

# ERA Convention 2010

*“New Opportunities for Rental”*

**Equipment theft**  
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## Reminders

- Committee created in October 2008
- Mission : improve Europe-wide cooperation on combating equipment theft

## Deliverables

- Questionnaire to rental associations
- Guidance document
- Equipment registration scheme
- Relations with other stake holders
- Stolen equipment register



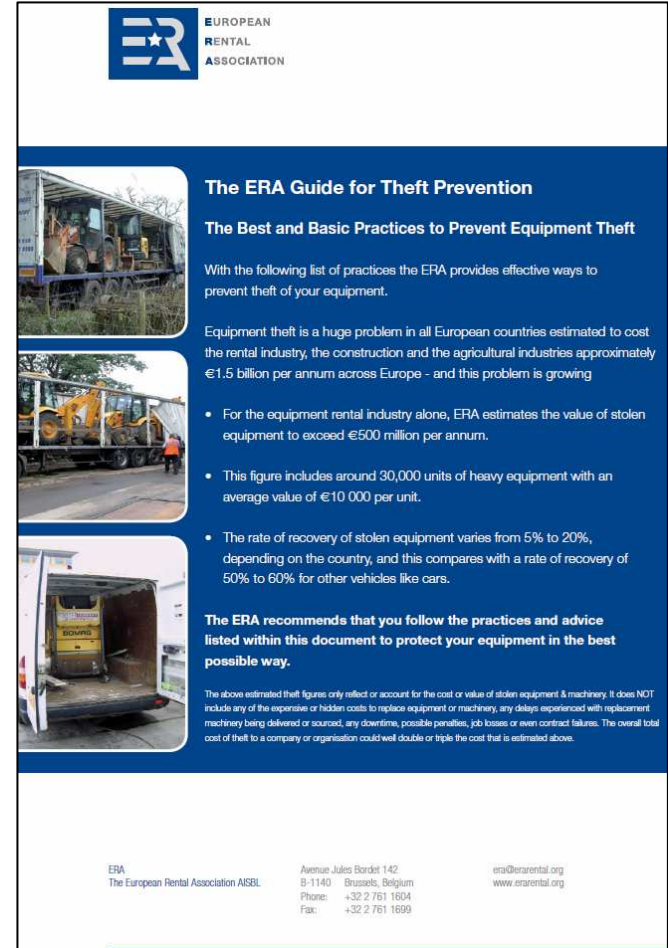
## Questionnaire to rental associations


- Comprehensive survey of the existing practices and main issues per country
- Document at your disposal

	Denmark	France	Finland	Germany	Italy	Norway	The Netherlands	Spain	Sweden	UK
<b>Question 8</b>										
Are there any stolen equipment registers in your country?	YES	YES	NO	NO	YES	YES	YES	YES	YES	YES
<p>If yes, can you let us know how many such databases exist, and who has set them up / maintains them?</p> <p>Would they be updated regularly?</p> <p>Is access open to everybody (rental companies, the police, resellers...)?</p>		There is such a register on the website of FNTF but it is not performing very well	There may be some private registers held by insurance companies. But there is no public register.	There are some private registers	Assodimi has a list of stolen equipment on its website, which is updated directly by the user.	The NRA registers on an annual basis equipment theft amongst its member companies only.	VAR between Police and Insurance	Aseamac has information in almost real time of theft of equipment. This information is good enough to be shared with police forces, Interpol and manufacturers	<a href="http://larmtjanst.se">larmtjanst.se</a>	CESAR and TER. Both are updated regularly. CESAR updates information to the Police National Computer.

# Guidance document

- Best and basic practices to prevent theft
- Product identification numbering
- Education and training
- Anti-theft systems



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## The ERA Guide for Theft Prevention

### The Best and Basic Practices to Prevent Equipment Theft

With the following list of practices the ERA provides effective ways to prevent theft of your equipment.

Equipment theft is a huge problem in all European countries estimated to cost the rental industry, the construction and the agricultural industries approximately €1.5 billion per annum across Europe - and this problem is growing

- For the equipment rental industry alone, ERA estimates the value of stolen equipment to exceed €500 million per annum.
- This figure includes around 30,000 units of heavy equipment with an average value of €10 000 per unit.
- The rate of recovery of stolen equipment varies from 5% to 20%, depending on the country, and this compares with a rate of recovery of 50% to 60% for other vehicles like cars.

**The ERA recommends that you follow the practices and advice listed within this document to protect your equipment in the best possible way.**

The above estimated theft figures only reflect or account for the cost or value of stolen equipment & machinery. It does NOT include any of the expensive or hidden costs to replace equipment or machinery, any delays experienced with replacement machinery being delivered or sourced, any downtime, possible penalties, job losses or even contract failures. The overall total cost of theft to a company or organisation could well double or triple the cost that is estimated above.

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## Guidance document Statistics

- Equipment theft = € 1.5 billion per annum
- Rental industry > € 500 million per annum
- 30,000 units of heavy equipment
- Recovery rate = from 5 to 20%

# Guidance document

## Best practices

- The 17 golden rules
  - Organisation
    - Internal & external training and procedures
    - Recording of accurate data for each equipment
    - Act fast in the event of a theft
  - Location
    - Site security
    - Keys & security devices management
  - Plant equipment
    - Marking and registering of equipment
    - Anti-theft devices



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# Guidance document Examples of best practice in securing equipment





## Guidance document Product identification numbering

- The ISO 10261 standard
  - Unique product identification numbering system
  - Marking & stamping



- Compel manufacturers to use this standard

## Guidance document Training and education

- Implement an ‘anti-theft culture’ within your company
  - Company education & training
    - Appoint an experienced employee as the ‘anti-theft’ specialist
    - Provide anti-theft induction and training programs
    - Make good use of ERA and national associations documents
  - Client education
    - Provide anti-theft literature to your customers
    - Make them aware of the economic impact of theft
    - Encourage them to enforce good practices in their company

# Guidance document

## Anti-theft & registration systems

### ■ Preliminaries

- Anti-thefts devices also contribute to safety
- They must not interfere with standard safety features
- Look at the proportional cost vs. the value of the equipment
- Always prefer certified systems

## Guidance document Anti-theft & registration systems

- Physical theft prevention systems
  - Mechanical locking systems
  - Corporate colours

Advantages	Disadvantages
<ul style="list-style-type: none"> <li>• Their removal requires physical efforts, time &amp; tools</li> </ul>	<ul style="list-style-type: none"> <li>• They do not arm automatically but are dependent on the initiative of the operator to be fixed and set in place on the machine</li> </ul>
	<ul style="list-style-type: none"> <li>• They require training and good practices</li> </ul>
	<ul style="list-style-type: none"> <li>• No standard restraint because specific to every brand and type of equipment (it may also be a +)</li> </ul>
	<ul style="list-style-type: none"> <li>• Corporate colours may need to be removed at the time of selling the used equipment (additional cost).</li> </ul>

## Guidance document Anti-theft & registration systems

- Marking & registration of equipment
  - Identification plates, stickers
  - Recording of the equipment's unique serial number
  - Glass / laser etching, stamping of fleet number
  - Microdots, electronic transponders, invisible fluorescent paint

Advantages	Disadvantages
<ul style="list-style-type: none"> <li>• Removal of the markings will require physical effort, cost, time &amp; tools.</li> </ul>	<ul style="list-style-type: none"> <li>• Require standardisation to allow easy identification by all parties: users, police forces.</li> </ul>
<ul style="list-style-type: none"> <li>• Often provided as standard or as a low cost option by manufacturers or the equipment dealer network.</li> </ul>	<ul style="list-style-type: none"> <li>• Visible marking can be destroyed and made unreadable.</li> </ul>
	<ul style="list-style-type: none"> <li>• Multiple markings (manufacturer's, owner's, VIN/PIN) can make the reading difficult for third parties and thus impede the recovery of stolen equipment.</li> </ul>

## Guidance document Anti-theft & registration systems

- Equipment immobilization systems
  - Keypad PIN code
  - Transponder key
  - GPS
  - Electronic fob

Advantages	Disadvantages
<ul style="list-style-type: none"><li>• (usually) automatic arming and provided by most major manufacturers</li></ul>	<ul style="list-style-type: none"><li>• Some require good practices (PIN number must remain confidential)</li></ul>
<ul style="list-style-type: none"><li>• Prevent unauthorised move or use of a machine</li></ul>	
<ul style="list-style-type: none"><li>• Oblige thieves to use sophisticated means for stealing equipment, such as truck cranes</li></ul>	

# Guidance document

## Anti-theft & registration systems

### ■ After-theft recovery systems

Advantages	Disadvantages
<ul style="list-style-type: none"> <li>• May include immobilisation system which can be controlled by SMS text or GPS</li> </ul>	<ul style="list-style-type: none"> <li>• Purchase and subscription costs</li> </ul>
<ul style="list-style-type: none"> <li>• Usually provide a 'ring-fencing alarm capability'. If a machine goes outside the area designated to it, a silent alarm is raised at the control centre.</li> </ul>	<ul style="list-style-type: none"> <li>• Do not always prevent the theft</li> </ul>
<ul style="list-style-type: none"> <li>• May provide asset management services and be used to record undue utilisation (during rental suspension, weekends...)</li> </ul>	<ul style="list-style-type: none"> <li>• Require time &amp; attention to follow up</li> </ul>
<ul style="list-style-type: none"> <li>• May provide technical services (maintenance, diagnostics...)</li> </ul>	

### ■ Alarm systems

Advantages	Disadvantages
<ul style="list-style-type: none"> <li>• Noise levels can be a significant deterrent</li> </ul>	<ul style="list-style-type: none"> <li>• Inefficient in unpopulated areas</li> </ul>
<ul style="list-style-type: none"> <li>• Silent alarms may inform the police or owner of the equipment.</li> </ul>	<ul style="list-style-type: none"> <li>• Not provided as a standard by manufacturers</li> </ul>

## Guidance document Anti-theft & registration systems

- Future technologies
  - Smart cards
  - Biometrics
  - Security cameras



## Equipment registration scheme

- Uniform registration system would benefit to combat theft
- Option refused by the manufacturers in north America
- Still under discussion with europeans manufacturers
- Still a long way to go...

## Relation with other stakeholders

- CECE, FIEC, ECED & ERA
  - Working committee (next meeting in June)
  - Joint letter to the European commission
- Police forces
  - Main contact: Ian ELLIOT of the UK metro police who also works with Europol
- Insurance companies
  - Contact with the European Association of insurance companies
- Leasing companies
  - Contact with their European Federation

## Stolen equipment register

- European survey
  - Very few countries with updated & efficient systems
  - Different systems are not comparable / compatible
- Creation of a viewer / search engine type
  - Discussion with different companies providing this service
  - No success due to commercial conflict of interest

 We will further investigate alternative scenarios

## Equipment theft Follow up

- Relation with other stakeholders
  - Watch their progress on combating theft
  - Attend joint meetings to defend ERA interests
  - Look for mid/long term results
- Viewer
  - New working group to try to reach a commercial agreement with providers

Together we can ERAdicate theft

