

**IN THE  
news****View NER's  
HELPTech video**

NER has released a short, three minute video on our HELPTech service. This animated video details the equipment theft crisis in the United States and describes why it's so difficult to thwart equipment theft. If you've ever wondered how HELPTech can provide an extra layer of security for your equipment, this video will explain the process. In addition, you can find out how NER's IRONcheck service provides buyers with a way to exercise due diligence before purchasing equipment. You can access the NER movie at [www.NER.net/movie](http://www.NER.net/movie). If your device is not flash enabled, you can find us on YouTube by searching "National Equipment Register."

**The Republic Group Helps Clients  
Reduce Equipment Theft**

The Republic Group and the National Equipment Register (NER) have joined forces to help prevent equipment theft and recover stolen construction equipment.

Through this collaborative effort, Republic Group insureds will receive preferred pricing to register their off road construction equipment on the NER HELPTech® database. In addition, The Republic Group will provide enhanced coverage options and solutions to further assist clients in reducing the risk of equipment theft.

NER enables equipment owners to register each piece of equipment's serial number in a national database, allowing police to quickly identify the owner of a piece of equipment through a 24-hour hotline. Warning decals are provided for registered machines to caution thieves that the chances of being detected while moving, storing, or selling equipment are greatly increased. The Republic Group will waive theft deductibles up to \$10,000 per occurrence if a registered piece of equipment is stolen and not recovered within 30 days of the reported theft.

"A strategic alliance with NER allows our clients to add an affordable extra layer of protection to their equipment and greatly increases the chances of a successful recovery," said Claudia Raymond, Senior IM Underwriter at The Republic Group.

"NER's mission is to reduce equipment theft, increase recoveries, and reduce the ease with which stolen equipment can be sold," said Ryan Shepherd, NER's Operations Manager. "The Republic Group wants to provide their insureds with an additional layer of security for their equipment, and we look forward to working with their clients to help protect their valuable assets."

**About The  
Republic Group**

This company started in 1903 by brothers Ike and George Jalonick to set up a Texas-owned fire insurance company. New stock companies were set up in Dallas, Texas that would later become the companies of The Republic Group. Republic offers personal property, dwelling fire, personal automobile, and commercial lines of insurance through independent agents primarily in Texas, Oklahoma, Louisiana, Mississippi, and New Mexico.



## NER at the American Rental Association Show

In February, NER participated in The Rental Show, the largest industry show of the year with 1,500 equipment rental stores represented and more than 650 exhibitors. This year's show, which took place in New Orleans, Louisiana, saw a nearly 20 percent increase in attendance over 2011.

As in previous years, NER and American Rental Association Insurance Services (AIS) planned to present an award to an outstanding law enforcement officer in recognition of dedication to recovering stolen equipment. But, for the first time, the AIS/NER award committee selected two winners. The recipients of the 2011 AIS/NER award were Investigator Matt Lewis of the Riverside Auto Theft Interdiction Detail in Riverside, California, and Corporal Pat McGrail of the Hurst Police Department in Hurst, Texas. The award recognizes their exceptional investigative work that resulted in the successful recovery of numerous pieces of equipment stolen primarily from rental fleets. In 2011 these two detectives played key roles in the recovery of over one million dollars worth of stolen machines.

The next Rental Show will take place in February 2013, in Las Vegas, Nevada. Learn more at [TheRentalShow.com](http://TheRentalShow.com).

*ARA members can register up to 1,000 pieces of equipment on NER's HELPtech database at no charge. To learn more, contact NER at 866-663-7872 or email [info@ner.net](mailto:info@ner.net).*



*AIS/NER Award winners Corporal Pat McGrail (left) and Investigator Matt Lewis (right) with their families.*

## Tornado Clean Up Efforts Produce Opportunities for Equipment Thieves

In March, 2011, the central and south eastern regions of the U.S. were hit by a rash of tornadoes. Between March 2 and 3, severe tornados formed across several states, including Indiana, Kentucky, Ohio, and Alabama. On March 15, three tornados touched down across Michigan.



Equipment owners and rental companies throughout the affected areas should incorporate security procedures into their response to these recent disasters. At the beginning of any clean-up effort, demand for equipment is especially high, and, due to hastily composed work sites, it is at this time when equipment can be most vulnerable to theft. However, owners can take steps to minimize these risks.

### Tips for equipment owners in areas impacted by storms:

- Whenever possible, do not allow crews to abandon machines on job sites. Return all equipment to yards or secure areas as soon as possible.
- Machines that must be left in the field should be disabled.
- Have operators document specifically which machines were left where and how they were disabled. If parts were removed, document where they are stored for reinstallation.
- Under normal conditions, machines should be parked in highly visible areas to deter vandalism and theft. However, in the aftermath of storms, there will be a decrease in the general public in the area to observe any misdeeds. Therefore, during storm cleanups, machines should be concealed or parked out of view as well as disabled.
- Clearly post your contact information on and in your equipment. Should emergency responders need access to your equipment, they will be able to contact you.
- Update your NER registration: be sure that your emergency contact details are current on your registration profile and that your inventory is current.
- Advise local law enforcement that you have equipment in the area and will assist emergency responders.
- As soon as practical, survey your equipment to be sure all machines are accounted for and report any thefts to local law enforcement. NER can record thefts on the NER system, even before a police report can be made.

# A Look inside a Heavy Equipment Theft Summit

*Photos are from the Theft Summit on February 21, 2012 in Wichita, Kansas*

NER, FBI-LEEDA, and the NICB organize regional summits to provide education about the problems of heavy equipment theft. Attending a summit, which is offered free of charge, is a useful way to gain insight about how to protect valuable pieces of equipment from thieves.

At the summits law enforcement receive training on how to recognize stolen equipment and where to find equipment serial numbers, which are vital in identifying the proper owner of stolen machinery. They also learn key differences between reporting a motor vehicle theft and a heavy equipment theft. Insurance brokers and agents learn how to recognize insurance fraud and how to input information specific to heavy equipment theft and damage claims. Throughout the summits, attendees can get up close to pieces of equipment that thieves often target.

NER has partnered with law enforcement agencies in 21 states to facilitate these courses since 2005. The summits have provided over 4500 people with the knowledge to better combat the heavy equipment theft problem. If you would like a summit to be held in your area, please contact NER at 866-663-7872, or email us at [info@ner.net](mailto:info@ner.net).



# Heavy Equipment Theft Statistics

November 2010 - February 2011 vs. November 2011 - February 2012

The following charts represent a comparison of thefts over two four month periods, November 2011-February 2011 as compared with November 2011-February 2012. Overall, the total number of thefts reported during both of these four month periods are approximately equal. As some theft reports are no doubt delayed, the 2012 months may show an increase in thefts.

## Top Theft Types

Nov. 2010 - Feb. 2011	Nov. 2011 - Feb. 2012
1. Skid Steer Loaders	Skid Steer Loaders
2. Tractors*	Tractors*
3. Backhoe Loaders	Backhoe Loaders
4. Utility Carts/Vehicles	Utility Carts/Vehicles
5. Tracked Skid Steers/ Compact Tracked Loaders	Mini Excavators
6. Mini Excavators	Tracked Skid Steers/ Compact Tracked Loaders
7. Welder-Generators	Mowers*
8. Towed Generators	Welder-Generators
9. Mowers*	Light Towers
10. Scissor Lifts	Loaders

\* Mowers: Commercial and Residential ride-on style mowers valued in excess of \$1000 each

\* Tractors: Includes Compact, Utility, Row Crop, 4WD and Tracked Agricultural Tractors

## Top Theft States

Nov. 2010 - Feb. 2011	Nov. 2011 - Feb. 2012
1. Texas	California
2. California	Texas
3. Florida	Florida
4. South Carolina	Oklahoma
5. Georgia	North Carolina
6. Washington	Massachusetts
7. Illinois	Illinois
8. Arizona	Georgia
9. North Carolina	Tennessee
10. Oklahoma	Pennsylvania

## Top Theft Makes

Nov. 2010 - Feb. 2011	Nov. 2011 - Feb. 2012
1. DEERE	DEERE
2. KUBOTA	CAT
3. CAT	KUBOTA
4. BOBCAT	BOBCAT
5. CASE	NEW HOLLAND
6. NEW HOLLAND	TAKEUCHI
7. MULTIQUIP	CASE
8. MAGNUM	MILLER
9. INGERSOLL- RAND/DOOSAN	MAGNUM
10. LINCOLN	KOMATSU

## Contact NER

### Equipment owners:

1-866-346-3746 x212  
skaufman@ner.net

### Insurance professionals:

1-866-346-3746 x205  
msthill@ner.net

### Law enforcement:

1-866-346-3746, option 1  
info@ner.net



[www.StopEquipmentTheft.com](http://www.StopEquipmentTheft.com)



[www.IRONcheck.com](http://www.IRONcheck.com)



[www.IRONwatch.com](http://www.IRONwatch.com)

Report a theft: [www.ner.net](http://www.ner.net)  
or fax to 201-469-2027

Sign up for theft alerts:  
[drossman@ner.net](mailto:drossman@ner.net)

All other inquires:

National Equipment Register  
545 Washington Blvd., 22-19  
Jersey City, NJ 07310-1686  
Phone: 1-866-663-7872  
Fax: 201-469-2027

E-mail: [info@ner.net](mailto:info@ner.net) ■ Web: [www.ner.net](http://www.ner.net)