

# KOSRAN

ecv

CONTRACTORS

## SECURITY

**WE STOP PLANT THEFT, DOWNTIME, HASSLE** with *Smart-Valve Immobilisation*. No Kosran secured machines has EVER been bypassed and stolen.



## SAFETY

**WE STOP FREEBIES, DAMAGE & REPAIRS WE STOP ACCIDENTS & FATALITIES** from unauthorised misuse - *By remote machine shutdown on weekends.*



## PRODUCTIVITY

**WE TRACK & IMPROVE TRANSPORT SCHEDULING & UTILISATION** & provide Just In Time Servicing via *PAY AS YOU GO* internet & SMS texts.



## REDUCE COSTS

**PAYS FOR ITSELF IN 28 DAYS & THEN MAKES YOU MONEY.** Check out our Contractors ROI Calculator You are an insurable risk with the Top 5 Plant Insurers.



## RENT/HIRE IN

**FIGHT BACK - TAKE THE RISK OUT OF RENTAL** Demand Kosran, view Hire Locator at [www.kosran.com](http://www.kosran.com)



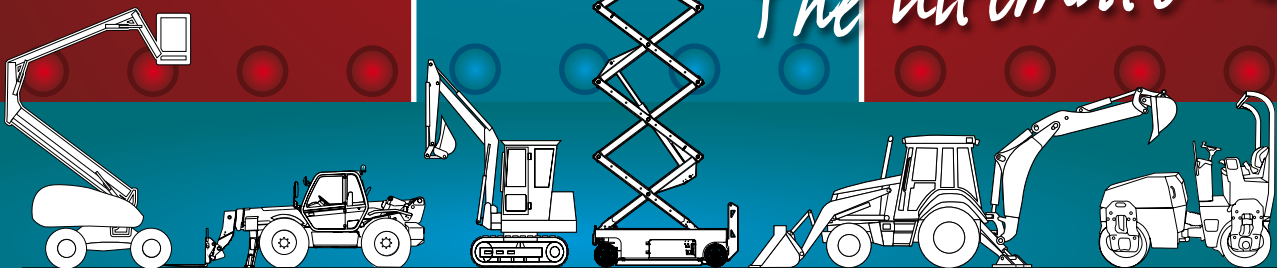
## REGISTRATION

**FREE K-ESAR MARKING & REGISTRATION** will validate your ownership if plant is stolen and recovered by the Police – *but it won't be stolen anyway!*



[WWW.KOSRAN.COM](http://WWW.KOSRAN.COM)

*The ultimate Asset!*



ECV DIESEL **SMART-VALVE** IMMOBILISATION, TRACKING, ASSET MANAGEMENT & FREE K-ESAR REGISTRATION



## EU MAINLAND CONTRACTORS HAVE NO RESPONSIBILITY FOR HIRED PLANT WHICH IS STOLEN.

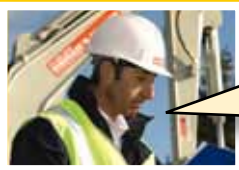
UK Contractors can learn a lot from EU mainland Contractors. If a machine hired to them is stolen they have no responsibility to replace it or to pay any more rent. If the Hire Co wants to earn more rental, they need to supply a replacement machine. That's it.

UK Contractors need CECA Conditions of Hire.  
UK Contractors are funding the cost of plant theft.  
Hire Companies & OEMs who supply un-secured

machines are profiteering from theft. This will never change until UK Contractors refuse to hire or buy machines which do not have Fit-4-Purpose electro-mechanical immobilisation. The shoe needs to be on the other foot.

*Patrick Kosran*  
CEO Kosran  
Fight back – it's time for change, customers have rights too.

## TAKE THE RISK OUT OF RENTAL WITH HIRE LOCATOR



**“Hello Hire Desk... I want to hire Kosran secured machines because...”**

1. I don't want the machine stolen or interfered with by any unauthorised employees, thieves or kids on the weekend.
2. Every plant theft costs me £7,500 in hassle and disruption to my business, downtime & idle crews; crosshire and residual loss.
3. Our Health & Safety Director has specified Kosran to meet our legal obligations and contain our exposure to claims under the Health & Safety 2007 CD&M Regulations and under the Corporate Manslaughter Act 2007.
4. We will not be signing Clause 13 of the CPA Conditions of Hire.
5. Finally I also need your...”

### YOUR LOCAL HIRE DEPOT

Find your local hire centre from the Google maps below. Click on the markers to find out contact details and information about your local hire centres.



### Search for plant hire in your area...

Just type your current postcode and press enter. A selection of local plant hire companies will appear on the map opposite.

Postcode

Visit our **HIRE LOCATOR AT [www.KOSRAN.com](http://www.KOSRAN.com)**

Input the Postcode or address of your sites and the HIRE LOCATOR will provide you with the details of the Hire Companies who will hire you Kosran secured machines closest to those sites.

Contacts | About Kosran | News & Events | Blogs | Multimedia | Partner Login

## POLICE & INSURERS STATISTICS

For last quarter 2008



**JCB THE MOST STOLEN BRAND IN THE UK AT 23%**

& the JCB 3CX Backhoe Loader is the most stolen machine.

**62 KUBOTA STOLEN 7% OF ALL MACHINES STOLEN**

Every Kubota is supplied with a factory fitted electric immobiliser.



Destroyed marking system sticker seen on a machine at Ritchie Bros Auction in Moerdijk, Holland.

© 2009 The National Plant & Equipment Register (TER).

**CESAR** – More than 100 machines with the new CESAR marking sticker have been stolen. The stickers, tags, dot solutions did not deter the thieves. Only 16 were recovered.  
© TER Equipment Recovery News October 2009.

**THE CONTRACTORS MANTRA  
NO HAT, NO BOOTS, NO KOSRAN, NO HIRE!  
WE HAVE SOLVED PLANT THEFT FOR OUR CUSTOMERS**



# SAFETY | SECURITY | CONTROL

EFFECTIVE, RELIABLE, FIT FOR PURPOSE ELECTRO-MECHANICAL IMMOBILISATION WHICH WILL STOP YOUR PLANT BEING STOLEN.

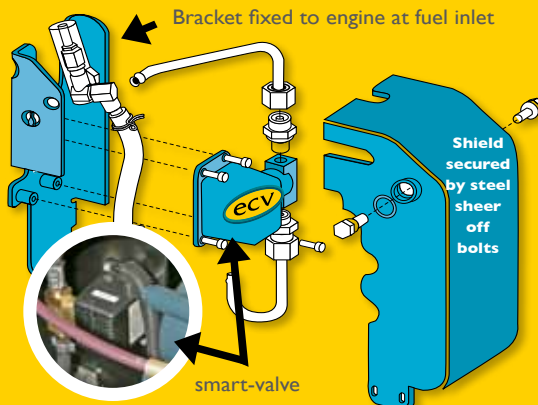


The ECV Comms Keypad

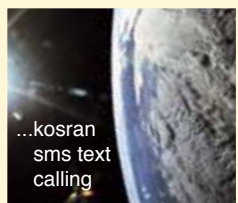
## PRODUCT LIST

- ✓ **ECV Comms System**  
Immobilisation & Tracking
- ✓ **ECV Keypad System**  
Electro-mechanical Immobilisation
- ✓ **ECV iButton FoB System**  
Immobilisation for one Man Operations
- ✓ **SAC Safety Access Control**  
for Powered Access Equipment
- ✓ **K-ESAR Marking & Registration**  
FREE with all of the above!

Available for Aftermarket/Retro and OEM factory fit on every 12v & 24v machine.



ECV - Electronic Coded Valve on Takeuchi at Intermat 2009



Control machines with a text.

Another global 1st from Kosran... the ECV Comms system integrates electro-mechanical immobilisation with tracking. The flexible 22 Keypad PIN Codes can be changed or deleted and machines shut-down remotely via Pay As You Go internet or SMS text. This provides you with reduced liability and risk exposure plus cheap flexible comprehensive asset control.

## FEATURES & BENEFITS

1. The ECV® - Electronic Coded Valve® shuts-off the diesel fuel supply and locks the hydraulics.
2. The deterrent sets automatically every time you switch the engine off.
3. Safety: Authorised Users Only. The ECV® 'Comms' feature provides remote machine control. By a simple procedure from anywhere in Europe you can remotely control by who, where and when your fleet is used. Yes, you can remotely shut-down the ECV® smart-valve. This is achieved via a simple cheap 'Pay As You Go' internet or mobile phone SMS text message. [There is no Bank SO with Kosran]. The ECV Comms stops weekend freebies, damage, repairs, reduces liability, risk and claims exposure from unauthorised use.
4. The Keypad has a 22 PIN code facility. It provides your service engineers and drivers with personal PIN Codes to service, access, deliver and recover plant 24 hours a day.
5. Service Alert Facility: This provides just in time servicing and audit of fleet 24/7 (i) It reports the exact hours worked to your computer (ii) you only service machines when they need servicing. It stops random servicing; saves engineers time, vehicle depreciation and diesel. (iii) Sell machines based on the hours worked and not on the age of the machine.
6. Reduce Costs thru Operational Improvements with Round Robin reduced overtime, fuel and phone bills from "full load drop-offs" because (i) Every PIN Code can be changed or deleted remotely. (ii) Every machine can be remotely shut-down at random or set times at your convenience - every night



**LET SAFETY TAKE PRIORITY & AVOID THAT FATALITY**

## WE STOP PLANT THEFT, DOWNTIME, HASSLE & MAKE YOU MONEY



**70 TELEHANDLERS STOLEN LAST QUARTER 2008**

### MANITOU TELEHANDLER SAVED BY KOSRAN

Ray Smith - Director "Kosran is the best money I've ever spent to protect my machines. It has saved me thousands of pounds not replacing my telehandler, downtime and cross hire".

Failed theft report: Manitou 1030S Value: £33,000.00 belonging to Belvedere Homes Windsor Road, Gerrards Cross UK. If this machine relied on the manufacturers factory fit electric immobiliser, it would have been stolen.

**CALL US TODAY FOR YOUR ON-SITE DEMONSTRATION - AT TEL: 0870 787 5687**

# KOSRAN

ecv

## PAYS FOR ITSELF IN 28 DAYS THEN REDUCES COSTS THRU OPERATIONAL IMPROVEMENTS

### ELECTRO-MECHANICAL ASSET MANAGEMENT PRODUCTIVITY



**BEN LATHAM**  
CONTRACTOR BUSINESS DEVELOPMENT  
MANAGER AT YOUR SERVICE  
M: 0783 443 6356 E: ben.latham@kosran.com

#### Reduce Costs cont:

- ▶ on shared sites; upon delivery to a site but prior to job commencement; Instantly upon job completion with pick up at your convenience because you know they will not be worked, used or abused.

7. Utilisation and Audit: The ECV

Comms system will track and locate the nearest available suitable machine for the next job, not the furthest away. You are able to locate and identify every machine in your fleet 24/7. e.g. What was the value of the assets you did not locate at your last audit?

- 8. The ECV Comms System can retrieve the time, date and PIN code of the operator if a machine is stolen (inside job?) and track its current location. This information can also be retrieved to provide incident - accident reports for insurance and productivity purposes.
- 9. When you electro-mechanically

shut-down your Kosran secured plant, it stays shut-down!

- 10. For the thief - Kosran is just too much hassle to bypass, requires too much equipment and expertise and takes too long to steal and the thief will probably fail anyway. It's easier to steal someone else's machine.
- 11. Consider scaling back investment on livery and spend it on Kosran.
- 12. Is Kosran a better investment than 'dead money' spent on an annual insurance premium?
- 13. PRICE. Kosran is not a cost it's a benefit. We have no competitor, comparative or otherwise. Outlay: The Price of a Bucket.

## NEW SACS - Safety Access Control System POWERED ACCESS EQUIPMENT

SPECIFICALLY DESIGNED TO REGULATE USAGE,  
ENHANCE CONTROL & LIMIT YOUR LIABILITY.



52 DEATHS IN 12 MONTHS TO APRIL 2009



Tracker systems will not stop the un-authorized use of machines.

- **ACCESS** only authorised & qualified personnel operate your access equipment - no unauthorised use.
- **CONTROL** you decide by whom, when and where your machines are worked – no exceptions, no uncontrolled use including third party contractors with generic keys.
- **NO EXPOSURE** to damage and repair or third party liability claims from out of hours or weekend freebie unauthorised working of your machines.
- **FLEXIBILITY** by digital Keypad PIN Code Controls via sms text or internet pay as you go billing, from

the comfort of your office. You regulate the usage, reduce your costs and improve your profits.

- **DUTY OF CARE OBLIGATIONS** the Kosran SACS allows you to meet your obligations under the 2007 Health & Safety CD&M Regulations & under the Corporate Manslaughter Act.

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## HOW MUCH CONFIDENCE HAS AVIVA THE NO.1 PLANT INSURER GOT IN KOSRAN THE NO.1 PLANT SECURITY SYSTEM?

THE PROOF IS IN THE PUDDING AND IN THE EATING



- **Zero Claims Excess** – nil policy excess for theft claims.
- Up to **35% premium discount**.
- **The hire of an equivalent alternative machine for 28 days**.
- **New for old**, no quibble, for loss or damage to plant under 12 months old.
- Loss or damage to plant 2-5 years old quickly settled on **agreed depreciation basis of 10% p.a.** for replacement machine purchase.
- This is the **best plant theft policy ever** offered to the industry and is exclusive to Kosran. We have achieved it on our record in the field.

AVIVA encourages positive risk management and recognises the value and effectiveness of the Kosran electro-mechanical immobilisation system. Accordingly we offer a range of insurance benefits to the owner or hirer of Kosran protected plant. Cover is underwritten by AVIVA.

**EVERY  
CONTRACTOR  
IS AN  
INSURABLE  
RISK WITH  
KOSRAN**

**INSURANCE TESTIMONIAL  
EDDIE KIDD, EJK Contractors  
Newport Pagnall MK 16 0JJ, England.**

*“Credit where credit is due. Kosran’s brochure wasn’t just bull. It really is saving me **£300 PER MACHINE per annum** on my insurance. I lost a machine before fitting Kosran and now I know that my machines are safe and secure for very little outlay. **Eddie Kidd.**”*

## FREE K-ESAR MARKING & REGISTRATION

If a Kosran secured machine is stolen and recovered, Kosran K-ESAR Registration will verify the true owner of the machine.

During installation we fix tamper evident industry labels with a unique registration number throughout the machine and engine compartment in covert locations.

A record is kept of these locations in the K-ESAR duplicate installation certificate which is a complete record of the machines identity.

At the owners request these details will be registered with the DVLA and on the PNC - Police National Computer.

If the machine is stolen and recovered, Kosran engineers will attend to inspect and strip down the machine to verify the K-ESAR registration. If requested, they will also be pleased to attend a Court of Law hearing to verify your ownership - FREE OF CHARGE.



## THE £1,000 KOSRAN GUARANTEE FOR HIRED-IN PLANT

If you hire-in Kosran secured machines and the machine is by-passed and stolen, which it won't be; provided it is not 'an inside depot job' and is insured under the Kosran AVIVA Policy, then following their settlement of your claim, Kosran will give you a cheque for £1,000 towards your downtime losses. Terms & Conditions apply – but no sneaky stuff.

**SELF INSURERS - MAKE KOSRAN YOUR POLICY**



## HEAR WHAT FM CONWAY HAVE TO SAY ABOUT THE KOSRAN ECV SYSTEM...

"FM Conway have been using the Kosran system now for 4 years, It has proven to be reliable and effective. In the 4 years we have never had a machine with Kosran fitted stolen. We have recently upgraded our Keypad system to Comms Keypad which enables FM Conway to remotely control our machine PIN codes, monitor usage and track and locate machinery."

**Ian Gay** - Plant & Transport Director  
**FM CONWAY**



Ian Gay and John Tobin from FM Conway

"The Kosran system is specifically designed for our machines used in Public Works & on the Highway. It reduces the risk of theft & misuse. The service and support offered is excellent"

◀ **John Tobin** -  
Workshop Manager  
**FM CONWAY**



### Kosran is an Irish engineering company which endorses the Home Office Guidance Report.

In the UK we are No1 and the industry standard. We are endorsed by the Top 5 Plant Insurers on performance and merit. We have never had a machine bypassed and stolen. Our 'Kosran Fit For Purpose Standard' specifies electro-mechanical immobilisation which provides safe and secure systems which will resist Test House bypass and attack for in excess of 30 minutes, equivalent to one hour plus in the field. We have no competitor, comparative or otherwise. Our Contractor ROI Calculator proves that Kosran pays for itself in 28 days and then makes you money.



### CONTRACTOR ROI KOSRAN CALCULATOR

### Proves the ECV Comms System Pays for Itself in 28 Days & Then Makes Your Money.



Mark Smyth Sales Director, Patrick Sheeran CEO, Nadia Lhuissier European Business Development Director.

We take the security, safety and productivity of our customers' assets very seriously and combine this with 1st class customer support. We are your dynamic partner and would be pleased to visit you and bring our Kosran ROI-Return on Investment Calculator with us to confirm to you – that we will make you money after 28 days.

We offer a quality engineered package, specifically designed for your operational needs: security, safety, asset management productivity and registration system. You can help yourself too – refuse to hire machines which are not secured with Kosran – locate them on our Hire Locator at [www.kosran.com](http://www.kosran.com). Thank you for considering the attached.

**CALL US TODAY FOR YOUR ON-SITE DEMONSTRATION - TEL: 0870 787 5687**

T [UK] : 0870 787 5687  
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T [IRL] : 01 677 8258  
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[WWW.KOSRAN.COM](http://WWW.KOSRAN.COM)

*The ultimate Asset!*