2<sup>nd</sup> Great Grand Parents, 32- 3<sup>rd</sup> Great Grand Parents, 64- 4<sup>th</sup> Great Grand Parents, 128- 5<sup>th</sup> Great Grand Parents, 256- 6<sup>th</sup> Great Grand Parents, 512- 7<sup>th</sup> Great Grand Parents, 1,024- 8<sup>th</sup> Great Grand Parents, 2,048- 9<sup>th</sup> Great Grand Parents, 4,096- 10<sup>th</sup> Great Grand Parents, 8,192- 11<sup>th</sup> Great Grand Parents, 16,384- 12<sup>th</sup> Great Grand Parents, 32,768- 13<sup>th</sup> Great Grand Parents, 65,536- 14<sup>th</sup> Great Grand Parents, 131,072- 15<sup>th</sup> Great Grand Parents, 262,144- 16<sup>th</sup> Great Grand Parents, 524,288- 17<sup>th</sup> Great Grand Parents, 1,048,576- 18<sup>th</sup> Great Grand Parents, 2,097,152- 19<sup>th</sup> Great Grand Parents, 4,194,304- 20<sup>th</sup> Great Grand Parents. But Wait. Now you have to add them all up.

$2+4+8+16+32+64+128+256+512+1,024+2,048+4,096+8,192+16,384+32,768+65,536+131,072+262,144+524,288+1,048,576+2,097,152+4,194,304=8,388,606!$

Let that sink in a second. Eight Million, Three Hundred Eighty-eight thousand, six hundred and six people had to meet and come together for your child, or any person in this world to have been born in this generation. And that is only going back 20 generations, 500 years, to 1525 AD. If only ONE of those people did not do their part, did not meet their partner, you would NOT be born! So the next time you are feeling "not so special" just do the math.

Realizing how special I am, I also recognize how important it is to pay tribute to the people who have not only made me, but helped mold me into who I am.

I am grateful that my father taught me the important things in life. He remains my best friend. And for my sons who have shared countless hours by my side. Thanks for your time.

To the women in my life who have woven my "life tapestry" into the shining guidon I am today, my mother in heaven, my sisters and daughters, Karen Salmansohn and Joyce Mathews thank you. For seeing something in me that often I do not. For raising me, teaching me, listening to me, trusting in me and loving me, Happy Birthday Joyce Mathews.

To my wife, Sandy, the greatest investigator I have ever met. For loving me, believing in me, for never allowing me to rest on my laurels and for being my best friend.

Thank you, members and readers, for all that you do to make this world a better place. Remember, we have no idea what problems other people may be dealing with so be kind and check in on your friends. If you see someone having a problem, remind them of how special they are!

*Stay Safe,  
Frank*



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## **MEMBERS LINK TO SOCIAL MEDIA**

**PALI MEMBERS,**

**HELP YOUR ORGANIZATION GROW.**

**POST THE LINK TO THE NEWSLETTER TO YOUR SOCIAL MEDIA ACCOUNTS.**

**LINK IT TO FACEBOOK, LINKEDIN AND YOUR WEBSITE.**

**PLACE A LINK TO THE PALI WEBSITE ON YOUR EMAIL SIGNATURE.**

**DRIVE FRIENDS, CO-WORKERS AND POTENTIAL CLIENTS TO PALI.**

**SUBMIT ARTICLES, PHOTOS AND STORIES TO THE NEWSLETTER AND THEN  
SHARE THEM.**

**TOGETHER WE CAN INCREASE MEMBERSHIP AND CREATE NEW BUSINESS.**

**SPREAD THE WORD - SHARE THE LINK**

**[WWW.PALI.ORG/NEWSLETTER](http://WWW.PALI.ORG/NEWSLETTER)**

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