



Transportation Group



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

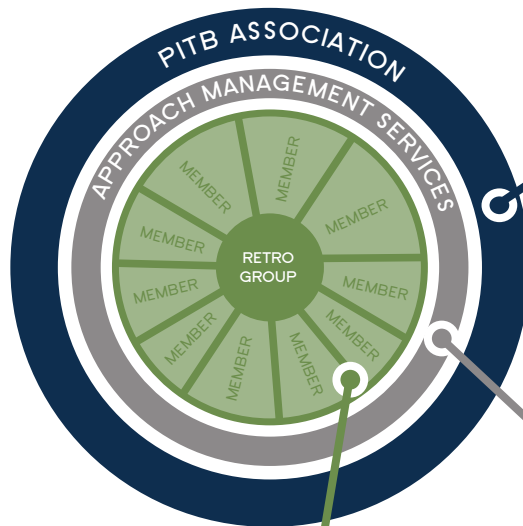
**54% lower
fatality**

claim frequency

Retro Relationship & Group Summary

PITB 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:	0.8400
Last Three Plan Year Refund:	PY 2019: \$10.1 M PY 2020: \$7.7 M PY 2021: \$11.3 M
3-Year Average Refund:	43%
Total Refund Since 1995:	\$120 M

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.

Access Information Management	FBT Inc	Olympic Eagle Distributing
AG Trucking Inc	Fischer Trucking	Olympic Moving & Storage II LLC
AGB Trucking LLC	Floyd Blinsky Trucking Inc	Olympic Moving & Storage III
Air Van Lines Inc	Food Express Inc	Olympic Moving & Storage Inc
Alaska Freight Express Inc	Graham Real Ventures LLC	Onc Properties Inc
Alaska Marine Line	Graham Trucking Inc	Pacific Freight Intermodal Inc
Alaska West Express Inc	Great Northwest Transport, LLC	Pacific NW Transportation Services Inc
Alpine Auto Inc	Hadaller Logging Incorporated	Parrish Trucking Inc
Ameristar #20	Hansen Bros. Transfer	Peninsula Truck Lines
Ameristar Carwash & Laundromat	Hogland Transfer Co	Phase II Transportation Inc
Animal Supply Company LLC	Horizon Lines	Pozzi Brothers Transportation Inc
Anstett David Joseph	Horizon Transportation	Prime Express LLC
Apex Deliveries	HR Spinner Corp	Puget Sound Transfer & Storage
ATS Trans LLC	IEDS Freight Systems Inc	R&R Transfer & Recycling Inc
Bainbridge Disposal Inc	Impact Logistics Group Inc	Rainier Express Delivery LLC
Bainbridge Septic Tank Pumping	Inland Empire Distribution	RE Powell Distributing
Bainbridge Transfer Station	Jerry Debraie Logging Co Inc	Rector Seal
Barry Swanson Trucking Inc	Joel Olson Trucking	Rees Enterprizes Inc
Basin Disposal Inc	Jumbo Foods Inc	Relocation Coordinates Intl
Basin Disposal of Washington	Kag Merchant Gas Group LLC	Rubatino Refuse Removal LLC
Basin Disposal of Yakima LLC	Kag Specialty Products LLC	S J Logging Inc
BCS Operations LLC	KAG West LLC	S&W Logging LLC
Bellingham Transfer & Storage Inc	Knik Construction Co Inc	Sage Hill Northwest Inc
Bissell Distributing Company	Lee & Eastes Tank Lines Inc	Sanitary Service Company Inc
Bowhead Equipment Leasing Co	Lile International Companies	Santa Incorporated
Brady Trucking Co Inc	Lincoln Moving & Storage Inc	SCS Delivery Inc
Carlile Logistics Inc	Logistic Resource Services	Seattle Maintenance Services
Carlile Transportation Systems	Lynden Air Freight Inc	Silver Streak Inc
Cement Distributors Inc	Lynden Inc	Skagit Transportation Inc
Child Logistics Inc	Lynden Logistics Inc	Sound Speed Logistics, LLC
Child Truck Line Inc	Lynden Transport Inc	Span Alaska Transportation Inc
Chilton Logging Inc	M & M Transport Inc	Stave Delivery
Christensen Inc	M C Parcel Delivery Inc	Suddath Van Lines Inc
City Service Valcon LLC	MacMillan Piper Inc	Sun Pacific Energy Inc
Coleman American Moving Services	Market Express	System Transfer & Storage Co
Commercial Cold Storage Inc	Martin's Feed Inc	Tate Transportation Inc
Connell Oil Inc	Mercer Trucking Company Inc	Taylor Transport Inc
Consolidated Disposal Services Inc	Merchants Parcel Delivery Inc	The Outpost
Corporate Moving Systems Inc	Merit Integrated Logistics LLC	Titan Freight System
Crown Distributing Co of Aberdeen Inc	Midwest Motor Express Inc	Tosch Aircraft Properties Inc
Dahlgren Logging Inc	Mitchell Bros. Truck Line Inc	Transportation Commodities Inc
Davidson Brothers Diary	MP Environmental Services	Transportation Concepts
Davidson Macri Sweeping Inc	Neighbors Moving & Storage of Seattle LLC	United Moving & Storage
Dedicated LLC	Nello Pistoresi & Son Inc	Vancouver Warehouse & Distribution Co.
Devries Moving Packing Storage	Nichols Transportation Company Inc	Walton Beverage Co
Dilley & Soloman Logging Inc	Northern Express LLC	WCP Solutions
DMS Ventures Inc	Northland Services Inc	Weinstein Beverage Co
DSD Capital LLC	Northwest Carriers Inc	West Coast Sand & Gravel Inc
Eagle Transport Inc	Northwest Movers Central LLC	Western Peterbilt Inc
Eds Disposal Inc	Northwest Movers LLC	Western Van Lines Inc
Elder Logistics Inc	Northwest Oil Solutions	Wolffs Management Inc
Evergreen Collision Centers Inc	Oak Harbor Freight Lines Inc	Woodland Truck Line Inc
Evergreen Transfer & Storage	Olmsted Transportation Co Inc	
Fast Way Freight Systems Inc		