



USI Rental Specialties and Travelers Celebrate 30-Year Program Milestone

Irvine, CA, April 2, 2012 – USI Rental Specialties and Travelers announced that they are celebrating 30 years of partnership on the USI Rental Specialties Equipment Rental insurance program. The program offers complete insurance coverage for businesses in the Equipment, Special Event and Portable Sanitation rental industries. USI Rental Specialties is part of USI Affinity, one of the nation’s leading providers of insurance, financial and risk management services to professional associations, individuals and small business owners.

“We know how rare it is in the program business to have a 30 year relationship between a program administrator and a carrier,” said Doug Kreitzberg, CEO of USI Affinity. “That stability is part of what makes the program so successful. Combining the strength and capabilities of Travelers, one of the nation’s largest property casualty companies, with the industry expertise and dedication of our folks at USI Rental Specialties makes for an unbeatable combination. Our clients benefit tremendously from our three decades of working together as a team, with a fully-integrated approach that combines sales, underwriting, customer service, claims and risk control.”

USI Rental Specialties has become a trusted name by focusing solely on the Rental Industry for more than 40 years, the last 30 in partnership with Travelers. Stability, consistency and experience are some of the reasons USI Rental Specialties clients have such loyalty to the program. Just ask Helen Brooking, Accountant at Great Plains Rent-All. Great Plains has four stores in Southern Oklahoma that rent, service and sell contractors equipment and agricultural equipment. For Helen, it is USI Rental Specialties’ unique combination of strength and stability with superior customer service that makes them the best.

“We have several million dollars worth of equipment, so we’re not going with someone just because they had the lowest price,” she said. “Price is important, but we also need someone that we know will stand behind us if we have a loss, and we’re comfortable that USI Rental Specialties and Travelers will do that.”

“And for service, I could not ask for anything better. Between getting insurance certificates for our customers and adding and deleting vehicles, I’m in contact with Adrienne Gallardo over at USI Rental Specialties on a weekly, and sometimes daily, basis. I get a response so quickly, it’s as if I’m the only customer she has.”

For Bill Clark, President of Great Plains, the fact that USI and Travelers have been insuring companies like his for more than 30 years is a major factor in his decision to stay.

“It’s a big part of it,” Clark said. “Especially because there are a limited number of carriers serving the rental industry, and few that stick around. We’ve been with USI for years, and they’ve done a great job for us.”

For Rebel Party Rental in Las Vegas, Nevada (a client since 2003) it is the people of USI Rental Specialties that make the difference.

“Our relationship with USI Rental Specialties has always been excellent,” said Rebel Party Rental’s Niki Cutting. “We’ve always gotten good rates and coverage, but to us the most important thing is the

service. I know that whenever I need something I can call Joyce and it will be done right away. They're always friendly, and they're always helpful."

After 30 years with the program, Travelers' dedication to the rental industry continues to grow.

"In these challenging times, Travelers is committed to keeping pace with the ever-changing needs of our customers in the rental equipment industry," said Vance N. Sawamura, President of National Programs at Travelers. "Travelers is a company that works hard at the science of what we do; we analyze information and measure results to create the best combination of products and services to meet the needs of the rental equipment industry. We work equally hard at customer service and how we interact with the people with whom we do business. Over the many years we have had the privilege of being the insurance carrier on this program, we've strived to earn our customers' loyalty by continually improving our abilities to listen and respond to their needs. We understand your industry, value your business and look forward to many more years serving the rental equipment industry."

For information on the Equipment Rental program, call USI Rental Specialties at 949-790-9234 or email lisa.dilbeck@usi.biz.

About USI Rental Specialties

Dedicated to serving only the Rental Industry, the USI Rental Specialties Equipment Rental program provides the coverage that rental dealers in the Equipment, Special Event and Portable Sanitation rental industry need to protect and grow their business. Our program and people have a true vested interest in the Rental Industry. By focusing solely on the Rental Industry, we have become a trusted name for over 40 years. As a full service broker, USI Rental Specialties is a single source solution for insurance.

USI Rental Specialties is part of USI Affinity. For over 75 years, the divisions of USI Affinity have developed, marketed and administered insurance and financial programs that offer affinity clients and their members unique advantages in coverage, price and service. Visit USI Affinity's Web site at www.usiaffinity.com.

About Travelers

The Travelers Companies, Inc. (NYSE: [TRV](#)) is a leading provider of property casualty insurance for [auto](#), [home](#) and [business](#). The company's diverse business lines offer its global customers a wide range of coverage sold primarily through independent agents and brokers. A component of the Dow Jones Industrial Average, Travelers has more than 30,000 employees and operations in the U.S., Canada, U.K. and Ireland. For more information, visit travelers.com.