FALL/WINTER 2006

ILM is pleased to announce this new product offering. We feel it differentiates us in the marketplace.

We are hopeful that this offering brings ILM one step closer to becoming your “can do” company of choice.

ILM’s Loss Control Department feels that the safety of our policyholders is a vital part of our daily operations. By reducing losses with “lessons learned” and being aware of new regulatory changes, we can create an atmosphere of general safety awareness. We are writing and distributing this new column because we feel we can further assist our clients achieve a safety culture of excellence.

Partnership To Provide Equipment Breakdown Coverage For Policyholders

Effective January 1, 2006, Indiana Lumbermens Mutual Insurance Company entered into a business relationship with Travelers Boiler Re to provide Equipment Breakdown (E.B.) coverage to our policyholders.

We selected Travelers Boiler Re because of their long history (150 years) of partnering with insurance companies such as ILM to provide the best E.B. coverages at competitive premiums, training, technical inspections and claims service available in the industry today.

The classes of business that ILM has traditionally written have grown more dependent upon technology to keep the pace with competitors. Highly automated equipment carries much higher insurable values and it has much more exposure to equipment breakdown related loss. If proper coverage is not in place, coverage “gaps” can exist. To reduce this potential, ILM will be “embedding” equipment breakdown coverage into our entire property portfolio. This will work to reduce coverage ambiguities among various coverage forms and endorsements and will help protect our producers and insureds.

Business owners, both large and small, need to insure against equipment breakdown losses because most standard property policies do not cover these types of losses. Just about anything can happen, anyplace, anytime—especially in this sophisticated world of high technology. Not all equipment breakdown policies are created equally. Choosing one policy over another is a critical decision. Superior products and service are the hallmarks of ILM and Travelers Boiler Re. Not only will you get a superior product at a competitive premium, you will get a strong staff that will support the coverage we issue.

In the past, ILM embedded E.B. coverage for its non-manufacturing classes. Effective immediately, both manufacturing and non-manufacturing classes will automatically include coverage for E.B. Since E.B. coverage is embedded, a separate E.B. policy is not required. Coverage will be provided in the property or package policy which will eliminate the need for a separate policy.

Travelers Boiler Re and ILM have agreed upon a special arrangement that will allow our Underwriters to quote E.B. on many classes with specific limitations.

The Safety Corner

George Hawkins, Sr. Loss Control Representative

The Eagle Eye
Final Rule:
Parts and Accessories Necessary for Safe Operation: Protection Against Shifting and Falling Cargo

Summary:
FMCSA amends its September 27, 2002, final rule concerning protection against shifting and falling cargo for commercial motor vehicles (CMVs) operated in interstate commerce in response to petitions for rulemaking from the American Trucking Association (ATA), Forest Products Association of Canada (FPAC), Georgia-Pacific Corporation (Georgia-Pacific) and Weyerhaeuser, and in response to issues raised by the Canadian Council of Motor Transport Administrators (CCMTA), the Forest Resources Association, Inc.

For the full version of the final rule and an explanation of changes, please go to this web site: www.federalregister.gov.

Look forward to future issues for more safety information, keeping you in the know and on top of your game.

Signing off for now:
George Hawkins
Sr. Loss Control Representative
ILM Insurance Group
The ILM Group offers expertise in managing Claims and Loss Control services for all Policyholders. However, we also recognize that certain Policyholders require additional services to meet their special needs. The ILM Group offers a variety of special services in order to meet your special needs and expectations.

**SERVICES INCLUDE:**

**Claim Reviews**
- In-person or telephonic meetings designed to inform and effectively manage your claims based upon our Policyholder’s selection of cases.

**Designated Adjusters**
- Insurance professionals assigned to specific Policyholders in order to enhance the claim process and our understanding of your business.

**Medical Cost Control**
- A review of results based upon your individual loss/savings experience and planning to further reduce Workers’ Compensation costs.

**Planning**
- Review of various jurisdictions in which you conduct, or plan to conduct, business.

**Indemnification**
- Discuss and review current indemnification practices in order to assist you in identifying potential unintended liability exposures.

**Training**
- Assist your staff on proper and effective loss reporting.

**Identify Special Needs**
- Identify specific information to develop data reporting that meets your special needs.

**Use of the ILM Website**
- Assist in training your staff to effectively unitize the ILM website to monitor loss activity.

**Accident Avoidance**
- Post accident analysis of past and present hazards in order to avoid future loss.

Please contact your Agent or the ILM Group about qualifications for these services and additional information for our valued present and future policyholders.

**Disaster Planning: Are You Prepared?**

After one of the worst hurricane seasons on record with 13 hurricanes (3 category 5 storms and 5 category 4 storms), 26 tropical storms and an estimated $47.2 billion in uninsured losses, it is not too early to develop a disaster plan or review your existing plan. You will want to make sure you are prepared if a disaster strikes.

To assist you in developing a plan or reviewing your existing plan, ILM has teamed up with one of our business partners, Institute for Business & Home Safety, to provide you a step by step booklet. This guide will provide you with an assessment of your operation and a checklist to help ensure you are prepared in the event of a disaster.

To obtain a FREE copy, please contact our Customer Service Center at (800) 732-0777 or email us at custserv@ilm-group.com

**Accident Kits Provide Essential Supplies**

When accidents occur, it is important for you to obtain as much information and evidence at the scene as possible. This information will enhance our service to you and fortify ILM’s ability to conduct a comprehensive and prompt investigation to properly evaluate liability.

In order to assist you in this effort, ILM is pleased to offer our Accident Kit to our Business Auto Policy-holders. The Kit provides your driver with the following essential supplies:

**Driver’s Accident Report/Pen**
- A tri-fold card that gives your driver a step by step process to obtain all of the accident details, accident description, police officers’ information, other vehicle information and witness information.

**Camera**
- A disposal camera that your driver can use to photograph/document the scene as well as documentation of physical damage.

These supplies are contained in a convenient pouch labeled with the ILM logo designed to fit in any glove box.

To order these kits for your vehicles contact our Customer Service Department at (800) 732-0777.
Indiana Lumbermens Mutual Insurance Company

is proud to be the endorsed Commercial Insurance carrier for these Associations:

Michigan Lumber and Building Materials Association (MLBMA)
Indiana Hardwood Lumbermen's Association (IHLA)
Lumbermen's Association of Texas - (LAT)
Missouri Forest Products Association (MFPA)

We are also members and partners with:
Property Casualty Insurers Association of America (PCI)
National Association of Mutual Insurance Companies (NAMIC)
National Lumber and Building Material Dealers Association (NLBMDA)
National Hardwoods Lumber Association (NHLA)
Manufacturers Service Council (MSC)
Northwestern Lumbermens, Inc.
Insurance Institute of Indiana
Indiana Chamber of Commerce
US Chamber of Commerce

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