

 *Happy Holidays* from all of us at the National Equipment Register!

Recovery of the Year

Record-breaking recovery

The year 2008 once again brought numerous spectacular equipment recoveries across the country. Yet one of them towers above all others in terms of quantity and dollar value of the recovered machines. Senior Special Agents Pete Chrisley and Steve Derrick of the South Carolina Law Enforcement Division win NER's 2008 Recovery of the Year Award for a 31-piece recovery worth an estimated \$4 million.

Four Caterpillar 320 excavators, two Caterpillar D-6 dozers, two Caterpillar 930-G loaders, two Caterpillar 730 off-road trucks, three Caterpillar 420-D backhoes, a Caterpillar motor grader, a Volvo L-70 loader, a John Deere 310-SG backhoe, a Kubota KT37, and a Komatsu PC27MR mini-excavator are some of the machines recovered by Senior Special Agents Chrisley and Derrick in April.



When asked about the success of this investigation, Agent Chrisley is quick to point out that it was a result of a multi-agency effort:

"I would like to mention Detective Jennifer Flowers of the Georgetown County Sheriff's Office, Detectives Neil Rouse and James Lee of the Marion County Sheriff's Office, Detective Dewitt Coleman of the Dillon County Sheriff's Office, and Agent Walt Woloszczuk of the National Insurance Crime Bureau. These individuals and organizations were actively involved in the recovery efforts," Chrisley says.

The case is one of the most successful equipment recovery operations in the United States to date, and NER is pleased to recognize Agents Chrisley and Derrick. They will receive a plaque and a \$1,000 grant for their department to support future equipment investigations. Their diligence and professionalism set an excellent example in the fight against equipment theft in America. ❁

It happened... Now what?



Steps to take in case of equipment theft

The following steps will ensure the highest probability of a recovery of your stolen machine. Time is of great importance, so take these steps immediately upon discovering a theft:

1. If you have a security device such as LoJack installed on the stolen machine, follow the manufacturer's prescribed steps to activate the device.
2. File a theft report with your local police agency. When submitting the theft report, pay close attention to the following:
 - a. Report the correct machine. It is not uncommon for victims to accidentally report the wrong machine as stolen.
 - b. Include the machine's make, model, PIN, or serial number in the theft report, as well as contact information for you and your insurance carrier.
 - c. When communicating with the police, report the PIN accurately by writing and pronouncing PIN combinations clearly. Avoid simple clerical errors such as recording a B as an 8 or a Z as a 2.
 - d. In addition to the full PIN, report your owner applied number (OAN). If possible, include additional identification numbers, such as engine serial number, in your report.
3. Submit your loss information to the NER theft database by going to http://www.nerusa.com/submit_theft.asp or sending a fax to 201-469-2027. NER's database supports equipment investigations across North America.
4. Notify the machine's manufacturer by contacting your local dealer. Ask them to add the stolen machine's PIN to the manufacturer's hot list.
5. Send a letter to neighboring equipment yards and construction sites alerting them to your loss and asking them to look out for your machine.

NER to host inaugural National Equipment Security Roundtable in Las Vegas

NER is proud to invite the equipment industry to a landmark event — the first National Equipment Security Roundtable. The meeting will welcome participants from all corners of the United States on January 27 and 28 in Las Vegas, Nevada.

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

Law enforcement officers who focus on equipment investigations will join executives from the rental, construction, and insurance industries at the invitation-only event, which is limited to 200 attendees and will take place at Caesar’s Palace Hotel & Resort.

“The 2009 National Equipment Security Roundtable will serve as a phenomenal 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 how to attend, please contact NER at 201-469-2030, or send e-mail to info@nerusa.com. ❁



Major insurance agencies and brokerages announce alliances with NER to help clients combat equipment theft

Earlier this year, several prominent insurance agencies announced their alliances with NER to help their clients combat the serious problem of equipment theft by registering machines on NER’s HELPtech® database.

Among the companies are Wisconsin-based Wausau Signature Agency (WSA), California-based Heffernan Insurance Brokers, and Florida-based Insurance Office of America (IOA).

Through the alliances, NER will offer a 20 percent discount on its HELPtech service. Also, NER will provide its expertise and industry contacts to support the agencies’ staffs in offering more comprehensive advice on equipment theft risks and security solutions.

Wausau Signature Agency (WSA) is a national agency that offers access to group, property, and casualty products from a variety of carriers. WSA ranks among the top 15 privately held property and casualty agencies according to *Insurance Journal* and is the largest distributor of Wausau Insurance property and casualty products, coverages, and services. To learn more about WSA, visit www.wausausa.com.

Formed in 1988, Heffernan Insurance Brokers is one of the largest independent insurance brokerage firms in the United States. With offices in California, Oregon, Illinois, Missouri, and Florida, Heffernan provides comprehensive insurance and financial services products to a wide range of businesses and individuals. To learn more about Heffernan Insurance Brokers, visit www.heffgroup.com.

Insurance Office of America (IOA) is a privately held full-service insurance agency and is one of the fastest-growing independent agencies in the United States. It is Florida’s largest privately held insurance agency and ranks ninth on *Insurance Journal*’s list of the top 100 largest privately held property/casualty agencies. IOA has 23 branch offices reaching eight states from coast to coast. To learn more about IOA, visit www.ioausa.com. ❁

Wausau Insurance announces alliance with NER



In October, Wausau Insurance Companies announced that it has entered into an alliance with NER to help Wausau policyholders combat the growing problem of construction equipment theft by registering their equipment on NER's HELPtech® database.

Through the alliance, Wausau offers its policyholders a deductible waiver up to \$10,000 for NER-registered equipment lost to a theft. Policyholders register equipment through NER's secure and confidential online process. NER stores the information in a national database to support police seeking to identify the true owner of a machine. To deter thieves, NER gives registrants a warning decal to display on each piece of equipment.

Wausau Insurance was founded in 1911, the year it issued the country's first workers compensation policy. Since 1999, it has been a member of the Boston-based Liberty Mutual Group — the country's fifth largest commercial lines insurer. ✿

Summit Summary: Mahwah, New Jersey, and Cincinnati, Ohio

Recently, regional Heavy Equipment Theft Summits took place in Mahwah, New Jersey, and Cincinnati, Ohio. The two events — sponsored by FBI-LEEDA, NICB, and NER — were hosted by Bergen County Law and Public Safety Institute and by the Cincinnati Police Department respectively.

FBI-LEEDA Heavy Equipment Theft Summits

Over the past three years, FBI-LEEDA has hosted 31 regional Heavy Equipment Theft Summits across the United States, bringing together thousands of equipment owners and dealers, law enforcement officers, insurers, and auctioneers. In 2009, FBI-LEEDA, NER, and NICB will continue presenting these free one-day regional seminars designed to increase awareness of the equipment theft problem and to provide participant-tailored educational sessions and networking.

The following locations will host FBI-LEEDA Equipment Theft Summits in 2009:

- February – Los Angeles, California
- March – Seattle, Washington
- April – Kansas City, Missouri
- May – Dallas, Texas
- June – Boston, Massachusetts
- August – Miami, Florida
- September – Philadelphia, Pennsylvania
- October – San Francisco, California
- November – Memphis, Tennessee
- December – Charlotte, North Carolina



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

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
CAT 416-C	Backhoe loader	WA	Washington State Patrol
Bobcat 773-G	Skid steer loader	NM	Luna County Sheriff's Department
CAT 257-B	Tracked skid steer	KY	Campbellsville Police Department
Case 580-M	Backhoe loader	LA	Tangipahoa Parish Sheriff's Department
CAT 304-CR	Mini-excavator	WV	West Virginia State Police
Bobcat S-185	Skid steer loader	CA	California Highway Patrol
CAT 943-LGP	Wheel loader	SC	Lancaster County Sheriff's Department
Case 580-K	Backhoe loader	PA	Pennsylvania State Police
CAT 426-C	Backhoe loader	NC	North Carolina Highway Patrol

Approximately 200 representatives of law enforcement, insurance, construction, and equipment industries attended the events. As always, the attendees had an opportunity to network and participate in lively educational discussions during the breakout classes. Complimentary lunches were sponsored by Celevoke, provider of GPS tracking, global cellular networks, and telematics. ✿



Detectives Daniel Pearson, left, and Stephen Dembowski attend the Mahwah, New Jersey, Heavy Equipment Theft Summit.

NER helps California prepare for CARB emissions ratings

NER has been reaching out to industry leaders and government officials in California to ensure that NER member fleets are prepared for the California Air Resources Board (CARB) 2009 reporting requirements for "In-Use Off-Road Diesel Vehicles." NER will assist HELPtech® members to quality-control their data and to gather and submit necessary engine information. We'll also provide fleet owners with decals bearing the appropriate state-issued equipment identification number (EIN).

In addition to meeting CARB average emissions ratings on diesel engines of 25 hp (horsepower) or greater, you need to follow several other critical provisions of the new regulation:

The initial reporting deadline for large fleets (5,000 hp or greater) is April 1, 2009; for medium fleets (2,500 – 5,000 hp), June 1; and for small fleets (less than 2,500 hp), August 1.

You must register new equipment with CARB within 30 days of purchase. Once you complete the initial registration, the



state will issue each piece of equipment an EIN, which you must display within 30 days of issue. NER provides heavy-duty customized EIN decals to fleet owners.

As of June 2008, the seller of any equipment covered by the program must provide a written disclosure notifying the purchaser of those regulations.

NER has upgraded its HELPtech registration interface to assist customers registering equipment through the Diesel Off-Road Online Reporting System (DOORS).

If you have questions about CARB regulations, please visit the California Environmental Protection Agency's website at <http://www.arb.ca.gov/homepage.htm>, or call NER at 201-469-2030. *

Contact NER



HELPtech®:
www.StopEquipmentTheft.com

IRONcheck™

IRONcheck®:
www.IRONcheck.com

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

Sign up for theft alerts:
dmossmann@nerusa.com



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