

# TER Equipment Recovery News



The Leading Resource for Equipment Registration and Recovery in the UK & Europe

MAY 2007

## Theft down 20% ...thanks to TER

Equipment theft has fallen 18% in the last year. This is the first recorded drop in theft since TER was founded in 1995, and it's a significant one. The theft of compressors fell by 48%, generators by 44% and excavators, telescopic handlers, dumpers and fork lift trucks by 32%. Even so, there were more than 3,500 higher value thefts valued in excess of £31M during 2006 which means that equipment theft continues to be a serious organised criminal activity which has links to the funding of terrorism.

While it's easy to explain why equipment theft has kept going north for the last 12 years, what are the reasons for the dramatic drop? We'd like to put a part of it down to TER's strategic campaign against equipment theft, and the coverage that the media have given the issue, which may finally be persuading manufacturers to improve built-in equipment security, for owners to buy in the after market fits which actually prevent the equipment being stolen, and maybe because users are starting to improve site security which has, to date, been about effective as a wet paper bag.

In general, the south east of the UK retains its place as the worst region for equipment theft in the UK - London, Surrey, Thames Valley and Kent topping this list.

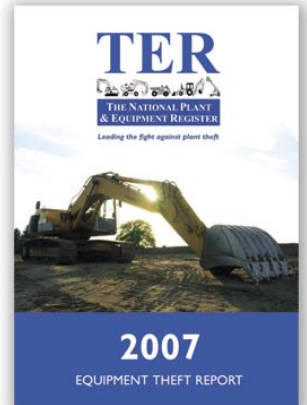


The single most valuable item stolen in 2006 - a 25 tonne Volvo road rail lorry, worth £300,000

Only Cleveland recorded no equipment thefts. While more trailers are stolen than any other item, 903 or 25.5% of equipment theft, the theft of excavators continues to be the highest value theft at £11.8M or 37.5% of equipment theft.

The single most valuable item stolen in 2006, at £300,000, was a 25 tonne Volvo road rail lorry (similar to the one pictured below) stolen on 16<sup>th</sup> November from Rugby in Warwickshire, followed by a £124,000 Caterpillar D6 DSII stolen on 27<sup>th</sup> March from Chelmsford in Essex.

While the downward direction in this year's statistics is clearly to be welcomed, at the same time it is also clear that there is still quite a way to go, as indicated by the very long list of Action Points set out in the report. Persevere, persevere. You can be sure that TER will.



Visit [www.ter-europe.org](http://www.ter-europe.org) and download your copy of the 2007 TER Theft Report today...

Across the board there have been significant drops in the number of reported thefts from 2005 to 2006:

	Compressors .....	-48%
	Generators .....	-44%
	Excavators .....	-32%
	Telehandlers.....	-32%
	Dumpers .....	-32%
	Fork Lift Trucks .....	-32%

### TER CHECKS



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# Great Deals are Traps for Fools

There's no such thing as a great deal when it comes to buying used plant and equipment. Great deals are traps for fools. So, we have devised a check list for you to use when you are buying used equipment, in addition to the usual checks that you make when you buy a used machine, such as knowing and checking the make, model, year, condition and hours run.

Here's your TER pre-purchase checklist:

- Have you ever bought equipment from this person/company before or have you got any references from someone you know and trust who has? If the answer is no, walk away
- Never, ever buy from a pub car park, motorway service area, lay-by etc
- Always physically inspect the machine
- Always inspect the machine at the seller's premises or home address
- Carefully check that the serial number plate is intact and is like the manufacturer's serial number plates you have seen before. Make sure that it has not been interfered with in any way
- Check that the serial number on the plate matches the one stamped into the chassis
- Be suspicious if the machine has had a recent respray
- Has the machine got any previous owner decals on it? If it has, give the company a call and ask them who they sold it to



- Check that the ignition has not been damaged. (Mind you, with the universal key policy, any decent criminal has got keys and doesn't need to damage the ignition)
- Ask for any documentation eg receipts, service history, V5
- Always make sure you do a TER Check on the equipment before you buy it, and do this check when you are standing next to the machine in case there is a query over the identity data, or it's stolen
- Never pay cash, always pay by cheque
- Always get a receipt with the seller's name, address and VAT number
- If you have any doubts, walk away

**There's more than £200M worth of stolen equipment out there. Be suspicious. Don't be greedy.**

## Banking on Success...not!

We were contacted recently by a bank. They had financed two machines for more than £100,000. Before they 'bought' the machines they had them 'inspected' by a bloke from a lock-up on an industrial estate who 'inspected' them at a motorway service station.

On the basis of this expert opinion the bank considered the deal bona fide and wrote out a cheque for £100K. Not surprisingly, when the payments quickly dried up, the bank sought to repossess the equipment and found that not only were there no machines, but there were no clients either.



In fact, both machines had never been in the UK. One had been made for the US market where it still is, and the other is in Japan.

## Polish Express

A well travelled stolen JCB 3CX was recently identified by TER in Poland. The machine had been stolen in Co Durham in 2004, sold – just 10 days later – by a company in South Humberside to a dealer in Ireland. This dealer sold it to a client who used it for 2 years and then traded it back in with the same dealer in October 2006. The dealer sold it to an export company in Ireland who sold it to an export company in Lancashire, who sold it to a Polish import company, who sold it to one of their clients.

Out of breath yet? TER identified it during a routine check being made by a Polish bank, and we sold it back to the last purchaser in Poland (pictured) on behalf of Norwich Union, the insurer of the original loser. And now we're looking into the company on South Humberside...



## Champers for your best photo or story



Submit an interesting photo of plant equipment in strange situations or a good story with a lesson about equipment theft, and if we decide to print it in this newsletter – as judged by the Editor

– then we'll send you a bottle of champagne from our local vintners. Send them to [info@ter-europe.org](mailto:info@ter-europe.org) and put 'Champers for me' in the subject box.

## TER Check Certificates

We will shortly offer Search Certificates with every TER Check that you do. The embossed certificate will give details of the equipment you checked, when you checked it, and confirmation that at the time of the check there was no theft recorded (TER Trade Check) or no theft or finance recorded (TER Premium Check) against the item being checked. Each certificate will have a number of counter-fraud technologies built into it as well as being uniquely numbered. Search Certificates will add value to your purchase, or sale if you are an auctioneer or dealer, and provide clear evidence of your due diligence. There will be a charge for Search Certificates.

## Gold Plated Perfection from Leading Manufacturers

Before JCB and Ifor Williams issue a replacement plate to a dealer they require the dealer to check the serial number against TER's database of stolen plant and equipment. JCB send the plates to TER for distribution to their dealer while Ifor Williams send them direct to the dealer. In this way we jointly help cut down the plating up of stolen machines, and fraud.

## New Subscribers

TER welcomes the following companies who have registered their equipment fleets:

- Vogue Developments (Midlands) Ltd
- OCM Plant Hire
- PH Plant Hire
- PG Plant Hire
- Walsh Brothers (Civils) Ltd
- Carronvale Homes Ltd
- Woodstock (SW) Ltd
- AM Construction Ltd
- DA Hughes Forestry Contracting
- Kingsbury Pallets Ltd

## Leeds Leads Registration

Leeds City Council has made TER registration mandatory for all its equipment using contractors and intends to cascade this out to other City Councils as best practice.





## TER Check & Recovery

On 11<sup>th</sup> January a TER Check matched a stolen Manitou MLT725 telescopic handler which was being offered for sale in Telford, Shropshire. TER contacted the West Mercia Police, and our local TER Investigator, and the equipment was soon in safe hands. It had been stolen on 5<sup>th</sup> February 2004 in West Yorkshire, and was owned by Allianz Cornhill Insurance.

## TER Check News

Our TER Check service is going like a belt-fed Wombat. The TER Check is where clients want to find out whether used plant and equipment is stolen or on finance before they buy it, auction it, finance it or insure it. We have been advertising the service in the trade press and on our website. See TER's website for terms and conditions.



## TER Check Alert

One dealer requested TER Checks on more than £100,000 of stolen equipment. On one hand you could say that he saved himself that money, on the other hand, and more likely, is that this punter knew that it was all nicked before he called us. Although the police are not yet investigating the dealer, we are closely monitoring the situation.

## TER Check Account - *open one, get one free*

Open a TER Check account with a £100 deposit before the end of May and get a free TER Premium Check worth £25+VAT. Existing account holders can also get their free TER Premium Check by adding £100 to their existing account before the end of May. Only one free TER Premium Check per account holder. Offer closes 31<sup>st</sup> May 2007. Call TER now.

## Christmas Day Callout

The duty TER operator was just tucking into Christmas lunch when the batphone rang. It was an officer from the Police Service of Northern Ireland (PSNI) calling to check a Manitou telehandler on the back of a truck. The officer, and our operator, agreed it was a strange time to move equipment around, but checks revealed that's all that it was.

## Europeanisation

TER is opening offices in Amsterdam and Cologne where our sister company, the Art Loss Register, already has offices. Insurers and police in both Holland and Germany have expressed a strong interest in TER's services and, as we already know, the criminals operate internationally.

## The Italian Job

TER has identified a Merlo P41.7 which had been stolen in Brindisi, Italy and entered into a UK auction. It is owned by an Italian bank.

## On the job this year

Four stolen and re-identified telehandlers, valued at £62,000, were identified in Ireland on an operation with the Garda as a result of an ongoing TER investigation into the theft of £8M worth of telehandlers between 2002-2004. In the Met Police area £50,000 worth of stolen equipment was recovered in West London, and in West Yorkshire a further £50,000 worth of equipment was identified during a focused police operation targeting equipment thieves.

## Police - Put it in your phone

This is a new campaign for police officers to get TER's number into their mobile phones. Our 24/7 phone number is 01225 464 599.

### Sites of interest...

- **Vehicle Operator Services Agency**  
[www.vosa.gov.uk](http://www.vosa.gov.uk)
- **Resale Weekly**  
[www.resaleweekly.com/TER](http://www.resaleweekly.com/TER)
- **Loss Management Group (LMG)**  
[www.lossmanagement.co.uk](http://www.lossmanagement.co.uk)
- **The Art Loss Register (ALR)**  
[www.artloss.com](http://www.artloss.com)