

ERA Convention 2011

“Growth Again”

EQUIPMENT THEFT

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EU PLANT THEFT IS OUT OF CONTROL

- Ø **ERA estimates that construction theft is costing the industry €1.6 Billion per annum**
 - Ø **UK Insurers & police have now published statistics for 2 consecutive years to Dec 2010**
 - Ø **12,541 UK thefts of plant.**
 - Ø **8% recovered**
 - Ø **92% of Construction machines were NOT recovered**
-

UK Thefts are UP by 8% pa and 8% were recovered Oct 2008 – Dec 2010.

- Ø 2,259 JCB machines thefts make it No.1 most stolen.
JCB thefts up 66% in 2010 on 2009. (818 v 1,241)
- Ø Kubota is second most stolen machine up 77% in 2010.
- Ø For over 5 years every Kubota is supplied with a factory fitted Electric Immobiliser - Thatcham Certified
- Ø Insurers settle theft claims within 7 weeks.
 - *Machines recovered after 7 weeks belong to the Insurer*

WHY IS THERE SO MUCH PLANT THEFT?

- ∅ Because plant is easy to steal
- ∅ It is stolen by organised crime professionals
- ∅ They steal equipment to order for money
- ∅ Plant thieves do not joy ride the machines
- ∅ They have made a lot of money in the last 25 years
- ∅ If they are caught it will probably be by chance – bad luck
- ∅ They will not be deterred by electric immobilisers, trackers or warning stickers – there is too much easy money involved

**THE PROCEEDS FUND DRUGS & MONEY LAUNDERING.
CRIME DESTROYS YOUNG LIVES & COMMUNITIES**

WHO ELSE IS PROFITERING FROM MACHINE THEFT ?

- Ø Every machine theft offers a sales opportunity to OEM Manufacturers to sell a replacement machine for the one stolen
- Ø For example the replacement of 2,000 machines @ €25,000 each provides a repeat sales order for the OEM Manufacturer of €50,000,000 – €50 million

**OEM-MANUFACTURERS KNOW THIS & SOME
MUST FIND IT VERY HARD TO IGNORE**

EVERYONE NEEDS GOOD PR.... INCLUDING THE POLICE

- Ø PANIU – UK Plant & Agri National Intelligence Unit
- Ø Comprises of 4 police officers who also have other non-plant crime responsibilities and is funded by insurers
- Ø Machine owners cannot get police to follow up on the theft of their plant.
- Ø Many police officers consider plant theft as something to be sorted out between the machine owner and his insurance company *and nothing to do with them*

**During a 2 week 'Operation Crassus' in November 2010
PANIU & 21 forces recovered €460,000 worth of plant ...a drop in the ocean,
totally inadequate, when €350m is stolen pa.....but great PR**

UK PANIU POLICE RECORD 2008-2010

- ∅ 203 Items directly recovered by PANIU with a value of €5.7m
- ∅ Over 11,000 machines NOT recovered with a value of c €350,000,000 - €350 Million
- ∅ €5.5m versus €350m = 1.8%
- ∅ Stolen plant which is NOT recovered within seven weeks belongs to the Insurers. The Top UK Insurers fund the PANIU Unit
- ∅ PANIU are now working with Foreign Forces to RECOVER plant in Europe..... to return it to insurance companies

This is the UK Government & police service response to Plant Theft!

ANTI-THEFT DETERRENT versus AFTER-THEFT RECOVERY, DATABASE & MACHINE ID PRODUCTS

- Ø Machine ID products *may* offer an enhancement to the VIN already provided by the OEM manufacturer....but will not stop a machine being stolen
- Ø Registration ID on a Database – is NOT a deterrent
- Ø Tracker Systems - real name Asset Management are after-theft recovery systems. 8% of machines stolen are recovered.
- Ø Statistics are clear, thieves have no problem stealing machines with electric immobilisers fitted. For example the theft of Kubota's, every one of which is secured by electric immobilisers has increased by 77% in 2010, in the UK.



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Home Office Security Guidance



Security Guidance Document for Agricultural and Construction Plant

Publication No. 50/07

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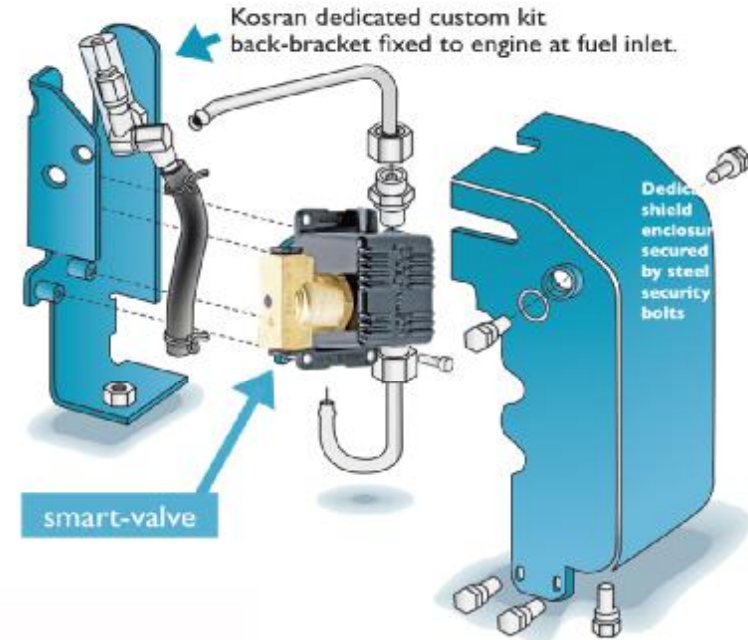
HOME OFFICE
SPECIFIES
ELECTROMECHANICAL
IMMOBILISATION
FOR DIESEL PLANT

Engineering is an exact science. Electromechanical immobilisation is proven to be a solution which prevents the un-authorized use of machines and theft of plant.

**C.13
Immobilisation
Systems**

Security guidance document for agricultural and construction plant

Figure 5.
An electro-mechanical fuel immobilisation system.

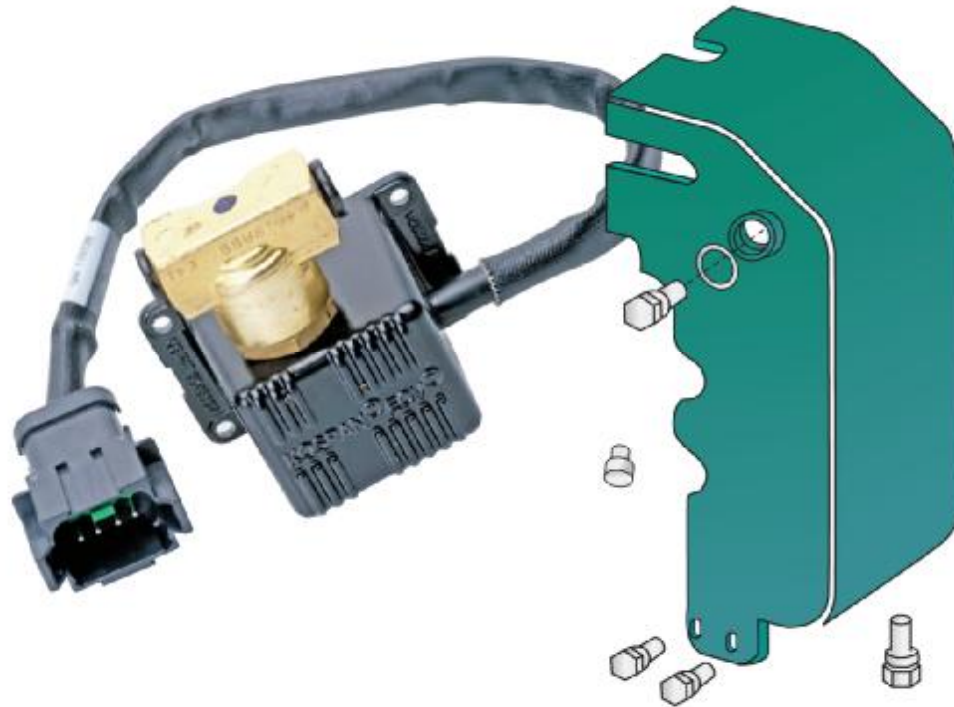


While plant continues to use mechanical diesel engines, electric immobilisers are ineffective and electro-mechanical immobilisation systems should be used. Electro-mechanical systems primarily shut-off the diesel fuel supply, the hydraulics and provide ancillary electric immobilisation. Extract Page 25.



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COMPONENTS OF AN ELECTROMECHANICAL IMMOBILISATION SYSTEM





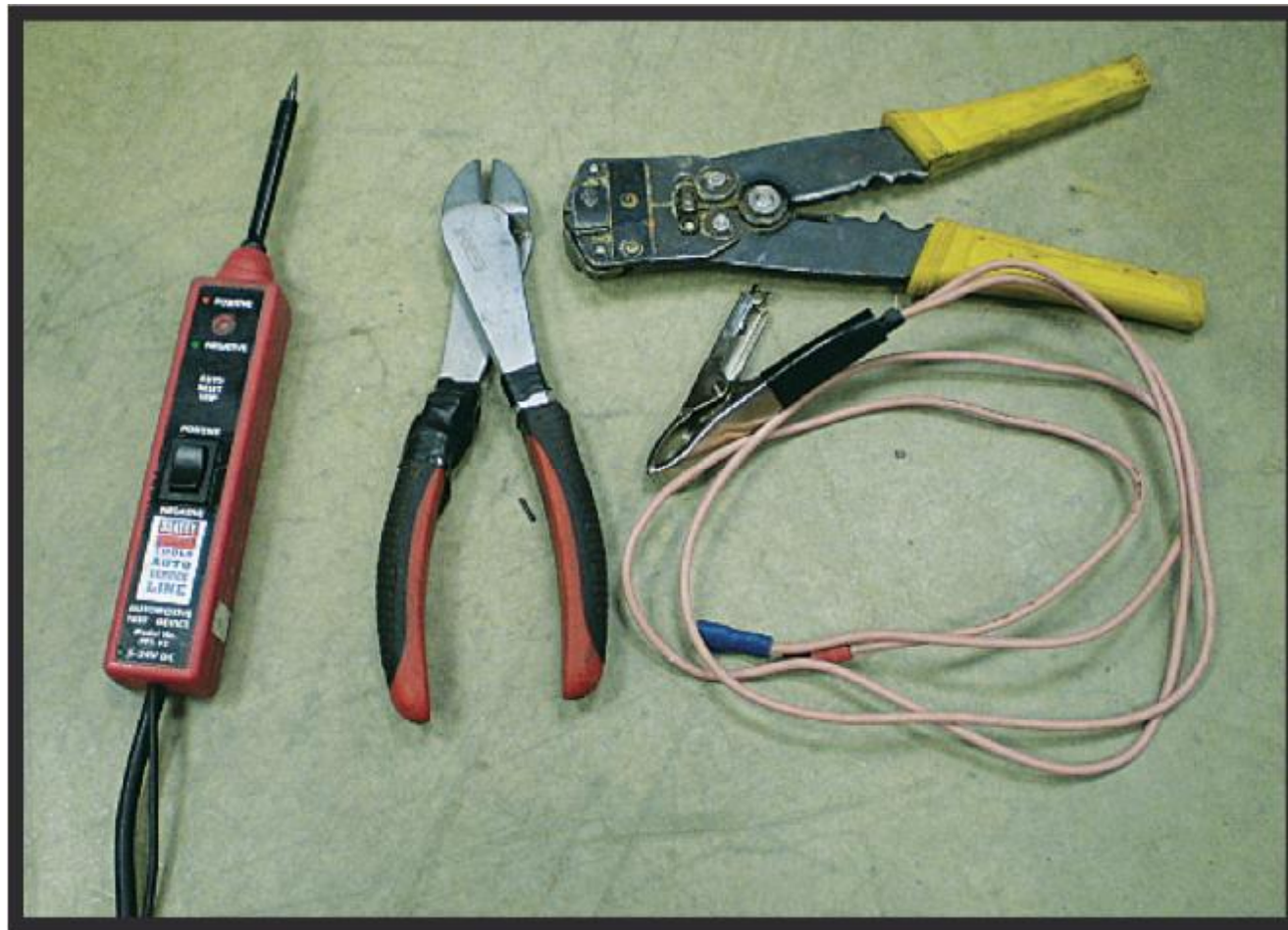
WHAT THE PROFESSIONAL PLANT THIEF ALREADY KNOWS ...T

- ∅ A machine with a diesel engine can easily be started by supplying power from the battery directly to the starter motor.
- ∅ It takes a thief 90 seconds maximum to hot-wire and bypass an electric immobiliser without using a key, cutting a wire or damaging the machine in anyway.
- ∅ OEM Manufactures ONLY supply electric Immobilisers and this is one reason why plant is so easy to steal.



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THE THIEF'S TOOL KIT





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VULNERABLE



The ECV is fixed here at fuel pump engine inlet protected by a security shield. The supply of fuel to the engine is controlled by the ECV which is managed from the Comms Keypad.



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“SECURED”

SECURED



ECV Secured. The ECV[®] immobilises the fuel supply, hydraulics & electrics. It is impossible for thieves to hot-wire and electrically bypass the ECV[®].

SAFETY: ELECTROMECHANICAL IMMOBILISATION SYSTEMS ALSO STOP ACCIDENTS & FATALITIES.

- Ø It takes a well equipped skilled professional thief in excess of one hour to remove and bypass an electromechanical immobilisation system *and he will probably fail anyway.*
- Ø Therefore when you shut-down your plant – it stays shut down 24-7. This prevents unauthorised operators and juveniles operating your equipment on site causing personal, machine and third party damage.

SECURITY & ELECTROMECHANICALLY CONTROLLED ASSET MANAGEMENT FOR THE RENTAL HIRE INDUSTRY

- Ø In this context a 'Comms Keypad' is one with a Tracker System built into it.
- Ø The supply of fuel to the engine and asset management information is controlled by the ECV but managed by the 'Comms Keypad' which operates remotely globally via sms text or pc - this has many utilisation benefits for the renters profits
- Ø PIN Codes can now be managed remotely and the machine can be controlled remotely 100%

RETURN ON INVESTMENT FOR THE RENTER FROM ELECTROMECHANICAL IMMOBILISATION SYSTEMS

- ∅ Deliver and collect equipment when it suits your transport and service schedule
 - ∅ Remotely activate machine to commence hire
 - ∅ Remotely shut-down equipment immediately at conclusion of hire ... or extend period of hire
 - ∅ You know which depots and machine types are most productive, most worked or most idle – you only buy the machines you require
 - ∅ You stop weekend use, abuse, damage and repairs, outside of rental because - when you remotely shut-down electromechanically secured plant – it stays shut-down
- ... And electromechanically secured plant stops your machines being stolen ...*



THANK YOU
Come and say “Hello” at Stand 556

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