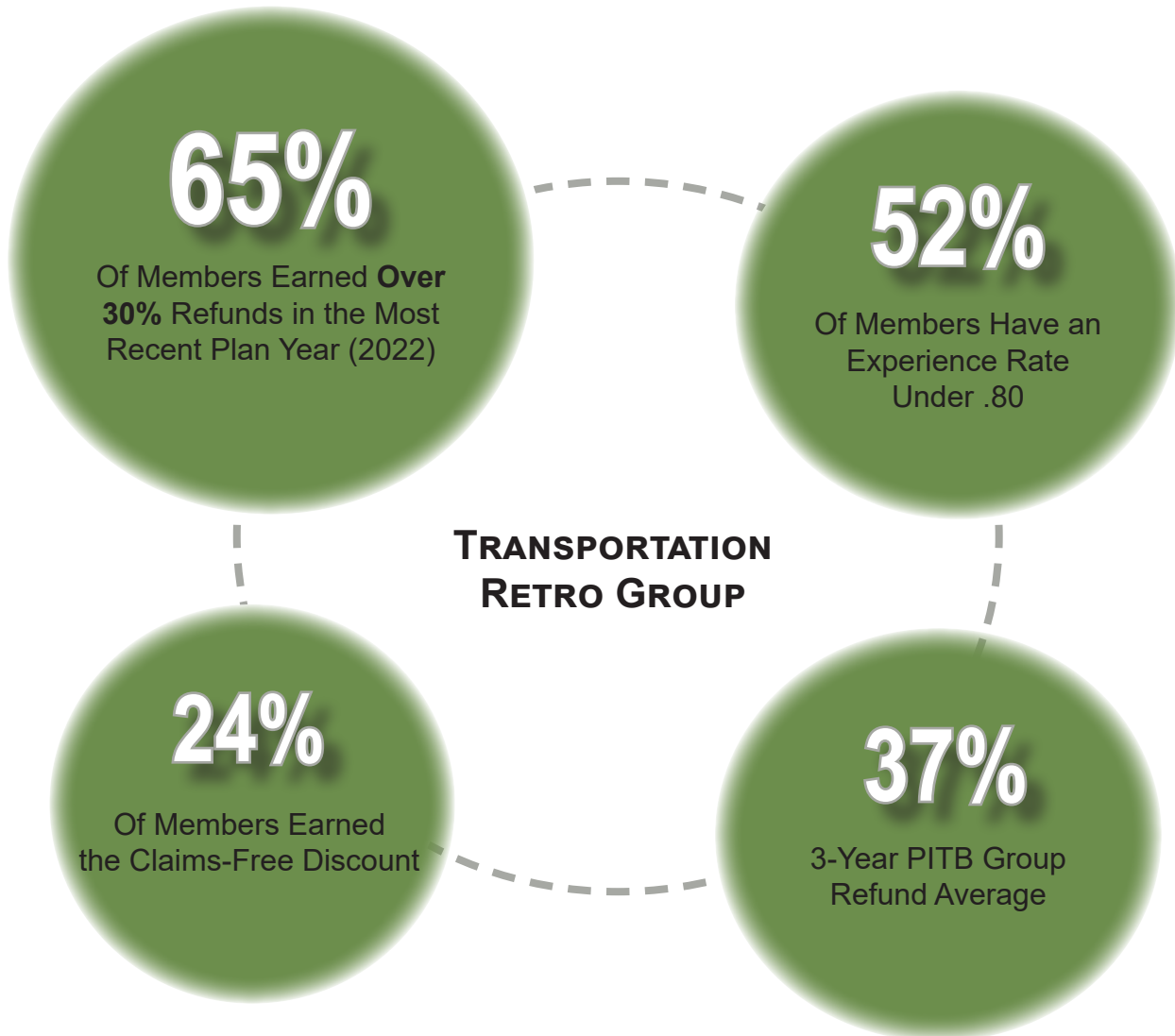


WASHINGTON'S RETRO PROGRAM

UNLOCK SAVINGS IN YOUR WORKERS' COMP INSURANCE COSTS



SEE HOW MUCH YOU COULD SAVE BY JOINING THE PITB RETRO GROUP

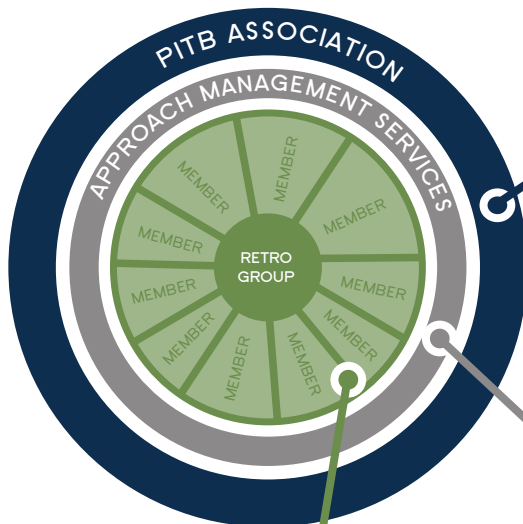
Scan the QR code to access our no obligation release which allows Approach Management Services to pull your company's loss history from L&I and provide your company with a 3-year illustration of refunds you would have earned in the group for the last 3 years.



Retro Relationship & Group Summary

PITB Transportation Retro Relationship

The PITB Association has been partnering with Approach Management Services for over 25 years to provide members with high quality, professional claims management, and risk administration services. This guide outlines the roles and responsibilities that enable us to reach our goals together.



PITB Association

All retro groups must be sponsored by an association.

Association's Retro Responsibility:

- Oversee retro performance
- Remove members negatively impacting group performance
- Approve new members who meet group's best practices criteria
- Distribute refunds

Approach Management Services

Approach is the third-party administrator hired by the association to serve its members.

Approach's Retro Responsibility:

- Professionally manage workers' compensation claims
- Provide safety and risk management resources to assist members in controlling workers' compensation costs and to secure retro refunds

Transportation Retro Group

Retro groups are comprised of employers who report worker hours in similar risk classes.

Member Retro Responsibility:

- Pay L&I premium as usual
- Follow safe work practices
- Adhere to group's best practices requirements as outlined in enrollment agreement
- Good communication with assigned workers' comp analyst

PITB Transportation Retro Group Summary

Market Segment: Transportation and Warehousing

Year Established:	1995
Number of Members:	159
Group Premium:	\$22 M
Average EMR for Group:	0.8330
Last Three Plan Year Refund:	PY 2020: \$8.1 M PY 2021: \$10 M PY 2022: \$6 M
Total Refund Since 1995:	\$127 M

Retro Services

PITB Retro Group: Minimizing Risk/Maximizing Savings

The two main objectives of PITB's Transportation Retro group are to keep experience modification factors low and secure favorable refunds for their members.

Retro groups are organized by industry and sponsored by Associations. Approved participants share risk by combining premium and losses. At the end of a plan year, when the premium is more than the losses, the group earns a refund. Since 1995, PITB members have earned exceptional refunds year-over-year.

When you join PITB's retro group you will work with Approach Management Services who is the third-party claims administrator for the group. Approach is an industry leader in workers' compensation claims management. A professional claims manager will be assigned to your account working directly with you and L&I to minimize risk and lower claims cost.

According to L&'s most recent data, Retro participants on average pay lower premiums, have fewer time loss incidents, have a significantly lower fatality claims frequency, and are more likely to use the Stay-at-Work reimbursement program.

Top 3 Featured Services

Claim Management

Safety Services

Stay-at-Work Program

More Services

Annual DOT Compliance & Training Service

Analytical Reporting

Annual Workplace Poster

Claims 101™ & Claims 201™

Crisis Response Team

Educational Seminars – The Brain Trust

Forensic Record Reviews

Injured Employee Packets

Inspection Response

PITB Safety Summit

Return-to-Work Programs

Monthly Transportation Safety Topics

Safety Visit

Scholarships for Members & Dependents

Weekly Email Newsletter

“Our Company just received our second refund check as a member of the PITB Retro group and it was so great to see our partnership with Approach Management pay-off! We are committed to the safety of our employees and work diligently with our Approach Claims Manager to ensure we are doing everything possible to control cost.”

Kam Sihota

Owner

Dedicated LLC a subsidiary of Kam-Way Transportation

Members

717 Logistics LLC
Access Information Management
AGB Trucking LLC
Air Van Lines Inc
Alaska Freight Express Inc
Alaska Marine Line
Alaska West Express Inc
Alpine Auto Inc
Animal Supply Company LLC
Anstett David Joseph
Apex Deliveries
ATS Trans LLC
Bainbridge Disposal Inc
Bainbridge Septic Tank Pumping
Bainbridge Transfer Station
Basin Disposal Inc
Basin Disposal of Washington
Basin Disposal of Yakima LLC
BCS Operations LLC
Bellingham Transfer & Storage Inc
Bissell Distributing Company
Bowhead Equipment Leasing Co
Brady Trucking Co Inc
Carlile Logistics Inc
Carlile Transportation Systems
Cement Distributors Inc
Child Logistics Inc
Child Truck Line Inc
Chilton Logging Inc
Christensen Inc
City Service Valcon LLC
Coleman American Moving Services
Columbia Basin LLC
Commercial Cold Storage Inc
Connell Oil Inc
Consolidated Disposal Services Inc
Corporate Moving Systems Inc
Crown Distributing Co of Aberdeen Inc
CW Bell Logistics
Dahlgren Logging Inc
Davidson Brothers Dairy
Davidson Macri Sweeping Inc
Dedicated LLC
Devries Moving Packing Storage
Dilley & Soloman Logging Inc
DMS Ventures Inc
DSD Capital LLC
Eagle Transport Inc
Eds Disposal Inc
Elder Logistics Inc
Evergreen Collision Centers Inc
Evergreen Transfer & Storage
Fast Way Freight Systems Inc
FBT Inc
Floyd Blinsky Trucking Inc
Food Express Inc
Graham Real Ventures LLC
Graham Trucking Inc
Great Northwest Transport, LLC
Hadaller Logging Incorporated
Hansen Bros. Transfer
Hogland Transfer Co
Horizon Lines
HR Spinner Corp
Idaho Milk Transport
IEDS Freight Systems Inc
Impact Logistics Group Inc
Inland Empire Distribution
Joel Olson Trucking
KAG Energy LLC
Kag Merchant Gas Group LLC
Kag Specialty Products LLC
Knik Construction Co Inc
Lee & Eastes Tank Lines Inc
Lile International Companies
Lincoln Moving & Storage Inc
Logistic Resource Services
Lynden Air Freight Inc
Lynden Inc
Lynden Logistics Inc
Lynden Transport Inc
M & M Transport Inc
M C Parcel Delivery Inc
MacMillan Piper LLC
Market Express
Martin's Feed Inc
Mercer Trucking Company Inc
Merchants Parcel Delivery Inc
Midwest Motor Express Inc
Mitchell Bros.Truck Line Inc
MP Environmental Services
Neighbors Moving & Storage of Seattle LLC
Nello Pistoresi & Son Inc
Nicholas Worley Trucking
Nichols Transportation Company Inc
North Coast Electric Company
Northland Services Inc
Northwest Carriers Inc
Northwest Movers Central LLC
Northwest Movers LLC
Northwest Oil Solutions
Oak Harbor Freight Lines Inc
Olmsted Transportation Co Inc
Olympic Eagle Distributing
Olympic Moving & Storage II LLC
Olympic Moving & Storage III
Olympic Moving & Storage Inc
Onc Properties Inc
Pacific Freight Intermodal Inc
Pacific NW Transportation Services Inc
Parrish Trucking Inc
Peninsula Truck Lines
Phase II Transportation Inc
Pozzi Brothers Transportation Inc
Prime Express LLC
Produce Supply Express Inc
Puget Sound Logistics & Deliveries
Puget Sound Transfer & Storage
R&R Transfer & Recycling Inc
Rainier Express Delivery LLC
RE Powell Distributing
Rector Seal
Rees Enterprizes Inc
Relocation Coordinates Intl
Rubatino Refuse Removal LLC
S&W Logging LLC
Sage Hill Northwest Inc
Sanitary Service Company Inc
Santa Incorporated
SCS Delivery Inc
Seattle Maintenance Services
Silver Streak Inc
Skagit Transportation Inc
Sound Speed Logistics, LLC
Span Alaska Transportation Inc
Stave Delivery
Suddath Van Lines Inc
Sun Pacific Energy Inc
System Transfer & Storage Co
Tate Transportation Inc
Taylor Transport Inc
TCI Transportation Services
The Outpost
Titan Freight System
Transportation Commodities Inc
Transportation Concepts
Trusted Delivery Solutions
United Moving & Storage
Vancouver Warehouse & Distribution Co.
Walton Beverage Co
WCP Solutions
Weinstein Beverage Co
West Coast Sand & Gravel Inc
Western Peterbilt Inc
Western Van Lines Inc
Woodland Truck Line Inc