

IN THE **news**



Detective Terry Haldeman Receives AIS/NER Award

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. As in previous years, NER and American Rental Association Insurance Services (AIS) presented an award to an outstanding law enforcement officer in recognition of dedication to recovering stolen equipment. The recipient of the 2013 AIS/NER award was Detective Terry Haldeman of the Snohomish County Auto Theft Task Force in Everett, Washington. In 2012 Haldeman played a key role in the recovery of over one hundred thousand dollars worth of stolen machines. He has become the go-to person for matters concerning stolen heavy equipment in Washington and has helped to train well over 400 officers on the subject.

The next Rental Show will take place in February 2013, in Orlando, Florida. Learn more at TheRentalShow.com.

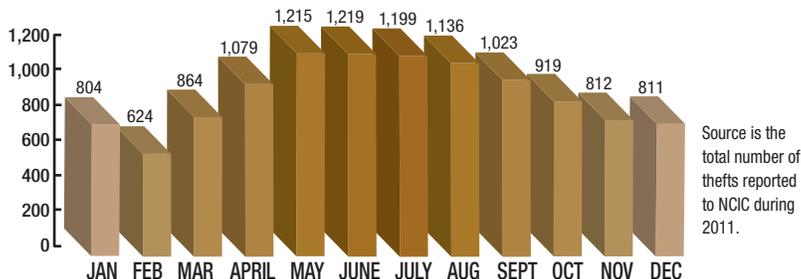
Summer Months Are Busiest for Equipment Thieves

A year-over-year analysis of equipment theft shows that the warm weather months from May through September are the busiest times for thieves. In 2010, June was the most active month for theft, followed closely by May. In 2011, July had the most thefts, followed by June, August, and May.

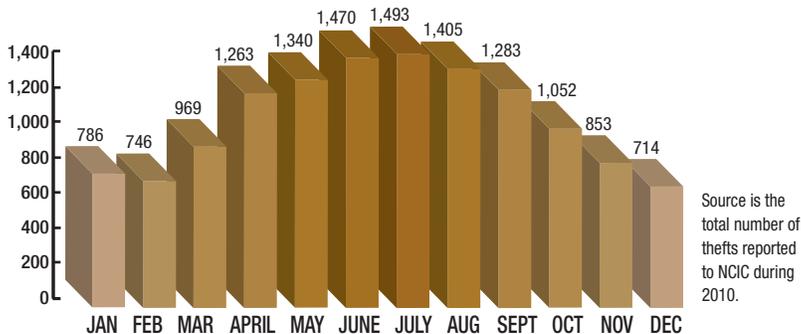
Theft levels closely correspond with peak construction periods. In other words, the months with the highest volume of theft are the ones that have increased equipment activity due to cooperative weather, longer days, and the end of a crop growth cycle. As equipment owners move items between jobsites and fields, there is greater risk, exposure, and opportunity for theft. There is an additional likelihood that thefts may go unnoticed for a longer period of time when equipment is stolen off-premises or in transit than when equipment is stolen from an owner's yard.

NER encourages equipment owners to take extra precautions against theft during the months when their equipment is most in use. One easy way to protect equipment is to register it on HELPtech.

2011 Analysis Dec 2011 – Feb 2012



2010 Analysis Dec 2012 – Feb 2013



Five Steps to Creating an Effective Equipment Security Program

Many successful contractors and rental yards keep their equipment safe with a “multi-layered” approach to equipment security. Here are five layers of security solutions and devices to protect your valuable fleet:

- 1. Install an IRONwatch device:** Consider electronic tracking devices for your most valuable or vulnerable machines. The IRONwatch device is specifically for heavy equipment and offers the advantage of being supported by NER’s theft prevention experts and recovery analysts.
- 2. Record all PINs/Serial Numbers:** The most basic and effective layer of protection is maintaining an accurate list of equipment and tools in your fleet. The list should include information on the year, make, model and full PIN/serial number of the equipment.
- 3. Apply individual markings & register equipment:** All machines should be individually marked with an inventory control number or equipment number, which should then be registered on a national database, such as through NER’s HELPtech service.
- 4. Paint equipment a unique color:** An unusual paint color is another layer of protection that can make your machines substantially less vulnerable; thieves typically avoid stealing equipment that stands out and can be easily identified from a distance.
- 5. Use locks and immobilizers:** Immobilizing devices make equipment much harder to steal. The Equipment Lock Company manufactures locks that are specifically designed for different types of mobile equipment.

The above measures—coupled with well planned site security—can make the difference between a fleet that’s an easy target and one that’s far less prone to theft.

For further information on equipment security or details about HELPtech, contact NER at info@ner.net or 1-866-663-7872.

I bought a stolen machine... now what?



At a recent FBI-LEEDA Heavy-Equipment Theft Summit, an equipment owner posed the following question to law enforcement: “What will happen if a police officer learns I’m in possession of stolen equipment?” The question generated a lively discussion among the summit attendees, so we decided to pose this question to investigators across the country and publish the answers in the Equipment Theft Quarterly.

We begin with Detective Dan Rossman of the Cobb County Sheriff’s Auto Theft Squad in Georgia. When asked, “What will happen if a police officer learns someone is in possession of stolen equipment?” he responded:

Most likely, law enforcement officers will seize the equipment and return it to the victim or the insurance company, and you will lose all rights to it.

If you don’t have proof that you purchased the equipment legitimately, you may be facing arrest for possession of stolen property. If convicted, you could face thousands of dollars in fines and up to ten years in prison. However, if you can prove you purchased the equipment in good faith, you may avoid arrest and may be able to recoup your money from the seller in civil court. Examples of proof that you purchased in good faith are:

- A legible bill of sale with full names, addresses, phone numbers, and an accurate description of the machine, including serial numbers
- Proof of payment—such as a canceled check or credit card receipt—for a reasonable price, not far below market value
- Inquiring through law enforcement or other databases, such as NER’s IRONcheck®, would help establish good faith on your part.

If you have a story related to this subject that you would like to share with our readers, send an e-mail to info@ner.net.

Allianz and Verisk Crime Analytics Join Forces to Fight Cargo and Heavy Equipment Crime in Canada

- Allianz teams up with Verisk Crime Analytics divisions CargoNet and National Equipment Register (NER) in Canada
- Allianz policyholders receive preferred pricing on CargoNet and NER membership
- Insureds receive incentives for early reporting of theft

Toronto—Leading global marine insurance provider, Allianz Global Corporate & Specialty (AGCS), announced an agreement between its Canada operations and the Verisk Crime Analytics unit at Verisk Analytics.

CargoNet and the National Equipment Register help prevent theft of cargo as well as heavy equipment through information sharing and collaboration of theft victims, their business partners and law enforcement.

Phillip Best, Head of Marine Canada at AGCS explains, “Allianz has supported CargoNet and NER since Verisk launched them in the States. We are very encouraged by its progress in raising awareness of crime risks and we see many policyholders in Canada getting engaged in the program with thefts being reported to CargoNet and NER immediately. This strategic alliance and the new agreement will be a great incentive for our policyholders, their clients and the industry overall.”

David Shillingford, President of Verisk Crime Analytics adds, “It really makes a difference whether a theft is reported immediately or a day later. It’s much more likely that we can help law enforcement recover the stolen item if it’s reported quickly. We applaud Allianz for taking

a leadership role in changing the habits of our industry and are pleased to have seen positive responses to this new joint endeavor in Canada.”

Allianz and Verisk Crime Analytics have had great success with CargoNet and the National Equipment Register in the United States. The initiatives were built to allow manufacturers, retailers, transportation and heavy equipment companies and their insurers to quickly and accurately share cargo/equipment theft

information with law enforcement agencies and to analyze cargo theft trends. This will be especially important as there are currently no reliable statistics on cargo/equipment theft in Canada.

AGCS is one of the world’s leading marine insurers,

offering insurance cover for all types of modern shipping including tanker, bulker or container ships and passenger vessels, as well as yachts and pleasure craft. AGCS also offers cargo insurance, covering physical loss or damage to international and domestic goods in transit. In 2011, AGCS’s marine business generated over US\$ 1.2 billion in insurance premiums (on a gross written premium basis).

About Allianz Global Corporate & Specialty

Allianz Global Corporate & Specialty (AGCS) is Allianz SE’s dedicated brand for corporate and specialty insurance customers. AGCS provides insurance and risk management support across the whole spectrum of marine, aviation and corporate business, including Energy, Engineering, Financial Lines (incl. D&O), Liability and Property insurance, including International Insurance Programs. For more information please visit www.agcs.allianz.com.



Early 2013 Heavy Equipment Theft Statistics

Analysis

The following charts represent a comparison of thefts over two three-month periods: December 2011 – February 2012 and December 2012 – February 2013.

Skid steer thefts have declined thus far in 2013. For the first time since theft trends have been tracked, the amount of compact tracked loader thefts surpassed skid steer loader thefts. Compact and utility tractors, as well as utility vehicles,

remained popular with thieves, who especially targeted dealers in central and southern states.

The rise in mini excavator thefts, particularly in the west, reflects the growing popularity of this machine. Mini excavators that are left on trailers are particularly susceptible to theft, because both are usually stolen together. With the increase in excavator thefts, there was a decrease in backhoe loader thefts; this is because the two pieces of equipment can sometimes be used interchangeably.

Top States for Equipment Theft		
	2012	2013
1.	TX	TX
2.	CA	FL
3.	FL	CA
4.	OK	SC
5.	NC	NC
6.	VA	WA
7.	IL	OK
8.	MA	LA
9.	GA	MO
10.	OH	TN

Regions Ranked by Theft	
2012	2013
Central	Central
Southeast	Southeast
West	West
Northeast	Northeast

 Top Canadian Provinces for Theft:	
Sep.–Nov. 2012	Sep.–Nov. 2013
1. Ontario	Ontario
2. Quebec	British Columbia

Top Theft Makes	
Sep.–Nov. 2011	Sep.–Nov. 2012
1. John Deere	John Deere
2. Cat	Kubota
3. Kubota	Cat
4. Bobcat	Bobcat
5. Magnum	Case
6. New Holland	Takeuchi
7. Takeuchi	Lincoln Electric
8. Massey Ferguson	Vermeer
9. Miller Electric	Magnum
10. Case	Miller Electric

Top Theft Types		
	Sep.-Nov. 2011	Sep.-Nov. 2012
1.	Skid Steer Loaders	Tractor
2.	Tractors	Utility Cart
3.	Utility Cart	Compact Tracked Loaders
4.	Backhoe Loader	Skid Steer Loaders
5.	Mini Excavator	Commercial Mowers
6.	Compact Tracked Loaders	Backhoe Loader
7.	Commercial Mowers	Mini Excavator
8.	Light Towers	Welder Generators
9.	Welder Generators	Towable Generators
10.	Scissor Lifts	Light Towers

Recent Thefts

Make	Model	Type	State	Approx Value
Komatsu	PC-27-MR-2	Mini-Excavator	SC	\$17,296
Vermeer	D16-X20	Horizontal Directional Drill	VA	\$94,300
Kubota	BX-25	Tractor w/ Loader and Backhoe Attachments	SC	\$15,000
Kubota	RTV-1100CRX-A	Utility Cart	CA	\$13,000
Lee Boy	8510-R	Paver	AZ	\$40,000

Contact NER

Equipment owners:

1-866-346-3746,
option 3, then option 8
skaufman@ner.net



www.StopEquipmentTheft.com

Report a theft: www.ner.net
or fax to 201-469-2027

Sign up for theft alerts:
dmossmann@ner.net

Insurance professionals:

1-866-346-3746,
option 3, then option 6
msthill@ner.net



www.IRONcheck.com

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
Web: www.ner.net

Law enforcement:

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



www.IRONwatch.com