



# EQUIPMENT THEFT QUARTERLY

EQUIPMENT SECURITY NEWS

FIRST-QUARTER 2009

## In the News

### Security Roundtable moves to Jersey City in December

NER will host its inaugural National Equipment Security Roundtable December 7–8 at NER headquarters in Jersey City, N.J. The invitation-only event will be limited to 200 attendees and will bring together rental, construction, and insurance industry executives, along with law enforcement officers who focus on equipment investigations.

“Our monthly regional summits — with a mix of education and networking — have been very popular,” says David Shillingford, president of NER. “Yet many of the more experienced or senior attendees have asked us to provide a forum in which there can be a less formal structure and more active dialogue. The roundtable is that forum. Experts from the industry and law enforcement will guide the discussions in both panel and roundtable formats, which will lead to stated action points from each roundtable.”

NER originally scheduled the event for Las Vegas earlier this year but postponed it because of economic challenges affecting the equipment industry. But while requesting the delay, most prospective attendees reiterated the need to discuss and develop methods to combat equipment theft in the United States.

“The National Equipment Security Roundtable is a great opportunity for the equipment rental community and law enforcement to formulate a plan to combat equipment theft,” says Richard Harlow, corporate security manager at United Rentals, Inc.

To find out more about this event and learn about attending, please call NER at 201-469-2030, or send e-mail to [info@nerusa.com](mailto:info@nerusa.com).



## I bought a stolen machine... so what?



Recently, 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 caused quite a stir among the attendees at the recent FBI-LEEDA Heavy-Equipment Theft Summit, so we decided to ask several investigators across the country. We’ll publish their answers in this and subsequent issues of *Equipment Theft Quarterly*, starting with the response of Detective Dan Rossman of the Cobb County Sheriff’s Auto Theft Squad in Georgia:

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@nerusa.com](mailto:info@nerusa.com).

## Recovery Spotlight

### Missing PIN? No problem for NICB!

Earlier this year, a National Insurance Crime Bureau (NICB) agent based in Arizona successfully brought a recovered vehicle to its rightful owner, thanks to the agent's diligence and NER's extensive database.

In February 2009, NICB Special Agent Dave Schwartzkopf took part in the recovery of several commercial vehi-

cles. Among the units the NICB identified as stolen was a JCB 930 Rough Terrain Forklift, which was missing the primary identification plates. Agent Schwartzkopf contacted NER for further assistance in identifying the machine.

Although the secondary PIN located on the forklift appeared to be the correct format, it did not yield an immediate theft match. By digging deeper into the data, however, NER was able to locate a theft report for the machine, which was originally filed with only a partial PIN.



The forklift belonged to a major rental fleet and vanished from a job site in March 2004.

Upon recovery, the NICB returned the machine to the rental fleet. NER is pleased to recognize Special Agent Schwartzkopf with the Recovery Spotlight for the first quarter of 2009.

## Two premier insurance agencies announce alliances with NER

In an effort to help clients fight the problem of equipment theft, two of the nation's premier insurance agencies introduced their customers to NER's HELPtech®. Washington-based Parker, Smith & Feek and Missouri-based Barker Phillips Jackson recently announced their alliances with NER. As a result, their clients will receive a 20 percent discount on NER's HELPtech service. The agencies' employees will also have access to NER's equipment industry expertise and contacts.

With an office in Bellevue, Washington, and another in Anchorage, Alaska, Parker, Smith & Feek is one of the largest privately owned insurance and risk-management brokerage firms in the nation. The firm is also a partner of Assurex Global, the world's largest privately held risk-management and insurance brokerage organization. To learn more about Parker, Smith & Feek, visit [www.psfinc.com](http://www.psfinc.com).



PARKER | SMITH | FEEK



Barker Phillips Jackson is one of the largest and oldest independent insurance agencies in southwest Missouri, with offices in Springfield, West Plains, Rolla, and St. Robert. To learn more about Barker Phillips Jackson, visit [www.bpj.com](http://www.bpj.com).

## FBI-LEEDA Heavy Equipment Theft Summits

These FREE one-day regional summits increase awareness of the growing equipment theft problem and 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 2009. We'll announce exact dates in subsequent publications:

May – Dallas, TX  
June – Boston, MA  
August – Miami, FL

September – Philadelphia, PA  
October – San Francisco, CA  
December – Charlotte, NC

For more information or to register, please contact NER at [info@nerusa.com](mailto:info@nerusa.com) or 1-866-663-7872.



## Kubota machines are a hit with customers...and thieves

Kubota's share of the commercial mower and utility cart/vehicle (UCV) markets continues to grow in the United States and abroad. The company's industry-leading line of zero-radius mowers and rough terrain vehicle (RTV) series UCVs are increasingly popular. Unfortunately, the increased interest among customers coincides with an increased interest among thieves. The thieves target both mowers and UCVs across the country, especially in Ohio, Pennsylvania, and Indiana.

Thieves are striking private owners, rental companies, and dealers, and they seem to be taking specific machines rather than the more accessible ones. NER strongly recommends that owners give extra attention to protecting their Kubota machines. Here are some tips:

- Immobilize machines, both the ones on display and the ones in storage.
- Rotate outside displays often.
- Surround vulnerable machines with larger machines or vehicles.
- Change your storage location randomly.
- Store machines inside service bays at night and on weekends. Avoid storing machines in visible areas.
- Be vigilant of activity at sites and yards. Engage every person who enters your dealership or rental facility.



2008 Kubota RTV500



2008 Kubota RTV1100

## Recent Recoveries

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

Make/Model	Type	State	Agency
Bobcat 873	Skid Steer Loader	KS	Franklin County Sheriff's Department
John Deere 110	Backhoe Loader	MS	Itawamba County Sheriff's Department
CAT 305-C-CR	Mini Excavator	CA	Santa Clara County Sheriff's Department
CAT 416-C-IT	Backhoe Loader	MA	West Bridgewater Police Department
Bobcat 72-SB	Sweeper	TN	Tennessee Highway Patrol
CAT 246-B	Skid Steer Loader	OK	Tulsa Police Department
John Deere 250-A	Skid Steer Loader	NC	Charlotte Mecklenburg Police Department
CAT 257-B	Tracked Skid Steer	MA	Governor's Auto Theft Strike Force
John Deere Z-830	Mower	IL	Illinois State Police

## CARB regulations update: NER assists with off-road regulations

NER is using its knowledge of equipment components, specs, and PINs (product identification numbers) to help California's equipment fleet owners comply with upcoming off-road regulations. Services include:

- identification of regulated equipment within the fleet schedule
- quality control of equipment make, model, year, and PIN
- cross-reference of engine serial numbers and model numbers (not possible with all equipment)
- assistance with locating PIN and engine details
- completion of engine-family information
- assistance with initial upload to DOORS (Diesel Off-road On-line Reporting System)
- state-approved EIN (equipment identification number) decals, including machine information

**AJ9R37**

John Deere 310.8G  
Unit # 133457  
PIN 10310SG987654

NER determines the cost of initial service, based on a \$65 hourly rate; decal price is per unit and ranges between \$5 and \$25 depending on volume. Help with fleet upkeep (including future additions), retiring of units on DOORS, record retention, and other fleet management tools are also available.

For questions about NER's theft-prevention and due-diligence resources, call 201-469-2030, or send e-mail to [info@nerusa.com](mailto:info@nerusa.com).

To discuss CARB-related issues or to order decals, call Adam Gurzynski at 201-469-2023, or send e-mail to [agurzynski@nerusa.com](mailto:agurzynski@nerusa.com).

## Contact NER

**Equipment owners:**  
1-866-346-3746 x212  
[skaufman@nerusa.com](mailto:skaufman@nerusa.com)

**Insurance professionals:**  
1-866-346-3746 x205  
[msthil@nerusa.com](mailto:msthil@nerusa.com)

**Law enforcement:**  
1-866-346-3746 Option 1  
[info@nerusa.com](mailto:info@nerusa.com)



**HELPtech®:**  
[www.StopEquipmentTheft.com](http://www.StopEquipmentTheft.com)



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

**Report a theft:**  
[www.nerusa.com](http://www.nerusa.com)  
or fax to 201-469-2027

**Sign up for theft alerts:**  
[dmossm@nerusa.com](mailto:dmossm@nerusa.com)

### All other inquiries:

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