

EASTERN BUILDING MATERIAL DEALERS ASSOCIATION

Eastern Building Material Dealers Association (EBMDA) is a non-profit trade association founded in 1892 to represent independent building material dealers and their associates in Delaware, Maryland, Pennsylvania, and Washington D.C. EBMDA was established to unite, promote and protect the region's building material industry by leading an industry network providing multiple member services which enhance its members' successful evolution in an ever-changing marketplace.

EBMDA is a state & local association under the Northeastern Retail Lumber Association (NRLA).



EBMDA
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Rensselaer, NY 12144

TEL: 518-286-1010
www.nrla.org



PENNSYLVANIA LUMBERMENS MUTUAL
INSURANCE COMPANY

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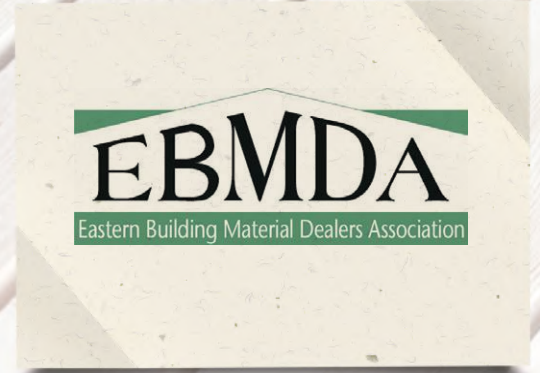
MAIN 800.752.1895
FAX 215.625.9097
WEB WWW.PLMINS.COM

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 the **EBMDA**.

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.



EASTERN BUILDING MATERIAL DEALERS 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 EBMDA Safety Group Dividend Plan, you must be a Retail Dealer member of EBMDA 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 October 1st to September 30th. 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 EBMDA MEMBER TO HAVE MY INSURANCE QUOTED?

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

- You must be a Retail Dealer member of the EBMDA.
- 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 EBMDA 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 EBMDA Safety Group Dividend Plan runs from October 1st through September 30th, but you may join at anytime. Any earned premium for that period is eligible for the dividend calculation.