

EAVESDROPPING DETECTION
with Counterespionage Consulting
FOR BUSINESS & GOVERNMENT



2009
30+ YEARS ~ ONE SPECIALTY

Protecting...

- Boardrooms
- executive suites
- trading floors
- conference rooms
- vehicles and aircraft
- corporate apartments
- executive home offices
- off-site business meetings

With advanced technology...

- Real Time Spectrum Analysis (RTSASM)
- Digital Surveillance Location Analysis (DSLSM)
- Thermal Emissions Spectrum Analysis (TESASM)
- WLAN - Security & Compliance Audits (WSCASM)
- Radio Reconnaissance Spectrum Analysis (RRSASM)

Multinational TSCM program management for corporations.

Our services are available directly throughout the Americas and European Union; elsewhere, via our *personally vetted* network of local associates.

Inquiries about eavesdropping audits and counterespionage consulting services are invited from corporate, government and professional entities.

Murray Associates is classified by US Government regulations for Federal procurement purposes as a Small-Business Professional Consulting Firm.





INTRODUCTION



P.S.
Please be sure to contact me directly if this booklet does not answer all your questions, and to receive a custom quotation for your assignment.

Thank you for requesting information about how we can help solve your privacy concerns. Although we are not there to answer your questions in person, we look forward to meeting you during your assignment.

Until then, this booklet will do an excellent job of introducing us. It answers the most often asked questions about who we are, what we do, and why we are so successful at it. It gives you reassurance that privacy invasion is not inevitable — and a plan of action.

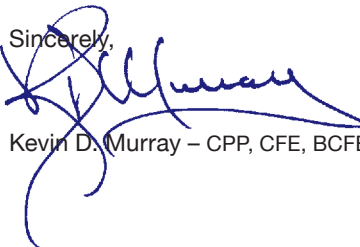
In the next few minutes you will learn why:

- corporate security directors
 - professional security consultants
 - &
 - private investigators
- use our services more often than those of any other firm.

You will also learn:

- How your information losses can be stopped.
- How your privacy problems can be solved.
- How we help you prevent future problems.
- How valuable these services are.
- How easy we are to work with.
- &
- How we earned an excellent professional reputation.

Thank you for your time and consideration.
We look forward to solving your concerns.

Sincerely,

Kevin D. Murray – CPP, CFE, BCFE



SOLID BACKGROUND

Murray Associates solves eavesdropping, espionage and information security concerns. Our firm was founded in 1978.

We are best known for our quarterly eavesdropping detection audits conducted in Boardrooms and executive suites. This is a standard business practice and part of every complete security program.

Specialized and Independent

Unlike spy toy vendors, part-time experts, and 'I-can-do-that-too' security types... we specialize.

Our advice is accurate and unbiased. We do not profit from the security recommendations we make. No secret affiliations. No commissions accepted. No gadgets to sell to you. Your best interests come first.

Your benefit – Thousands of hours of direct field experience.

Trust your concerns and your reputation to a firm that is...

...successful

- 30 years in business – one specialty – sterling track record.
- Largest firm of its kind serving the private sector.
- Full-time technical counterespionage specialists.
- Over 130 assignments entrusted to us each year.

...professional

- Personal confidential attention.
- Objective and independent. No hidden affiliations.
- Our technical staff also has extensive security and investigatory experience.
- Professional certifications: CPP, CFE, BCFE (see next page for details)
- Academic Affiliation: John Jay College of Criminal Justice, New York, NY
Course author & instructor: *Electronic Eavesdropping & Business Espionage Countermeasures*

...regularly published

- **Corporate Investigations** - Textbook. Chapter 5 (2001 & 2005 editions)
- **Electronic Eavesdropping & Corporate Counterespionage** - Textbook. ISBN 0913875635
- **Staying Safe Abroad** - Eavesdropping Detection Section. ISBN 0981560504
- **The Protection of Assets Manual** - Section 15 - Electronic Eavesdropping Detection.
A multi-volume reference often referred to as the bible of the security industry. Textbook.
- **Electronic Eavesdropping & Industrial Espionage:** The Missing Business School Courses
- **Security Management** - Chapter 20 - Communications Security. A National Safety Council. Textbook.
- **Business Snoops** and the Top Ten Spy Busting Tips They Don't Want You to Know
- **Physical Security:** Practices & Technology Eavesdropping & Countermeasures chapter.
Textbook. ISBN 040995067X
- **Industrial Espionage:** Intelligence Techniques & Countermeasures - Electronic Counterintelligence section.
Textbook. ISBN 0409951080
- **Security Consulting** - Chapter 15 - A Successful Security Consulting Business Stands on a Tripod.
Textbook. ISBN 0750677945
- **Security Management** magazine articles. The journal of the American Society for Industrial Security.
- **The Grey House Safety & Security Directory** (2004) - Chapter 16 - Electronic Eavesdropping Detection.
- **A.M. Best's Safety & Security Directory** (2001) - Chapter 15 - Spy vs. Spy - Everything You Need To Know About Corporate Counterespionage. Library of Congress Catalog Card Number 74-618599
- **Privacy for Sale** - Chapter 9 - Shadow of Technology. ISBN 067173492X
- **Periodicals:** The Legal Investigator, PI Journal (cover story), World Association of Detectives News... and many more.



SOLID BACKGROUND

...referenced & quoted

Fortune Magazine, Boardroom Reports, The New York Times, USA Today, International Security News, Christian Science Monitor, Corporate Security, Security Management, Congressional Quarterly, Security Letter, Time, The Washington Post, Telecom & Data Network Security Review, and many Internet security sites...

...requested as technical advisors

Discovery/New York Times Channel, HBO, ABC News 20/20, CNN, 48-Hours, CBS News, Orion Pictures, NBC Dateline, KUSA-TV, FOX News...

...affiliations and credentials

Association of Certified Fraud Examiners (ACFE) — Certified Fraud Examiner
American Society for Industrial Security (ASIS) — Certified Protection Professional
American College of Forensic Examiners (ACFE) — Board Certified Forensic Examiner
International Association of Professional Security Consultants (IAPSC) — Board Member, Ethics Chairman
Espionage Research Institute (ERI) — Advisor
High Technology Crime Investigation Association (HTCIA)

Note... Being active in industry organizations takes time and effort. This limits our active participation to the short list of security organizations shown above. We do not feel it is honest to join organizations simply to create a long list... or, proffer a false impression.

Murray Associates Audit Philosophy

“Discover ...and you have time to thwart.”

Intelligence collection is a leisurely process. Your conversations and information are collected – in many ways – long before they are used against you. Until this collected intelligence is used, no harm is done.

Murray Eavesdropping Detection Audits exploit the vulnerabilities of electronic surveillance. Invisible attacks, become visible.

We bring solutions to your attention —

- Before the embarrassment.
- Before the financial disaster.
- Before the public relations nightmare.
- In time for you to successfully thwart the attack.

You *can* avert espionage disasters...

Simply, have us look for the signs of eavesdropping.



AMAZING INSTRUMENTATION

Over \$335,000 of instrumentation supports each of our audit teams. Assignments are conducted using similar (and often better) instrumentation and techniques employed by government agencies in their sweeps:

- Electronic analysis of communications systems
- Radio-Reconnaissance Spectrum Analysis™ (photos below)
- Non-Linear Junction Detection
- Time and Frequency Domain Reflectometry
- Thermal Emissions Spectrum Analysis™ – *Detection without destruction.*
(See <http://www.spybusters.com/infrared.html> for the amazing photos and movies.)

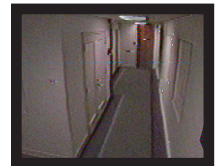
Proper Instrumentation. Critical to solving your case.

Examples...

Many eavesdropping devices transmit: audio / video / computer / fax information. Radio-Reconnaissance Spectrum Analysis™ is our proprietary technique for discovering these bugs.

Micro-sized covert video cameras are particularly difficult to find. To make them detectable we developed Thermal Emissions Spectrum Analysis™, a technique which senses the heat they emit – only hundredths of a degree! (see below)

This level of testing is very rare outside government circles.
The reasons: prohibitive cost and required technical skill.



Actual wireless video surveillance transmissions detected by Murray Associates. – “We can. They can’t.”

Being equipped means more than just having equipment.

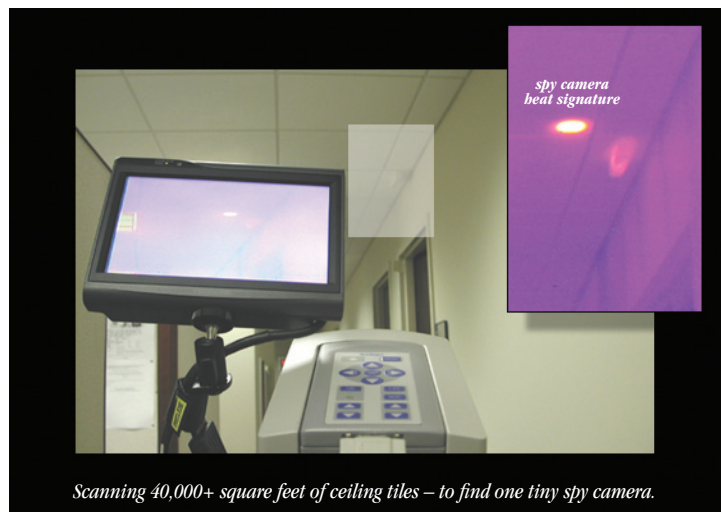
Our technical auditors solve real world information loss and privacy problems daily. They have the expertise to interpret technical findings with accuracy. Our knowledge is current; procedures, cutting edge. In addition to electronic eavesdropping, we consider all espionage methods. We find answers; develop practical solutions; resolve your concerns; and most important – we really care.

No secrets...

You should know how your audit is being conducted. We encourage you to ask questions and watch us in action. Our equipment and procedures will be clearly explained.

Career eavesdropping auditors...

Prior to forming Murray Associates, Kevin D. Murray was the NATIONAL DIRECTOR FOR ELECTRONIC COUNTERMEASURES, & NEW JERSEY DIRECTOR OF INVESTIGATIONS for the world's oldest and largest private detective agency. Government technical surveillance experience preceded that. Total: 37+ years of solid experience.



Scanning 40,000+ square feet of ceiling tiles – to find one tiny spy camera.



An Industry Standard

More corporate security directors turn to us for their electronic eavesdropping audit sweeps than to any other firm.

We also handle more assignments for private detectives and their clients than any other firm.

What do these people know?

They know that identifying electronic eavesdropping is serious business. You only get one chance to do it right. Their reputations depend on it. Yours does too.

References

After all these years of consulting on eavesdropping and espionage, you might expect us to have some pretty impressive references. You're right.

- 375+ of Fortune 1000.
- 600+ other firms in all types of businesses.
- Clients in 38 states and foreign countries.
- Many North American government agencies.

We can provide excellent references – but better yet, ask your colleagues about us. Chances are we have already helped a security director or investigator you know personally. They are our very best references.

Scary is not Professional

...which is why you won't see any "spy vans" with spooky signs or vanity plates. No shoulder holsters, guns, mirrored sunglasses or hokey doctor smocks. We come as ordinary visitors with a few plain cases.

As invited guests to your premises, we always act accordingly. Low-key in demeanor, dressed to blend in, we do not disrupt the normal flow of business or appear out of place after-hours.

Our blend of professionalism, tact and courtesy is appreciated by clients who trust us to audit their business quarters as well as their private homes.

Equally important is our ability to conduct our work at your convenience. This means evenings, weekends and even some holidays – at no extra charge.

Honest Fees

You can trust our estimates too. Our rates are exact. You know the cost before we arrive. No nebulous hourly rates. No guesstimates. No surprises.

Protection Lasts

After our audit sweep is complete and all the phones have been sealed discreetly with security tape (serial numbered to match your assignment), a confidential report is sent to you via **FedEx**. Your detailed report contains:

- Our findings.
- Recommendations for immediately increasing your security / privacy.
- A full description of our procedures.
- An inventory of the areas checked.

This very informative and valuable report is also proof of:

- An independent information security audit.
- Your due diligence.
- Your efforts to fulfill the "business secrets" test – as required in court. (Business information is not automatically protected by law.)

We Back You All the Way

Our findings can be entered as evidence in legal proceedings. We serve as your expert witness.

OPERATING POLICY

MURRAY ASSOCIATES is a security consulting firm which limits its services to the: prevention of unauthorized / unlawful electronic surveillance; protection of privacy; and the prevention of information theft.

We will not accept assignments:

- Without a clearly stated purpose.
- To obtain privileged information.
- Which are against the best interests of the United States government or its citizens.

We will endeavor to:


- Assure absolute confidentiality.
- Provide the most knowledgeable and effective services at a fair cost.
- Remain unbiased in our efforts and recommendations.

— Kevin D. Murray, 1978



COMPARE

We have put years into earning your trust today.
Others may try to do the same with a few minutes
of fast talk. We **want** you to compare.

Professional or pretender?	 MURRAY ASSOCIATES	<i>Anyone else.</i>
• Is electronic eavesdropping auditing the company's only business?	YES	
• How many years have they been in the TSCM field?	35+	
• How many years under their current company name?	30+	
• How many electronic eavesdropping audits have they handled?	3600+	
• Can you obtain copies of their Certificates of Insurance?	YES	
• Do they maintain a full-time staff?	YES	
• Are resumes available for every "expert" who will be on your premises?	YES	
• Does every technician have extensive security and investigatory experience?	YES	
• Is the principal professionally certified (CPP, CFE, BCFE...)?	YES	
• Has the firm been trusted to teach Counterespionage on a university level?	YES	
• Can you obtain meaningful references – in your industry, in your area?	YES	
• Will they bring over \$335,000 of instrumentation to your defense?	YES	
• Will they allow their findings to be verified via polygraph testing?	YES	
• Are they qualified to advise on other types of leaks and security matters?	YES	
• Are you sure their "expert" status won't crumble under courtroom scrutiny?	YES	
• Which firm is used by more professional security directors than any other?	✓	
• Which firm is used by more professional investigators than any other?	✓	
Proper Instrumentation?		
• Is instrumentation manufacturer-classified as the government/military version?	YES	
• Is wireless LAN inspection and certification included?	YES	
• Do they use Thermal Emissions Spectrum Analysis™?	YES	
• Do they use Radio-Reconnaissance Spectrum Analysis™?	YES	
• Do they use Non-Linear Junction Detectors?	YES	
• Do they use Time Domain Reflectometers?	YES	
• Do they inspect for infrared emissions, fiber optic devices, etc.?	YES	

Electronics and telecommunications is a rapidly changing field. Some of the devices we find, other "experts" don't even know exist. Full-time dedication and current knowledge are mandatory.

Just one missed espionage trick can render your audit worthless. Cheap sweeps, cursory searches, and/or do-it-yourself eavesdropping detection gadgets will only provide a false sense of security. Please, don't be fooled into buying an inferior service for your company, agency or client.

You will never be able to justify the savings when the next leak occurs.

"There are good cigars, there are cheap cigars... but there are no good cheap cigars."

— Your Grandfather



MEDIA NOTES

ABC NEWS 20/20

“Our privacy can be invaded, and our conversations bugged, in unexpected ways, in unlikely places, by people we least suspect. There are a number of devices you can buy that say they can detect bugs, and we bought them, and tried them, and they didn’t work.

We hired a private detective. We found: he could find bugs – the equipment we tried didn’t.”

Segment: “Is Someone Listening?”

John Stossel, with Hugh Downs

Sole Technical Consultant: Kevin D. Murray, CPP

FORTUNE

“Unless you’ve done a thorough electronic sweep recently, assume anything you communicate by, electronic mail, fax, or phone is up for grabs.”

Article: “CORPORATE SPIES SNOOP TO CONQUER”

By: Brian Dumaine

This American Life

(PRI - Public Radio International)

“Kevin Murray has run Murray Associates – an eavesdropping detection and counterespionage firm – for over 30 years. If [competitor] is a suburban beat cop, Kevin is the Director of the FBI. He deals with Fortune 100 companies...”

Episode: 278 - “Spies Like Us”

Host: Ira Glass

New Jersey Monthly

“Kevin D. Murray... is one of the world’s leading experts in tracing and destroying electronic listening devices. He was the man the Canadian government called in, during the height of a scandal several years ago, when some Members of Parliament charged that the Royal Canadian Mounted Police had bugged their offices. He found that the office of one M.P. had indeed been bugged, but the bug had been planted by a Canadian detective agency which previously had been contracted to sweep the premises. Murray’s counterespionage services are most often requested, however, by American corporations, many of which are increasingly fearful of being infiltrated by industrial spies.”

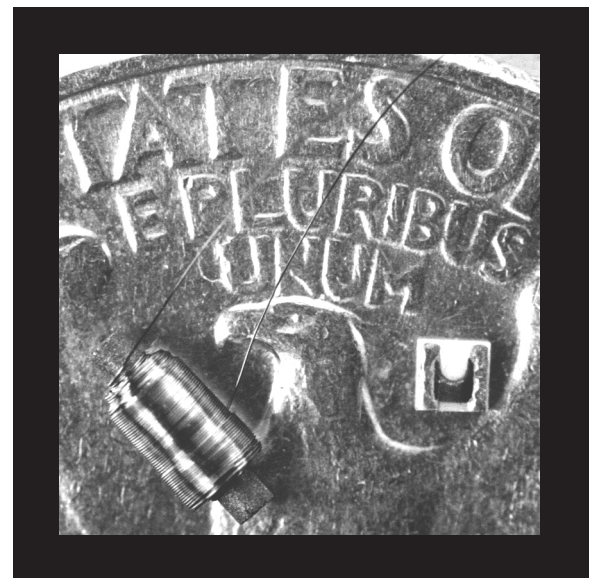
SKY Magazine (Delta Airlines)

“Protecting phones, faxes, modems, and wires first requires having them examined by an independent eavesdropping detection specialist. This is not a job for a company security director, a private investigator, or security-equipment salespeople calling themselves consultants.

The single bug missed by the person who doesn’t know exactly what to look and listen for – a process requiring years of full-time experience – defeats the purpose of any subsequent security measures taken. All that’s left is a very dangerous degree of false security.

For the same reasons, you shouldn’t do this yourself – nor should you rely on any of the bug-detecting equipment currently on the market. Although some of this equipment is quite good, no single detection device can locate every type of bug that may be in a room, regardless of the claims some manufacturers make.

...Telephone-Listening Devices: A resistor chip, which is only slightly larger than the eagle’s beak on a U.S. quarter, can be installed inside a telephone and pick up all phone, and room, conversations. ...one of the nation’s top private-sector eavesdropping detection specialists stresses that this is no longer just the dirty work of the professional techno-spy. Murray, who heads the (Oldwick), New Jersey based counterespionage firm of Murray Associates, emphasizes that chips like these “can be purchased by electronic hobbyists at any electronics speciality store for pennies, as can components for more elaborate listening devices.”





FIGHT BACK

If you suspect you are the subject of electronic eavesdropping, trust your instincts. The thought would not have occurred to you if everything were fine. Something is wrong.

The Number One reason to conduct regular counter-eavesdropping audits...

Eavesdropping and espionage are pre-attack warning signs; key elements of an enemies' attack planning process. Detect ...and you can deter.

Audits also...

- Limit your *windows-of-vulnerability*.
- Help satisfy business secret legal prerequisites.
- Are an important element of *due diligence*.
- Preempt stockholder lawsuits.
(Information is a corporate asset. Not protecting it is negligence.)
- Increase privacy, security, and safety.

“OK, Now what?”

Plan your counter-eavesdropping audit program right now.

- Use the simple **Worksheet** on the next page. *(or, via the email worksheet at www.spybusters.com)*
- Send your **Worksheet** to us for a detailed estimate.

Note... It is rarely necessary to inconvenience you – or tip your hand – with a preliminary visit. The **Worksheet** is all we need. If your assignment is extensive, mail or fax a floor plan to us. We will respond quickly.

We make your job easy.

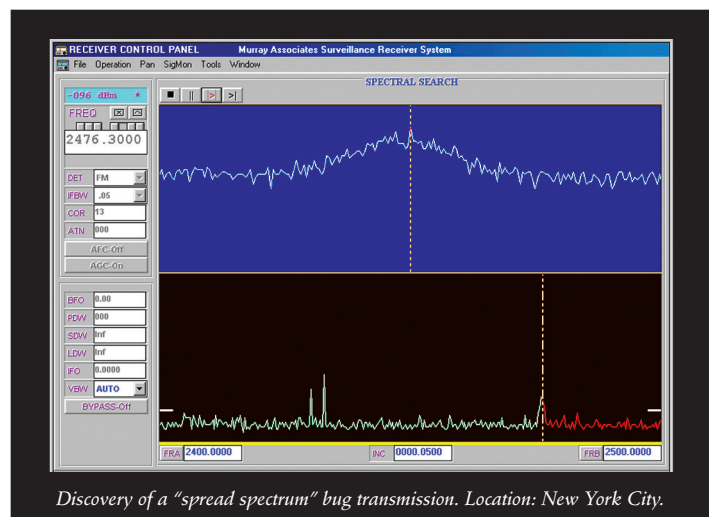
We handle everything for you — from initial travel details, to a final written report. We even make our recommendations easy to implement, by pin-pointing product sources and cost-effective techniques for you.

Until we arrive...

- Do not discuss our services in, or call us from, suspected areas.
- Conduct your affairs normally.
- Do not reveal your suspicions.
- Limit confidential conversations.
- Keep detailed notes on anything you feel is suspicious.
- Think ahead. Plan a logical next step if a device is found.

How you can help...

- Have keys to all areas available. This includes any adjacent rooms, telephone rooms and wire closets.
- Have a ladder available.



Quarterly audits are a standard corporate security practice.



2009 QUOTATION WORKSHEET

Email version, and additional printable copies of this sheet, are available at... www.spybusters.com/worksheet.html

Plan your eavesdropping audit program.

Tell us the scope of your project...

- Prepare one sheet for each address we will be visiting.
- Simply fill in the blanks, and FAX or mail your **Worksheets** to us.
- We will prepare a very accurate written estimate for you right away.

Area Count

1	Number of rooms by size: small (375 sq. ft. or less) medium (375–624 s/f) large (625–1000 s/f)	S	M	L
2	How many cubicles / unenclosed secretarial areas will be included?			
3	Square footage of other areas... oversized areas, residences, etc. Please describe in #13.			
4	Number of vehicles requiring inspection... automobiles, boats, airplanes, etc.? Please describe in #13.			

Communications Equipment Count

5	Number of telephones... All phones in above areas, and any other phones you want us to check.			
6	Number of speakerphones... Count only free-standing speakerphones, not telephones.			
7	Number of phone lines serving the premises... Optional at large business locations (30+ lines).			
8	Faxes modems video phones (Must include if located in rooms being checked.)	F	M	V
9	Audio / Visual equipment bays (up to 24" w x 6" h = one bay)			
10	WLAN Security & Compliance Audit. How many ZONES will the audit encompass? (A "zone" is an imaginary circle of floor space; about 300 feet in diameter (≈70,000 sq. ft.))			

Additional Information

11 Preferred appointment date? (No obligation; helps us estimate travel expenses for you.) _____ / _____ / _____

12 Frequency of audits: 1 2 4 6 12 times per year. **(Pro-active audit programs are discounted.)**

13 Report format preference: Printed Booklet Email* CD* (*password protected .pdf file)

14 Is there anything else we need to know. (Anything not normally found in a room. TV, VCR/DVD, etc.) _____

Name: _____ Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____ Email: _____

"Safe" phone: _____ Fax: _____

Estimate Delivery... Email (.pdf file) Mail Fax Other... _____

FAX TO — 908-832-0916



EXECUTIVE SUMMARY

Spybusters, LLC dba
MURRAY ASSOCIATES
PO Box 668
Oldwick, NJ 08858-0668
www.spybusters.com or www.counterespionage.com
murray@spybusters.com
908•832•7900 / 800•635•0811 / 908•832•0916 (FAX)
(Do not call from, or discuss these services in, suspected areas.)

Established: 1978

SERVICES

- Electronic Eavesdropping Audits
- Information Security Consulting
- Program Management for International Eavesdropping Audits

ENVIRONMENTS SERVICED

- Business
- Government

Including: corporate headquarters; off-site meetings; executive home offices and residences; merger & acquisition planning; internal politics; labor negotiations; independent equipment evaluation; counterespionage consulting; worldwide availability.

EXPERIENCED

Since 1973 Kevin D. Murray and his technical staff have been solving security and espionage problems. His long experience as National Director of Electronic Countermeasures and New Jersey Director of Investigations for the world's oldest and largest private investigations firm is the foundation of today's Murray Associates. He holds a Bachelor of Science degree (Magna Cum Laude) in Criminal Justice, with a minor in Communications, and has studied electronics theory, telecommunications, and electronic surveillance at various advanced programs throughout the country.

His course — *Electronic Eavesdropping and Industrial Counterespionage* — was developed for The John Jay School of Criminal Justice (SUNY) in New York City.

Mr. Murray is routinely featured in magazines, newspapers, and television news programs as an expert and technical advisor. He has published numerous information security articles, and written chapters on electronic eavesdropping detection for college-level security textbooks. He also has many unique alarm and electronic eavesdropping detection inventions to his credit.

QUALITY EXPERIENCE, QUALITY INSTRUMENTATION — MANAGEMENT'S SECRET WEAPON

- Over 3600 assignments successfully completed throughout the U.S. and selected foreign countries.
- Trusted by clients from every business imaginable, including 375 Fortune 1000 companies.
- Detection instrumentation (\$335,000+) is similar to, *and often better than*, instrumentation employed by government agencies, and includes some instrumentation not available elsewhere.
- ALL aspects of information loss are considered. Problems are solved. Confidentiality is assured.

PROFESSIONAL AFFILIATIONS, *INDIVIDUAL MEMBERSHIPS & CERTIFICATIONS

Association of Certified Fraud Examiners (ACFE) — *Certified Fraud Examiner
American Society for Industrial Security (ASIS) — *Certified Protection Professional
American College of Forensic Examiners (ACFE) — *Board Certified Forensic Examiner
International Association of Professional Security Consultants (IAPSC) — Board Member, Ethics Chairman
Espionage Research Institute (ERI) — Advisor
High Technology Crime Investigation Association (HTCIA)