

**IN THE
news****Super Storm Sandy Recovery Driving Demand for Equipment**

Police and the equipment industry in the northeast are cautioned to be on guard for thefts generated by the continuing clean-up efforts from Super Storm Sandy.

Equipment owners, dealers and rental companies throughout the eastern seaboard and neighboring areas should make equipment security an aspect of their response to the tragic disaster facing their region.

The massive clean-up effort has caused a spike in demand for heavy equipment. With this increased demand comes greater vulnerability to theft. Owners who take steps preventive measures are less likely to be targeted.

Law enforcement in the affected states may encounter equipment that was either obtained through theft or fraud en route to the damage zones or stolen due to the demand for equipment.

**Theft Awareness Tips for Law Enforcement:**

- Owners may be unable to report thefts, or may be unaware of thefts in the affected areas. If you are in doubt of an operator's legitimate possession of equipment, contact NICB 800-447-6282 for a search of NER's equipment registration and ownership records.
- Independent and national rental companies, contractors, and local dealers may be difficult to reach in the affected areas. NER maintains local and national management contacts and emergency contact information for member fleets. Contact NICB 800-447-6282 or NER 866-663-7872 for this information.

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Zurich Canada teams up with Verisk to combat cargo, equipment theft

Zurich Canada is working with Verisk Crime Analytics divisions CargoNet and the National Equipment Register (NER) to combat cargo and heavy equipment theft.

The CargoNet and NER programs are built around national property crime databases and secure information-sharing systems designed to support law enforcement investigations through theft alerts, data analytics, and 24-hour subject-matter expert support. Zurich officials say the systems will help enhance preventative activities, increase recovery chances, and allow the insurance firm and its policyholders to further their efforts to combat property crime.

"I'm proud of Zurich's leadership in the transportation and heavy equipment industries and of our initiative to implement loss control and risk mitigation solutions for our customers. Much like we've done with environmental remediation, through Spill Reporting Online, this service puts our customers in better control of their business and assets," said Patrick Lundy, president of Zurich Canada.

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Theft Prevention Tips for Equipment Owners:

- 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 the machines are located, and how they were disabled. If parts were removed, document where they are stored for reinstallation.
- Normally, NER suggests machines be parked in highly visible areas to deter vandalism and theft. The storm's impact on traffic volumes may have limited the deterrence of public observation in some areas. If this is the case, machines should be concealed or parked out of view as well as disabled.
- Clearly post your contact information on the interior and exterior of your equipment. Make sure that emergency responders are able to contact you in case they need access to your equipment.
- Update your NER registration. Make 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 you are willing to assist emergency responders. In this way, they can know to contact you instead of commandeering the machines.
- Survey your equipment to be sure all machines are accounted for, and report any missing units as soon as possible. NER can record details on missing equipment on the NER system even if a police report cannot be made yet.
- Consider installing a tracking device such as NER's IRONwatch on equipment. The device can be activated to provide the immediate location of a piece of equipment.

Equipment owners, contractors, and rental companies should maintain constant vigilance as recovery from the storm continues. Construction equipment is in high demand and the risk for theft is very high. If you are a victim of theft or have a reason to believe that a piece of equipment is stolen, please call NER at 866-663-7872.

Zurich Canada

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“Our relationship with CargoNet is the culmination of an investigative journey we started in 2008. We’re very proud of the hard work and effort by all parties, from the launch of the Canadian Trucking Association Cargo Crime Task Force to the implementation of a singular, organised and structured solution for Zurich customers to deal with crime.”

In May 2011, Zurich Canada was a sponsor of the Canadian Trucking Alliance (CTA) Report on Cargo Crime in Canada. The purpose of the study was to identify trends in cargo crime across the country, identify best practices in combat cargo crime, and develop an action plan for the private and public sector to address this important issue.

“A key finding of the CTA crime report and analysis of heavy equipment theft is that crime information sharing must improve, both in real time—between theft victims and law enforcement—as well as in aggregate so that theft trends and economic impact can be better understood,” said David Shillingford, president of Verisk Crime Analytics. “CargoNet and NER are designed to support this strategy in a secure and controlled environment and in a way that quickly improves the bottom lines of insurers and their policyholders. Zurich Canada’s early support of these programs is critical to long term success and demonstrates their industry leadership and policyholder-centric viewpoint.”

CNA Canada Employs CargoNet and NER to Support Policyholders in Fight against Cargo and Heavy Equipment Theft



CNA, a global business insurer, announced today that they are using CargoNet and the National Equipment Register (NER) — two national information sharing systems designed to help policyholders combat the growing problems of cargo and heavy equipment theft. CargoNet and NER are divisions of Verisk Crime Analytics.

“It’s widely known that collaborative information sharing is important to fighting both cargo and heavy equipment theft”

By using CargoNet and NER’s products and services, CNA leads the insurance industry in a national initiative centered on secure information sharing, loss prevention services, education and training, and investigative support. CNA Canada also offers benefits and savings directly to insureds, including preferential pricing and a deductible waiver of up to \$10,000 per loss resulting from the theft.

“It’s widely known that collaborative information sharing is important to fighting both cargo and heavy equipment theft,” said David Shillingford, president of Verisk Crime Analytics. “We wouldn’t have been able to roll these systems out in Canada without the support of forward-thinking companies like CNA.”

“CNA Canada is proud to be a founding member of this initiative,” said Gary Owcar, president and chief operating officer of CNA Canada. “We’ve been a long time supporter of NER and CargoNet in the United States, and are excited to join forces with them to prevent construction and cargo theft in Canada.”

CargoNet and NER help prevent theft and improve recovery rates through secure information sharing and collaboration among theft victims, their business partners and law enforcement. Both solutions are centered on secure national databases and information-sharing platforms managed by crime analysts and subject-matter experts. Powerful analytical tools also allow the aggregate data to be analyzed to show and predict theft trends

to support loss prevention and investigations. CargoNet and NER are supported in Canada by MSA Research, Inc.

About CNA Canada

Serving businesses and professionals since 1897, CNA is North America’s seventh largest commercial insurance writer and the 13th largest property and casualty insurance company. CNA’s insurance products include standard commercial lines, specialty lines, surety, marine and other property and casualty coverages. CNA’s services include underwriting, risk control and claims administration. Please remember that only the relevant insurance policy can provide the actual terms, coverages, amounts, conditions and exclusions for an insured. All products may not be available in all provinces and may be subject to change without notice. CNA is a registered trademark of CNA Financial Corporation. For more information, please visit CNA at www.cnacanada.ca.

About CargoNet

A division of the Verisk Crime Analytics unit at Verisk Analytics (Nasdaq:VRSK), CargoNet® helps prevent cargo theft and improve recovery rates through secure and controlled information collection among theft victims, their business partners, and sharing crime information with law enforcement. CargoNet is centered on a national database and information sharing system managed by crime analysts and subject matter experts. By applying a synchronized, layered approach, CargoNet exploits the weaknesses of cargo thieves at multiple points. CargoNet offers integrated databases, a theft alert system, task force and investigations support, a tractor/trailer theft deterrence program, and the TruckStopWatch program®. CargoNet also provides driver education and incentives, secondary market monitoring and interdictions, crime trend analysis and loss control services, and training. More information on CargoNet can be found at www.cargonet.com.

The following charts represent a comparison of thefts over two three-month periods: September – November 2011 and September – November 2012. At this point, there were more losses reported in September to November 2011 than have been reported so far for the same period in 2012.

Super Storm Sandy and the related recovery efforts may be delaying owners from discovering and reporting thefts in impacted areas and neighboring regions. Owners should double check their inventories sooner than later. It is possible the theft levels for the period will end up being greater than 2011 due to the storm.

An interesting note is that three kinds of equipment typically used during disaster recovery—chippers, towable generators, and light towers – are tied for the tenth most stolen equipment type in 2012. NER advises owners near any disaster-impacted areas to take extra safety measures to protect all of their equipment from theft.

Top States for Equipment Theft		
	Sep.–Nov. 2011	Sep.–Nov. 2012
1.	TX	TX
2.	CA	FL
3.	FL	CA
4.	NC	IL
5.	IL	GA
6.	SC	IN
7.	OH	SC
8.	TN	WA
9.	IN	OK
10.	GA	LA

Regions Ranked by Theft	
Sep.–Nov. 2011	Sep.–Nov. 2012
Central	Central
West	Southeast
Southeast	West
Northeast	Northeast

 Top Canadian Provinces for Theft:		
	Sep.–Nov. 2011	Sep.–Nov. 2012
1.	British Columbia	Ontario
2.	Quebec	British Columbia

Top Theft Makes		
	Sep.–Nov. 2011	Sep.–Nov. 2012
1.	John Deere	John Deere
2.	Cat	Kubota
3.	Kubota	Bobcat
4.	Bobcat	Cat
5.	New Holland	Case
6.	Case	Komatsu
7.	Miller	Scag
8.	Magnum	Atlas Copco
9.	Takeuchi	Vermeer
10.	Toro	Ingersoll Rand

Top Theft Types		
	Sep.–Nov. 2011	Sep.–Nov. 2012
1.	Skid Steers	Commercial Mowers
2.	Utility Carts	Tractor
3.	Tracked Skid Steers	Skid Steer * Utility Cart*
4.	Tractors	Backhoe Loader
5.	Backhoe Loader	Mini Excavator
6.	Commercial Mowers	Tracked Skid Steers
7.	Welder Generators	Welder Generators
8.	Mini Excavator	Air Compressor Towable)
9.	Light Towers	Fork Lift
10.	Scissor Lifts	Chipper * Generator Towable* Light Tower*

* indicates a statistical tie



hanley wood

February 5 – 8 ■ **World of Concrete**
Las Vegas Expo Center, NV



February 13 – 14 ■ **NUCA Convention**
Sheraton Phoenix Downtown, AZ

February 10 – 13
The Rental Show
Sands Expo and
Convention Center,
Las Vegas, NV



March 6 – 9

**AGC Annual
Constructor
Classic Expo**

JW Marriot Desert Springs
in Palm Springs, CA



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

Insurance professionals:

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



www.IRONcheck.com

Sign up for theft alerts:
dmossmann@ner.net

Law enforcement:

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



www.IRONwatch.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