



Select Retro Group

Administered by
APPROACH management
services

RETRO GROUP PROSPECTUS

RETRO PAYS OFF FOR
WASHINGTON EMPLOYERS

Retro employers
average a
**12% Lower
EMR**

Retro usage of
Stay-at-Work
reimbursement is
**360%
Higher**

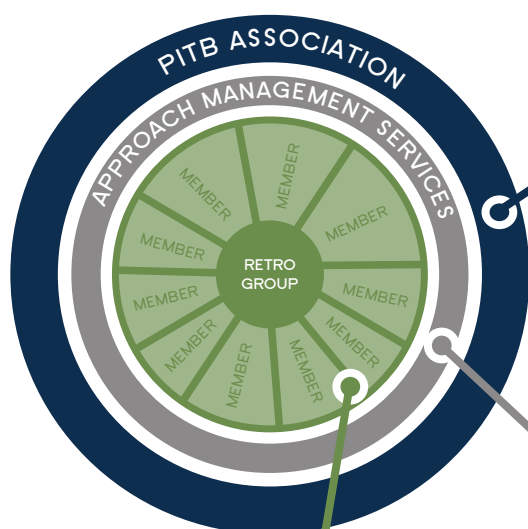
**Fewer
lost-time**
claims proves
safety pays off

Retro averages
**54% lower
fatality**
claim frequency

Retro Relationship & Group Summary

PITB Select 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

Select 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 Select Retro Group Summary

Market Segment: Food Processing, Chemicals, and Distillation

PITB's Select Retro group is newly reorganized earning a 30.7% refund in their most recent Plan Year! The employers in this group have a proven track record of outstanding commitment to safety and proactive claims management with an average EMR of .8140. Companies selected to participate are invited to join the group with a majority vote from existing members and commitment to the highest standards of risk management best practices.

PITB Retro Services

Top 3 Featured Services

Claim Management

A dedicated workers' comp analyst will be assigned to provide full service claims management from filing to closure.

Safety Services

On demand, complimentary safety consultations are available in English and Bilingual and only a call or click away.

Stay-at-Work Program

The Approach Stay-at-Work Specialist will help your company take advantage of the program – from request to check.

More Services

Analytical Reporting

Detailed claim analytics delivered monthly, including claim costs, accident and injury trends.

Annual Workplace Poster

All-in-one poster of required postings to keep members in compliance.

Claims 101™ & Claims 201™

These highly-rated classes teach you the basics of how the workers' comp system works and what you can do to keep costs as low as possible.

Crisis Response Team

Available 24/7/365 to assist with catastrophic incidents.

Educational Centers

Discounted trainings for retro members for required certifications like OSHA, First Aid/CPR, and more.

Educational Seminars – The Brain Trust

Build your knowledge and get the scoop on industry trends.

Forensic Record Reviews

Reviews by independent and impartial providers to maximize all medical case management strategies.

Injured Employee Packets

Ready-made forms and instructions to help employees navigate the claims process.

Inspection Response

If DOSH shows up, we'll respond and assist you in the inspection process.

John Sallak Consulting & Training Service

Receive annually, a complimentary eight hour session with John Sallak.

PITB Safety Summit

Educational sessions held quarterly featuring in-depth safety training.

Return-to-Work Programs

Browse our library of job descriptions, offer letters, and no-cost safety certification classes for injured employees. Plus, utilize our on-staff nurse, vocational and ergonomics specialist for safe and efficient recovery.

Safety Meetings and ToolBox Talks

Hundreds of ready-made topics, plus everything you need for documentation to be in compliance.

Safety Visit

The Approach safety team will review required documentation and conduct workplace walkthroughs to mitigate hazards.

Scholarships

Scholarships open to all PITB members and dependents.

Weekly Email Newsletter

Receive claims management best practices, safety meeting topics, and updates on legal and regulation changes.

3-R Orchards
Barleans Organic Oils LLC
Cascade View Fruit & Cold Storage
Columbia Valley Fruit LLC
Domex Superfresh Growers LLC
Dorsing Farms Inc
Douglas Ag Services Inc
Douglas Fruit Co Inc
DSG Logistics LLC
Feed Commodities LLC
Hansen Administrative Services
Hansen Fruit Company LP
Kershaw Farm Labor Management
Kershaw Fruit & Cold Storage
Legacy Fruit Packers LLC
Matson Fruit Company
North Star Cold Storage Inc
Northwest Baking Limited
Oasis Farms Inc
Price Cold Storage & Packing Co
Royal Ridge Farms, LLC
Royal Ridge Fruit & Cold Storage
Russet King Potato Company
S&C Ranching Inc
Skone & Connors Produce Inc
Sunset Produce LLC
Super Cold Storage LLC
Super Investments Inc
Valicoff Fruit Company LLC
Washington Orchard Management