

TER



THE NATIONAL PLANT
& EQUIPMENT REGISTER

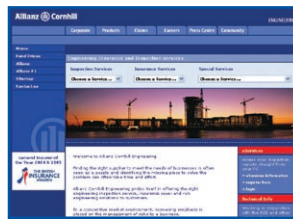
Equipment Recovery News

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

NOVEMBER 2006

Alliance with Allianz

Allianz Cornhill Engineering have heaped on a huge premium discount for clients who get their equipment registered with TER. The 15% discount was announced by top underwriter, Stefan Bramwell, in a press facility at London's Savoy Hotel. Contact your broker, or ACE Engineering at their offices in Liphook, for further details. Tel 01428 722 407, or on the web at www.allianzcornhill.co.uk/engineering



Allianz  Cornhill

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Stop theft, now!

TER has produced very detailed crime prevention advice for equipment owners and users. "Loss Prevention and Security Techniques for Equipment Owners and Hirers" is a 15 page dossier packed with high quality, proven security techniques that won't cost you an arm and a leg - but will cost you if you don't read and act on it. Copies have been circulated to the Heads of Underwriting at insurers. It is available as a download from TER's website.



Surrey seizures

Over £50,000 of stolen equipment was grabbed back from equipment thieves in a recent Surrey Police raid supported by TER. An excavator, Thwaites dumper and roller were lifted out of a dodgy yard in north Surrey. If you have got any information on plant and equipment thieves in your area call the police, Crimestoppers or TER.

TER CHECKS



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

Cut your losses with TER's free advice

With the 2012 Olympics construction phase about to start, TER has teamed up with US colleagues from the National Equipment Register (www.NERusa.com) to launch a free, comprehensive 15 page document detailing a significant number of crime reducing measures, many of which are themselves free and which should be incorporated into every owner's, hirer's and contractor's standard operating procedures.

"This advice is based on our joint experience of criminal operating procedures in the UK and USA," said Tim Purbrick, Manager of TER. "Our aim in providing this advice is to deter, deny and detect equipment thieves in order to reduce the costs of equipment theft and increase the recovery rate for stolen equipment."

Plant and equipment theft is endemic across the UK with Home Office estimates running at £1M of equipment being stolen every week and more than £200M (Source: TER) of stolen equipment in circulation.



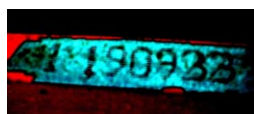
Equipment theft is also linked to a range of serious organised crime, and to terrorist fund raising, which results in further disruption and harmful criminal activities in our communities.

"With the current high level alert state for terrorism it will be unacceptable for site security at the 2012 Olympics to meet the current standard in the UK, where most sites have the security of a 'wet paper bag'," said Purbrick. "We believe that this new advice sets the benchmark for all those involved in the equipment using industries."

The document, 'Loss Prevention and Security Techniques for Equipment Owners and Hirers', is available as a free download from TER's website, www.ter-europe.org

Recent equipment recoveries

All this equipment has been sold, but if you want to buy equipment from TER in future, or to tell us about a theft, or give us some information about equipment thieves, give us a call.



Type	Make	Model	Police	Owner
Telehandler	Manitou	MT1637	PSNI	AXA
Excavator	JCB	801	Sussex	Norwich Union
Telehandler	Manitou	MT1637	Lancashire	ACE Europe
Telehandler	Merlo	P32.7	Avon & Somerset	NFU Mutual
Telehandler	JCB	520-50	Cheshire	HSB Haughton
Excavator	Hitachi	EX22	Essex	Allianz Cornhill
Telehandler	Manitou	BT420	Surrey	Zurich
Dumper	Benford	HD1200	West Yorkshire	Gerling
Excavator	JCB	JS330	Isle of Man	Lombard Finance

Custodia-ns of your kit

It would be better if you didn't have your kit stolen in the first place. But if you do, make sure that you have Custodia Systems' Appello location device fitted to your kit. We liked it so much we bought one to use ourselves, and we will loan it to the police for plant related sting operations. Use Custodia and get your first year's subscription to TER for half price. Speak to Custodia's Peter Thompson on 01908 330 385. Quote: TER.

2006 Theft Report steals a march



TER's 2006 Equipment Theft Report got national press coverage as it came off the presses. TER's Report shows that plant theft has reached its highest ever recorded level, topping out at more than £43M – or nearly £1m of plant and equipment stolen every week in the UK, Northern Ireland and the Irish Republic. The Report describes some parts of the plant and equipment industry as being like "the Wild West of old with little regulation and too much cash in hand". Contact TER for a copy.

Tim Purbrick, Manager of TER, spoke to the nation on Radio 5 Live to comment on the Report, "Plant thieves span the spectrum of criminality, from opportunist through serious organised criminal, to terrorist."

Sting the criminals



One technique we use to proactively target criminals is called the 'stinger'. An attractive item of equipment left on a site or in some other tempting location for criminals to steal. Only

this one is fitted out with at least three types of tracking device, covered by covert CCTV, and with police ground and air support units on standby. If you would consider loaning or donating an item of equipment for use in these types of operation you will be playing your part to take thieves off the road. The equipment that we are looking for includes mini excavators, telehandlers, rollers and dumpers.

TER also have an Appello tracking device for loan to the police for plant related sting operations. Contact TER.

Introducing the New TER Checks

Part of the reason why criminals keep on stealing items of plant and equipment is because no one gives a monkey's if they buy, sell, finance or insure a nicked one. It never ceases to amaze us that some people will check a £5,000 used car before they buy it and not bother with a £50,000 excavator! Why is it that buyers, sellers, banks and insurers collectively and deliberately ignore the fact that the £50M+ of equipment stolen every year, year on year, happily swirls around the UK's used equipment industry being bought, sold, financed and insured?

Here are some of the reasons that punters have told TER:

- 1 Didn't cross my mind that it could be stolen (purchaser)
- 2 No one is ever going to check it, least of all the police, so why should I care (purchaser)
- 3 I never check the identity, wouldn't know where to look (purchaser)
- 4 I'm only concerned about the age and condition of the equipment (purchaser)
- 5 My insurer doesn't need to know what I'm insuring, so why should I care if it's stolen (purchaser)
- 6 I know it's a can of worms but we don't want to open it (insurer)
- 7 If we tell you what we're insuring and you find out that it's stolen, we're going to have a problem with our clients (insurer)
- 8 Never heard of TER (just about everyone claims this, but they never forget)
- 9 Checking would add to our costs and is not an issue for our clients (auction)
- 10 We already check for finance so we don't need to check with you (auction)
- 11 We only buy from *bona fide* suppliers, in the event that we found out that it was stolen we would get our money back from them (bank)
- 12 Checking for theft would add too much time to our decision whether or not to offer a client a deal and they'll just go elsewhere. Also, it will add to our costs to check (bank)
- 13 If we all hold tight and no one breaks cover we can continue to ignore this issue (everyone)

Why should you care?

- 1 In the UK, NI and Ireland, you cannot buy good title in stolen property no matter how many hands it has been through. This is the principle that no one can give better title than he himself has, embodied in the maxim *nemo dat quod non habet* which was supported by a House of Lords ruling on 21st April 1998 in the case National Employers Mutual General Insurance Association Limited v Jones
- 2 If you buy equipment for less than the market value and at some time after the purchase the item is identified as stolen, the police may treat you as a handler of stolen goods. In other words, if it's a great price it's usually for a reason, and that reason is usually because it's stolen
- 3 Equipment theft funds a range of criminality and even terrorism, much of which will affect you and your community directly and indirectly
- 4 It can harm your reputation if you are found with stolen equipment, even if you purchased it innocently
- 5 If your company has a Corporate and Social Responsibility statement, how can the purchase, sale, financing or insuring of stolen plant and equipment possibly be acceptable

Well, now you can check the registered ownership status of any item of plant or equipment from as little as £5/check.



TER CHECK

Over £50m of equipment is stolen every year.

A TER CHECK can reveal if it is stolen or has outstanding finance, starting from only £5.

TER Trade Check - £25 for 5 checks
Check the Serial Number of equipment you are buying, auctioning, financing or insuring

TER Premium Check - £25/check
Extended Search on Make, Model & Serial Number *plus* Outstanding Finance check

Prices exclude VAT. See website for terms and conditions.

Register Your Fleet, Report Thefts, Check Equipment.
www.ter-europe.org
Tel: 01225 464599

CE Marking? Am I bovvered?



The CE mark - the CE doesn't stand for anything - is a mandatory mark for certain products, including construction equipment, sold in the European Economic Area (EEA) by which it is assured that the item meets all the essential requirements of all applicable EU health and safety directives. Any

equipment that you buy should come with an EC Declaration of Conformity (EC-DoC) from the manufacturer, representative or importer indicating his identity (location, etc.), the list of European Directives he declares compliance with, a list of standards the product complies with, and a legally binding signature on behalf of the organization. According to the DTI there are penalties for non-conformity which could result in fines and/or imprisonment.

If your equipment does not have a *bona fide* CE Mark on it, it shouldn't be used in the EEA. But it seems as though it's going to take a few dead bodies before anyone gets "bovvered".

For more information check out the DTI website at:
www.dti.gov.uk/innovation/strd/cemark/page11646.html

Pan European liaison

TER's Plant & Equipment Identification Guide is now available to police forces across the world via Interpol's 'police only' intranet site to help them catch criminals and to identify equipment stolen from the UK.

TER has also been working closely in support of Kent Police's European Liaison Unit, checking out the identities of equipment that was in the UK but which is now somewhere else in Europe.



Auction checks

TER attends most equipment auctions in the UK, Northern Ireland and the Irish Republic. We go there to see if the equipment being sold is stolen because the auctions are not interested in checking it on your behalf. If you are buying from an auction ask the auctioneer to check with TER on



your behalf and save yourself some money. Remember you cannot buy good title in stolen property no matter how many hands it has been through. If it is stolen you'll lose the kit and your money.

Stolen telehandlers

Nearly 550 telehandlers have been stolen since 2001 – more than £8M worth. We keep on finding them, even though the criminals have changed their identities so that they are bearing clean identities from other telehandlers in the UK or even overseas. Last month 5 were uncovered in Ireland, 1 in Northern Ireland and 2 in Lancashire – all in the hands of unwitting purchasers who then had to buy them **again** off the insurance companies that owned them! Buying stolen equipment is bad for your business, bad for your reputation and bad for the industry.

Aerial attack

Plant thieves had better watch out, TER has supplied all police Air Support Units with a range of plant and equipment mugshots to help them identify equipment from the air. TER also works closely with air units advising them on plant yards for targeting with photo reconnaissance flights. With stand-off capabilities and thermal imaging plant thieves won't even know they have been rolled over until it is too late.

Roads Policing briefings

Following an in-depth plant and equipment theft briefing for a senior police officers' anti-terrorism conference, TER has been asked to give the same briefing to a number of police force Roads Policing units in the southern UK. The brief covers the nature and extent of equipment theft in the UK, threat indicators to look out for when patrolling the national roads network, and a current threat brief related to a gang with close ties to a terrorist organisation. If you run a Roads Policing unit anywhere in the UK, contact TER for further details.



Insurance Institute

Our group of companies, which includes The Art Loss Register (art, antiques and valuables), Loss Management Group (jewellery) and TER (you know what we do), provides a 'triple' brief on all three companies to interested Insurance Institutes across the UK. The presentation takes around 45 minutes and should cover the range of your members' interests as well as get some credits for your junior members.

Immediate Action

A day after TER had given a briefing to a Greater Manchester Police counter-terrorism seminar, one of the police officers who had attended the seminar pulled over a Transit van towing a trailer with a mini-excavator. The vehicle had red diesel in the fuel tank (illegal), the trailer was stolen, and a check against TER's database showed that the excavator was also stolen. Not a bad day's work.

Go Hyper!

TER already lists all our subscribers on our website – click on the Subscribers button at the bottom of the floating menu on the left of your screen. We now want to create a hyperlink from your listing on our website to your website to bring you some additional business. It's another great, free idea from TER. Call us to unleash those electrons.

Get in the pink

TER have produced a new fluorescent pink decal for equipment owners. The decal, which is printed on ultra-destruct (which shreds if someone tries to take it off), instructs the police to stop the equipment if it is seen moving between 8.00pm and 5.00am – the time when most equipment thieves are at work stealing your equipment. The decal has three purposes: it is a crime reduction tool - the criminals will see the decal and walk away; it gets the police involved in stopping plant and equipment and checking it out; and, 10% of the £2.00 sale price is being donated to Breast Cancer Care. "We have been delighted with the response of our subscribers to this initiative," said Tim Purbrick, TER's Manager. Contact TER to place your order.



Sites of interest...

- **Vehicle Operator Services Agency**
www.vosa.gov.uk
- **Home Office Code Of Practice**
www.secureyourmotor.gov.uk/othervehicles/plantvehicles.html
- **Loss Management Group (LMG)**
www.lossmanagement.co.uk
- **The Art Loss Register (ALR)**
www.artloss.com