



Insurance Auto Auctions

Theft, vandalism and damage cut by networked perimeter security system – case study

Insurance Auto Auctions (IAA), is one of North America's leading salvage auto auctions companies with the largest facility footprint, strong buyer base, and high auction returns. The exclusive focus is on the automotive total-loss industry with over 160 corporate owned facilities across the United States and Canada. IAA provides sellers and buyers with the best solutions to process and acquire total-loss, recovered-theft, fleet lease, dealer trade-in and collision damaged rental vehicles.

"Gallagher's electric fences are our number one perimeter security choice to protect our assets and the assets of our customers. It is the number one security solution on the market that deters, detects, and delays."

Holding a variety of automobiles from cars, trucks, SUV's, and motorcycles on site - the highest property protection measures must be taken.

When IAA felt it needed a more robust security system along with unsurpassed service to protect its business they chose Gallagher's perimeter security solution. Over 12 strong years, Gallagher is now much more than a security solutions vendor to IAA. Gallagher is a long-term partner.

Covering auction site sizes up to and over 70 facility acres, Gallagher's networked perimeter fencing is in use and continually being rolled out into new IAA sites across various geographical regions.

IAA staff believe that the threat of theft, vandalism and damage has been significantly reduced thanks to the deterrence and detection features of Gallagher's networked perimeter security.

Compared to other electric fences on the market, IAA chose Gallagher after they tested it and found it to be the best product available. Eric Zurawski, Director of Security, said "the quality of the fence is rigid, and wires are closer together and tighter, not loose and easily movable, as we've found with other products. All these attractive features are what sets Gallagher's electric fencing apart".

With Gallagher's latest software system Command Centre v7.10 and Trophy FT Fence Controllers, IAA monitors and controls perimeter security by sending a regulated electrical pulse around the high voltage fence zones and sections of the perimeter fence.



Fast facts

Industry: Automotive

Business type: Salvage Auto Auctions

Site size: 160 locations in US and more than twelve in Canada with auction site sizes ranging from 70+ facility acres to 15-20 facility acres.

Gallagher technology used: Gallagher Command Centre, Trophy FT Fence Controller, Perimeter Electric Fence

Key industry challenges

- Reduce theft and damage to automobiles on Insurance Auto Auctions (IAA) properties
- Streamline security operations and reduce individual branch incidents

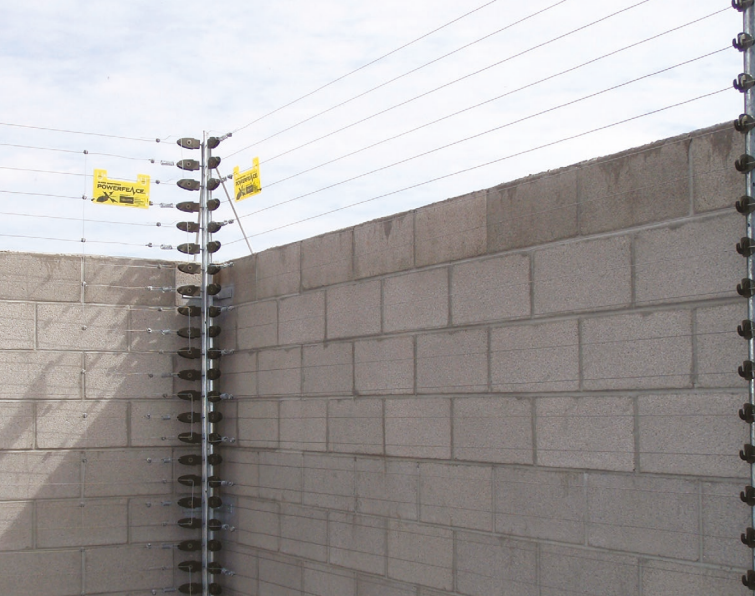


IAA has the ability to configure, control and monitor between 3-12 fence zones at one time giving a thorough overlay of the entire yard, zone by zone, region by region.

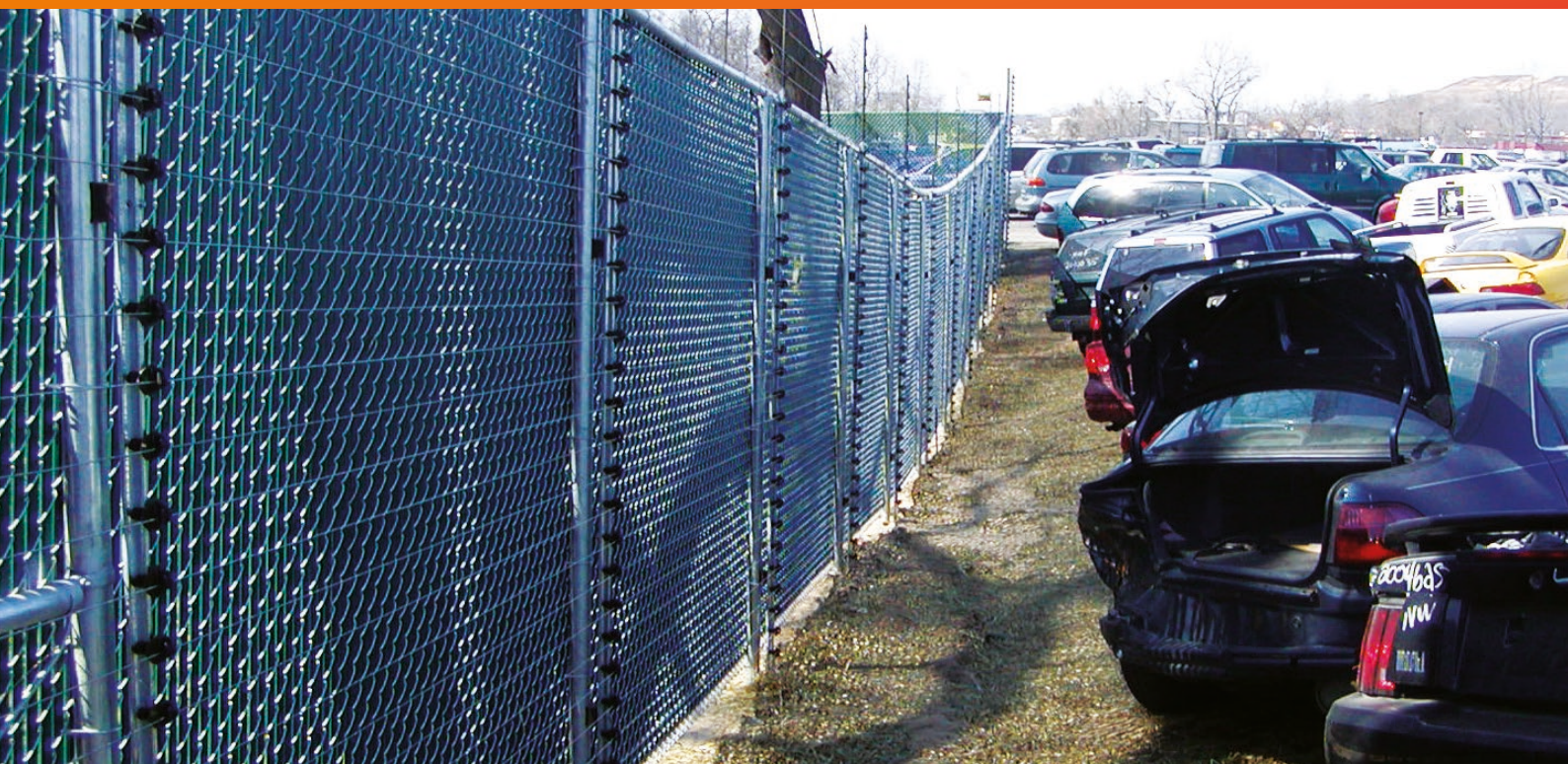
The integration features of Gallagher Command Centre have enabled IAA to streamline and improve all operations from the head office in Chicago. By remotely monitoring all sites they can see when fences go offline and where from a central control room. "The interface is far better than anything on the market. It is a very powerful tool, particularly great for monitoring. We're able to monitor sites that turn on their electric fences and the ones that don't from a remote location. It's really helped boost our security measures.

"Gallagher's system has grown with us as we continue to expand by opening new sites and overflow lots, and acquiring existing businesses. Gallagher's electric fences are our number one perimeter security choice to protect our assets and the assets of our customers. It is the number one security solution on the market that deters, detects, and delays."

Gallagher perimeter electric fencing is IAA's primary line of defense, enabling IAA to enhance the security of its facilities while at the same time reducing its security costs. IAA has integrated Gallagher's Command Centre with third party alarm systems offering regional alarm companies advanced installation help and support.



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GALLAGHER WORLD HEADQUARTERS

Kahikatea Drive, Hamilton 3206
Private Bag 3026, Hamilton 3240
New Zealand

TEL: +64 7 838 9800
EMAIL: security@gallagher.com



REGIONAL OFFICES

New Zealand.....	+64 7 838 9800
Americas.....	+1 877 560 6308
Asia	+852 3468 5175
Australia	+61 3 9308 7722
India	+91 98 458 92920
Middle East.....	+971 4 5665834
South Africa	+27 11 974 4740
United Kingdom / Europe.....	+44 2476 64 1234

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