

## **Workers Comp Rate Increase Alert**

Warehouse Operators in California



I'm sure you have heard the potential for workers compensation insurance rates to skyrocket again in California. In an effort to assist warehouse operators in helping control and reduce their costs of Workers Compensation Insurance, IWLA is having Artex, the manager for the IWLA Captive Insurance Company, analyze our data and design some program options exclusively for IWLA members in California that we can then shop to insurance carriers.

We are participating in this study in anticipation of developing a better Workers Compensation Insurance program, and contain our costs going forward. This proposed program is for warehouses that do not currently meet the premium threshold to be a member of the Captive, but pay at least \$100,000 in annual premiums for workers compensation insurance.

Please send your information to:

IWLA WC Study  
C/O Michael Lopeman  
Division Vice President  
Artex Risk Solutions, Inc  
2 Pierce Place  
Itasca, IL 60143  
630-285-4292  
[mike\\_lopeman@artextrisk.com](mailto:mike_lopeman@artextrisk.com)

Some of the advantages to you will be:

- a. More control over claims cost and handling.
- b. Potential ability to be rewarded for good claims history
- c. Receive interest on all monies set aside for reserves and those placed in the program as the loss pick.
- d. Stabilization of insurance costs through loss control.

If you are interested in participating in this study for a group program developed specifically for you, we need the following information so that Artex can provide an analysis and program structure:

1. Five years of currently valued loss runs.
2. Five years of payroll history
3. Five years of premium history
4. Copy of your current Workers Compensation Experience Mod Worksheet

I want to thank Bill Clark of Pridemark-Everest Insurance Services in being proactive for our members in California, and generating the interest in this project. Bill initiated discussions regarding development of some type of program so

that we can get a jump on the coming changes in Workers Compensation premiums that appear to be coming in California. Bill is available for any questions you may have. Bill's contact information is:

William W. Clark, CPCU, [william-clark@leavitt.com](mailto:william-clark@leavitt.com), Pridemark Everest Insurance Services, Logistics Programs Manager, 1820 First Street, Suite 500, Santa Ana, CA 92705 888-739-5518, Cell-714-376-2339

Mike, Lopeman - Artex, Joel Anderson - IWLA President, and I will also be happy to answer any questions that you may have about the study that we are doing. Controlling insurance costs is a key business requirement. We need your help to gather the data on our industry so we can see what options are available

to us. Once all of the information is correlated, we will arrange a meeting to discuss the proposal, how to be involved, the financial requirements, and to answer any questions you may have.

The IWLA Insurance Committee has approved this study as a pilot to use in other states. We have been given the opportunity to be the first program developed for our industry. This is a great opportunity for all of us in California to join together and create a program to control our workers compensation insurance costs. You have no obligation to join the program, but we need the information to put the group together and provide you with what your cost would be. Join with us in this effort with IWLA to tailor a Workers Compensation Insurance program to the needs of warehouse companies in California.

Please send me an email letting me know if you are willing to participate in our study. This is significant step for our industry, and we need to have the largest and best data base possible for the study.

Thank you for your time to review this. Please feel free to call me with any questions.

Sincerely,

Jere Van Puffelen  
Chairman, IWLA  
President, PRISM Team Services  
925-838-1691