



EQUIPMENT THEFT QUARTERLY

EQUIPMENT SECURITY NEWS

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In the News

Willis and NER announce strategic alliance

NER is pleased to announce an alliance with Willis Group, a leading global insurance broker. The alliance is designed to help Willis clients combat construction equipment theft. Willis clients will also benefit from discounts on NER's services and incentives linked to the use of NER services offered by many leading equipment insurers.

Michael St. Hill, director of insurance services for NER, says, "The agreement between NER and Willis proves Willis' commitment to its clients and its desire to provide them with the best value-added programs."

David Shillingford, president of NER, adds, "We are proud to be working with a company that is renowned for delivering innovative risk transfer solutions to its clients. Willis' ability to look at the multiple levels at which NER can support its clients is evidence of this approach. We look forward to the alliance and believe that Willis' support will help accelerate the industry's efforts to turn the tables on equipment thieves."



Willis



Willis clients that register equipment through NER's HELPtech® will receive warning decals to place on registered machines to deter theft. NER's risk mitigation services for those buying used equipment will be available through NER's IRONcheck®.

Willis Group Holdings plc is a leading global insurance broker. Through its subsidiaries, Willis develops and delivers professional insurance, reinsurance, risk management, financial and human resource consulting, and actuarial services to corporations, public entities, and institutions around the world. Willis has more than 400 offices in nearly 120 countries, with a global team of approximately 20,000 Associates serving clients in some 190 countries. Additional information on Willis may be found at www.willis.com.



NER and SmartEquip join to help equipment owners manage risk

On February 5, 2010, SmartEquip and NER announced a strategic alliance to help equipment owners and manufacturers better manage liability and risks. That alliance covers equipment ownership records, theft, safety, and regulatory compliance.

“We know the SmartEquip team and its technology well. We see how manufacturers and fleets are increasingly becoming part of the SmartEquip network to generate significant efficiencies,” says David Shillingford, president of NER. “SmartEquip provides an excellent platform to help fleets manage a wide array of risks, further reducing the cost of equipment ownership.”

“The alliance represents a perfect fit for us. It allows members of our network to improve their ability to manage risk in virtually all its forms,” adds Alex Schuessler, chairman and CEO of SmartEquip. “NER and ISO’s extensive expertise in data management, risk analysis, and mitigation, combined with their deep relationships with



the insurance industry, make them ideal to jointly provide a full suite of equipment risk management services to the industry.”

SmartEquip is the leading supplier of innovative software products serving manufacturers, dealers, and fleet owners in the construction, industrial equipment, and power tools industries. Users of SmartEquip technology receive competitive advantage in the form of increased cost savings and efficiency gains, while also experiencing improved customer loyalty.

NER’s inaugural National Equipment Security Roundtable a success



On December 7 and 8, 2009, NER welcomed insurance and equipment industry executives to its Jersey City headquarters for the first National Equipment Security Roundtable. Inspired by the success of the Heavy-Equipment Regional Summits, NER created the two-day event primarily for experienced and senior managers who requested a forum with a less formal structure and more active dialogue between different industry sectors.

The event started with presentations by Jon Groussman, president of CAP Index, Inc., and Investigator M. Brandon Letterman of the Spartanburg County Sheriff’s Office in South Carolina. Nationally recognized for his expertise in security management and strategic risk/liability mitigation, Mr. Groussman presented an in-depth analysis of U.S. property crime trends — particularly those that relate to the theft of mobile equipment at worksites — based on CAP Index’s crime forecasting models. Investigator Letterman presented a recent case study of a complex equipment investigation that resulted in 16 recovered units of equipment worth nearly \$1 million.

Following the general session, the attendees split into groups and continued the discussions in a roundtable format organized around the topics of GPS and emerging technologies, physical security, compliance and titling challenges, and insurance and theft trends.

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NER's inaugural roundtable

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In open and often spirited conversations, representatives of different industries presented their views on the issue of theft, identifying challenges that stand in the way of effective theft mitigation, and determined the areas of immediate focus that industry participants can universally support.

The roundtable session resolved to address industry needs, including:

- industrywide emphasis on theft awareness and prevention through grassroots and local activities

- interoperability between the various GPS systems
- more efficient registration of equipment to ease compliance with new government requirements — such as CARB regulations in California — while helping to deter theft and increase the probability of recoveries
- open lines of communication between internal claims and underwriting units of insurance organizations

The next National Security Roundtable is tentatively scheduled for January 2011. For more information, call NER at 201-469-2030.

NER at the American Rental Association Show

In February 2010, NER participated in The Rental Show — the largest rental industry event of the year. The Rental Show took place in Orlando, Florida, and attracted more than 6,500 attendees representing approximately 1,500 equipment rental stores from across the nation. After last year's serious economic downturn, the show indicated some promising signs, as attendance rose by 16 percent from 2009, and the atmosphere on the floor of the exhibit was optimistic.

Detective Daniel Rossman of the Cobb County Police Auto Theft Squad in Georgia was the recipient of the 2009 AIS/NER Award at the event's opening ceremonies. The award recognizes Detective Rossman's outstanding investigative work, which resulted in numerous successful recoveries of construction equipment stolen primarily from rental fleets.

Detective Rossman and Inspector J.D. Akers of the Will County Sheriff's Office in Illinois also conducted a law



enforcement training class for more than 60 police officers at the show. To enhance theft training, the exhibit floor offered the officers an excellent opportunity to see firsthand various types of equipment.

The ARA hosts The Rental Show every year. The next show will take place in February 2011 in Las Vegas, Nevada. Learn more about it at www.TheRentalShow.com. ARA members can register up to 1,000 machines with NER's HELPtech® at no charge.



The Rental Show participants attend an equipment security class.

Recent Recoveries

Below are some of the machines recently identified and recovered by law enforcement with the help of NICB agents and information support from NER:

Make/Model	Type	State	Agency
CAT 426-C	Backhoe loader	NJ	New Jersey State Police
New Holland 2120	Utility tractor	IL	Waukesha County Sheriff's Department
CAT 287-B	Tracked skid steer	OH	Cleveland Police Department
Bobcat S-250	Skid steer loader	SC	North Charleston Police Department
Volvo L-70-C	Wheel loader	MD	U.S. Customs and Border Protection
CAT 420-E	Backhoe loader	OH	Toledo Police Department
Case 40-XT	Skid steer loader	PA	Pennsylvania State Police
John Deere 450-J	Dozer	WA	Sumner Police Department
New Holland LS-180	Skid steer loader	IL	Waukesha County Sheriff's Department

Do you have information on a stolen machine? Call 1-866-663-7872.

FBI-LEEDA Heavy-Equipment Theft Summits

NER, NICB, and FBI-LEEDA host free one-day regional summits to increase awareness of the equipment theft problem and to provide specially tailored educational sessions and networking for equipment owners, law enforcement, insurers, lenders, auctioneers, and dealers.

The following locations will host the FBI-LEEDA Heavy-Equipment Theft Summits in 2010. We'll announce the exact dates beyond May in subsequent publications.

April 13 – New Braunfels, TX
 April 27 – Carol Stream, IL
 May 19 – Philadelphia, PA
 August – Oklahoma City, OK

September – Columbus, OH
 October – Orlando, FL
 November – Phoenix, AZ



For more information or to register, please contact NER at info@nerusa.com or 1-866-663-7872.

Contact NER

Equipment owners:

1-866-346-3746 x212
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Insurance professionals:

1-866-346-3746 x205
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Law enforcement:

1-866-346-3746 Option 1
info@nerusa.com



HELPtech®:
www.StopEquipmentTheft.com



IRONcheck®:
www.IRONcheck.com



Report a theft:
www.nerusa.com
 or fax to 201-469-2027

Sign up for theft alerts:
dmossmann@nerusa.com

All other inquiries:

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NER is an ISO company.