

Zellman

The
Zellman
Group,
LLC

QUARTERLY NEWSLETTER Q2

APRIL - JUNE 2016

Zellman: Living Our Values

Here at The Zellman Group, LLC we have decided to create a quarterly newsletter in order to update members of the Loss Prevention community on what we have been up to and what they need to know about The Zellman Group. This includes trade show updates, organizations we have joined and contributed to, as well as pertinent news in the LP community.

The last three months here at The Zellman Group have been a nonstop whirlwind of new exciting ventures. As we wrapped up another successful convention season with NRF, we focused on the importance of living our values: accountability, group leadership, commitment, innovation, and passion. Here at Zellman, we are constantly pursuing new ways to not only provide optimal service to our clients but new ways we can help improve the LP community. Over the last three months we have exemplified living our value of commitment through our involvement in a variety of LP groups and foundations.

The Loss Prevention Foundation

First, back in May 2016 we became a Doctorate level partner with the **Loss Prevention Foundation**. This partnership secures numerous certification course scholarships for distribution to retailers. It also allows us here at Zellman to provide LPF memberships to loss prevention practitioners. Giving back to the LP community and helping those within the industry has always been and always will be a key value to our organization.

The Loss Prevention Research Council

This June we joined the **Loss Prevention Research Council (LPRC)**, as a solution partner member. The LPRC is the leader in real world analysis and research in the LP and crime industry. Through this partnership we hope to collaborate with the LPRC in new ways to help retailers increase sales while decreasing shrink.

International Association of Chiefs of Police

This October, The Zellman Group will be attending the 123rd annual International Association of Chiefs of Police (IACP) in San Diego, California. The IACP Annual Conference and Exposition is the largest gathering of police officers in the United States. The Zellman Group has a long history of working closely with police, especially through their work in Organized Retail Crime (ORC) Recovery. At the conference, CEO Stuart Levine, and Director of ORC Recovery Bill Ramos, will be discussing the growing problem that is ORC and the importance of police involvement in ORC/ORT. In a study conducted by the National Retail Federation in 2015, 97% of surveyed retailers were victims of Organized Retail Crime.

NRF 2016 Recap

June 14-16 The Zellman team took the trip down to Philadelphia for National Retail Federation's Annual Loss Prevention Conference.

This year we decided to take a different approach to NRF, having a 'walk in the park' themed booth equipped with lawn furniture, foliage, and a grass turf. Another new addition to our booth this year was Wallie, a completely interactive portal where one could learn about all of our services at Zellman, charge one's cellphone, or even take fun photo booth pictures.

Not only was Zellman a platinum sponsor of NRF this year, but many members of The Zellman team were also speakers. CEO, Stuart Levine spoke with Fort Lee Police Captain Patrick Kissane and John Shanks, Law Enforcement Relationship Manager on the importance of ORC investigations.

Their session, 'ORC Beyond the Investigation' focused on further developing law enforcement relationships with LP, understanding asset forfeiture, and how Zellman can maximize ORC Recovery.

VP of Operations, Lauren Bridgeo and Director of ORC Recovery, Bill Ramos also spoke in an interview for LPNN's Live Digital Conference called, 'From LP Executive to Service Provider; Why is this important to the retail community?' This session focused on the transition from retail to service provider and the benefits of the relationship between the two.



National Law Enforcement Officers Memorial Fund

Here at Zellman, we know the important and unique relationship between Loss Prevention executives and law enforcement. This year at NRF to honor that important relationship we held an auction of signed sports memorabilia to benefit the National Law Enforcement Officers Memorial Fund. All the auctioned pieces were signed by famous athletes and sports figures. The total donations from the auction added up to \$2,150.

Maryland Civil Demand Ruling

In Civil Demand news, the Maryland House of Representatives ruled Civil Recovery illegal in the state of Maryland. House Bill 190 repealed the provision of law providing that "...a responsible person is civilly liable to a merchant for specified civil penalties for shoplifting and employee theft..." This repeal will go into effect on October 1st 2016.