

# ALLIED BUILDING STORES

ABS is a Co-op who passes all vendor terms, discounts, and rebates to the dealer. ABS generates the purchasing power of over 250 locations throughout 12 Southern and Plains states and is backed by more than 1,000 vendors. The ABS/vendors relationships help provide the membership with competitive prices, quality products, and product availability.

ABS dealers profit from special buying programs unique to ABS which gives them the opportunity to purchase most lumber and building materials in convenient quantities at truck or carload pricing. The ABS team of professional buyers communicates prompt market information through the ABS website which keeps the ABS dealer up-to-date with market pricing and availability. Timely market buy calls by professional buyers help position the ABS dealer at or near the market bottom allowing the dealer to maximize his time and profits.

Our meetings and shows provide the member the opportunity to develop relationships and spend time associating with fellow dealers who have similar interests. These relationships often result in lifelong friendships and usually lead to problem solving and solutions back home. These meetings, coupled with dealer involvement, create programs that are developed for and by those who use them. The trade shows that are held bi-annually feature wall-to-wall show specials, siffs, and dating while providing the ABS members time for one-on-one visits with vendors and staff members.

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PLM is the premier property and casualty insurance provider to the lumber, woodworking and building material industries. We offer competitive rates, loss control programs and prompt claims response and handling. We are financially strong and carry an A.M. Best rating of A- (Excellent).

#### OTHER BENEFITS OF WORKING WITH PLM:

- We are a mutual company – policyholders are our only concern. We have no stockholders to please.
- Risk Management and Loss Control experts to help reduce your chance of loss.
- Enhanced products that provide unique, comprehensive coverage.
- Open Brokerage – we can work with the broker of your choice.
- Payment plans that meet your individual needs.



## ALLIED BUILDING STORES

SAFETY GROUP DIVIDEND PLAN

BUILDING RELATIONSHIPS.  
TOGETHER WE'RE BETTER.



PENNSYLVANIA LUMBERMENS MUTUAL  
INSURANCE COMPANY

## WHAT IS A SAFETY GROUP DIVIDEND PLAN?

A Safety Group Dividend Plan is a program offered by PLM in partnership with several trade associations and buying groups. The purpose of the plan is to reduce overall insurance costs of the group, by way of a dividend, through a conscientious program of loss prevention and risk management. By combining premiums, along with a collective good loss history, the group can potentially receive dividends of up to 10% of eligible policy premiums earned during the plan year.

## WHO IS ELIGIBLE TO ENROLL IN THE SAFETY GROUP DIVIDEND PLAN?

To be eligible for the ABS Safety Group Dividend Plan, you must be a Dealer member of ABS in good standing and a policyholder of PLM, ILM, or any of the affiliated companies. You must elect to join the Safety Group Dividend Plan by signing a dividend election form and cannot participate in any other Safety Group Dividend Plan underwritten by PLM.

## HOW DOES THE DIVIDEND PORTION OF THE PLAN WORK?

All lines of insurance coverage (except umbrella) are eligible for the dividend plan. If the group collectively has a good loss history, there is a possibility of a dividend payment of up to 10% of your eligible policy premiums earned during the plan year which runs from February 1st to January 31st. If the group has a poor loss history, there is NO penalty or surcharge. It is a win-win situation.

Any dividends earned will be announced four months after the end of the plan year and checks will be mailed directly to the participant.

## DIVIDENDS, IF EARNED, WILL BE PAID BASED ON THE FOLLOWING SCHEDULE\* :

GROUP LOSS RATIO	DIVIDEND PAYABLE
0.00% to 10.00%	10%
10.01% to 20.00%	7.5%
20.01% to 30.00%	5%
30.01% to 40.00%	3.5%
40.01% to 50.00%	2%
50.01% and Over	0%

\*Note: By law, dividends are discretionary and are not guaranteed. They are subject to the prior approval of the PLM Board of Directors.

## DO I NEED TO BE AN ABS MEMBER TO HAVE MY INSURANCE QUOTED?

You do NOT need to be a member of ABS in order for PLM to quote or write your business insurance. PLM can work with your current agent or broker to present you with a no-obligation quote.

## DETAILS OF THE ABS SAFETY GROUP DIVIDEND PLAN

- You must be a Dealer member of the ABS.
- You must purchase your property & casualty insurance from PLM.
- Included in the dividend calculation are Property, Liability and Commercial Automobile coverages written through PLM.
- You must elect to join the ABS Safety Group Dividend Plan by signing a dividend election form. You can only participate in one of the Safety Group Dividend Plans through PLM.
- The ABS Safety Group Dividend Plan runs from February 1st through January 31st, but you may join at anytime. Any earned premium for that period is eligible for the dividend calculation.