

NORTH AMERICAN WHOLESALE LUMBER ASSOCIATION

NAWLA serves the lumber industry by creating opportunities for powerful relationship building and idea exchanges among peers, customers and prospects. As a result, our members enjoy significant revenue increases while cutting down on expenses.

NAWLA members are dedicated to growing and nurturing every aspect of the lumber industry, from the careful stewardship of forest resources, to the harvesting and distribution of lumber products, to championing wood's role in a greener economy and a healthier planet.

Since our founding in 1893, NAWLA has been at the very heart of the industry— longer than any other lumber organization in America. We represent the best interests of wholesalers, manufacturers, and service provider companies from the planting of seedlings, to the selling of building materials and wood in all of its many forms.

For over 100 years, we have been a uniting bond – from one end of the supply chain to the other. Helping the industry grow by helping our members grow. That is why, our members consider us...The Essential Link.

Marc Saracco
Executive Director

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PENNSYLVANIA LUMBERMENS MUTUAL
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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).

PLM is the endorsed property & casualty insurance carrier to NAWLA.

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.



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WHOLESALE LUMBER ASSOCIATION
THE ESSENTIAL LINK

NORTH AMERICAN WHOLESALE LUMBER ASSOCIATION

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 NAWLA Safety Group Dividend Plan, you must be a Wholesaler member of NAWLA 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 January 1st to December 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 A NAWLA MEMBER TO HAVE MY INSURANCE QUOTED?

You do NOT need to be a member of NAWLA 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 NAWLA SAFETY GROUP DIVIDEND PLAN

- You must be a Wholesaler member of NAWLA.
- 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 NAWLA 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 NAWLA Safety Group Dividend Plan runs from January 1st through December 31st, but you may join at anytime. Any earned premium for that period is eligible for the dividend calculation.