



SPRING 2004

Spring is in the air, the thoughts turn to Motorsports. All kinds, you name it, someone wants to race it. For the most part, Jones Brown Motorsports will work to insure it. Never a dull day here when the snow melts.

By now, most of you would have received your renewal information package. Some of you have been very diligent in sending the information back, thank you. The rest of you, please take the time (regardless of when you renew) and send us the requested information. Carrie Clermont and I are working very hard to review the information to forward your renewal quotation.

Regretfully, we are not allowed to provide renewal terms to anyone that has not sent the required information to us.

You will notice that your package has a Liquor Liability application. More attention is being paid to this important coverage. We can all appreciate how detrimental the failure to comply with industry standards for alcohol serving would be. A few more questions to keep providing the best protection out there.

WAIVER & RELEASE/INCIDENT FORMS

We have decided that we will not be sending out supplies this year. The challenge to keep up with demand is virtually impossible. You will note that the waiver last year was black and white. There are no problems in reproducing them without colour. The insurance company lawyer had updated the waiver for the 2003 season and advised us that coloured waivers are not a necessity for Canada.

We ask that you photocopy/print your own supply. You may even create two-sided forms to save paper. It is a requirement of the insurance coverage that all participants must read, complete and sign the waiver and release.

The fact that we are not providing the forms to you will not be an acceptable reason to stop using the waivers. They are the document that you use the most. **Protect Yourself.**

If you require an original for this season, we can fax, mail or e-mail you to start. Let us know.

CLAIMS REPORTING

All injuries must be documented. Please use the incident reporting forms that we provided to you last season (make lots of copies). We do not need to know about every incident, but you DO.

Report all serious injuries or _____ by calling 1-888-224-5677.

Report all injuries to spectators by calling 1-888-224-5677.

Report all other injuries and incidents to Jones Brown Motorsports at 416-408-1920.

Don't be surprised by a lawsuit from an injury you thought was nothing. Let the insurance company do what you pay them to do. They will set up a file; they may investigate but most important, the information will be acquired from everyone regarding the incident when it is fresh in everyone's mind. Let the insurance company protect you. Send in the information.

I can tell you that incident reports are not treated as claims, they are not held against your insurance record, nor do they create a negative impression. We all know that injuries happen. We would like to know more at the time it happens. For 24 Hour Emergency Reporting, call Crawford at 1-888-224-5677.

Fax or mail the incident forms to us at Jones Brown Inc.

WHAT'S NEW

We have available enhanced coverage for your officials:

Officials Weekly Indemnity. Jones Brown Motorsports is proud to be able to offer you this benefit for your officials. The coverage is \$200.00 a week for 52 weeks, after a 7 day waiting period for all officials while operating in the restricted area. You can provide peace of mind for yourself and your officials with the additional of this coverage. The cost to you is \$500.00 per year plus taxes.

The number of events and/or number of officials does not change the cost per year. Please advise in writing if you wish to proceed with this coverage for all your officials.

BEST SERVICE

As the racing season speeds up, I am out of the office visiting as many of you as possible. It is time to attend events, build relationships, and most importantly to do loss control surveys for the insurance company. This means to you that I cannot respond immediately to your inquiry. Please be patient. I do, however, recommend two solutions that are very effective:

- 1 E-mail me - I can always respond to e-mail anywhere (kbesta@jonesbrown.com). Cell phones don't work everywhere in this country, especially at race tracks.
- 2 Call/e-mail Carrie Clermont at 416-408-5049. Carrie has 5 years experience working with you in Motorsports. Get to know her. She can help you get what you need - whether it's an answer, a certificate or laugh. Carrie likes to be challenged. Introduce yourself to her. She knows who you are.

HOW TO CONTACT US

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