

W/P/W 01/15/97

A Former CIA Operative's New

By Sandra Evans

Special to The Washington Post

One of the strangest things to Charles Englehart about his new job is using the phone.

As the new director of international investigations at Kroll Associates, a large private investigation agency, Englehart needs to work the phone and fax all over the globe. But after 30 years in the Central Intelligence Agency, where regular phones are regarded as security threats, this adjustment didn't come easy.

"This took me a long time to get used to," said Englehart. "It was ingrained in me, you never use the telephone."

In joining Kroll's Washington office, Englehart lends a CIA cachet to one of a new breed of corporate private investigation firms. Based in New York, the agency specializes in getting corporate clients information about potential business partners, running down fraud and assessing security risks in overseas hot spots. With corporations becoming involved in ever more complicated international situations, Kroll's overseas work has grown to about 60 percent of its business, Englehart said.

Forget about the old image of the P.I. as a lone tough guy in a seedy office. Kroll has about 350 full-time employees and a few thousand sub-contractors around the world, said Andrew S. Levetown, managing director and regional counsel. The Washington offices take up the entire third floor of a modern downtown office building at 1000 Vermont Ave. NW—a far cry from the dingy digs of a Marlowe, Spade or Hammer.

Englehart, 54, who came to the firm in May after retiring from the CIA, has joined a team of intelligence experts that includes lawyers, computer whizzes and former law enforcement types.

In the CIA, he was stationed in the Middle East, Europe, the Balkans and the Soviet Union, serving as deputy chief at large stations and eventually chief of Arab Operations. He is forbidden by law to exploit his old CIA connections, but it was Englehart's

Take on Intelligence

knowledge of the systems in these regions that Kroll really wanted.

"Sometimes it's just knowing what questions to ask," Levetown said. He said about a third of the business deals are adjusted in some way because of what the firm finds out, though less than 10 percent of them are canceled.

Already Englehart has been involved in several assignments. One entailed checking out a client's principal business contact in a multimillion-dollar deal in a developing country to make sure he had the pull he claimed (he did). In another, the firm had three days to find out about the holdings and business dealings of a telecommunications executive with interests in Israel.

And then there was the time he was able to help pinpoint a fraud involving the unauthorized discounted sale of a "luxury consumer item" in Europe largely because he knew the economy of Sarajevo would not support the number of sales attributed to that city. His knowledge was gained firsthand during a three-month stint there to open an office just before Christmas 1995, as Bosnia was preparing for peace.

Englehart's wife, Dierdre, is a CIA veteran, now working at CIA headquarters in Langley. Of their 27 years of marriage, the couple spent 20 overseas.

Going from The Company to this company has had its jolts for Englehart, not the least of which is being

At a massive 6 feet 6 and 270 pounds, this former defensive tackle (he had a contract briefly with the Philadelphia Eagles in 1965) seems as unlikely to fade into a gray corporate anonymity as to disappear mysteriously into a crowded market in Cairo.

In fact, after so many years of public silence, in this interview he relished the chance to take a few jabs at previously untouchable targets, from the Clinton presidency to Princess Diana's image to a generic "Congressman Fudd" who doesn't understand how the CIA works.

Even this story is a first. Englehart said he has never been interviewed or quoted in a newspaper before, despite three decades of key work in some of the world's most volatile and news-generating regions. He finds it nice not to have to use an alias. He still keeps a clean desk, a habit held over from the days when a stray piece of paper could represent a serious security breach. But in other ways he is starting over.

"It's a whole new culture. That was the exciting thing about starting at Kroll. I felt like I was a junior officer again." Businesses have more specific and immediate needs than he is used to, far more limited budgets and much tighter deadlines.

"In government, when I had a project and I ran out of money, I'd go like this," Englehart said, holding his hand out, palm up. If the CIA wants to do a census of all terrorists around the world, it will get a multimillion-dollar figure approved by Congress and start working on it, blind alleys and all. "All the Congress wants to know is that we've tried, we've been legal and we're making some progress."

But a corporate client may give Kroll a five-digit amount and a deadline of two weeks, or two days.

"Most people who come out of government have to learn, as I did, that the client wants to give me X dollars to do Y project," Englehart said. "The whole thing is money-driven. Time is money. Information is money. ... I'm going as fast as I can." ■

able to say out loud where he used to work.

"For 30 years, I have [had to say] one government agency or another," Englehart said. "Now to be saying openly, 'I worked for the CIA. ...'" He shook his head in amazement.

While many of the methods he uses now resemble the ones he used before—the computerized databases, the people in the field—the business culture is different, Englehart points out. He has had to learn to be more diplomatic and do a quick study of the jargon.

"They assume that when they are talking about bonds or hostile takeovers, you understand what they are talking about, so I had to do a helluva lot of racing around and reading."

RESUME

Charles T. Englehart

- **Name:** Charles T. Englehart (had several aliases in CIA days but won't reveal any of them)
- **Age:** 54
- **Title:** Director of international investigations for Kroll Associates in Washington, as of May 1997.
- **Career:** Worked for the CIA from 1967 to May 1997, most of it overseas. Stationed primarily in the Middle East, but also in the former Soviet Union, the Balkans and Europe. Served as chief of Arab Operations, deputy chief of large Middle Eastern and European stations and chief of a small Middle Eastern Station (the CIA won't allow him to be more specific).
- **Education:** BA in Philosophy and English from John Carroll University in University Heights, Ohio, 1965.
- **Residence:** McLean
- **Family:** Married for 27 years to Dierdre Englehart whom he met in the CIA. Two sons, Brendan, 24, and Charles, 21.
- **What's easier about working for Kroll than for the CIA?** "Nobody is carrying a gun."
- **What's harder?** "Dealing with lawyers."

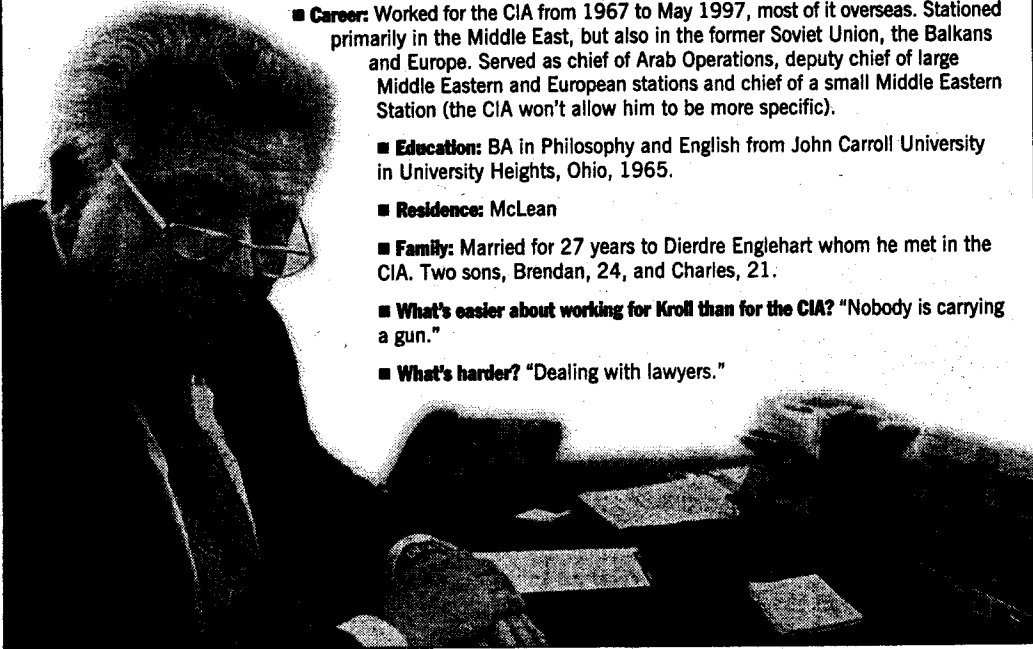


PHOTO BY NANCY ANDREWS — THE WASHINGTON POST