



SUMMER 2004

The season is half over and most of us are still waiting for summer to stick around. Mother Nature is definitely keeping everyone on their toes. I hope the balance of the racing season brings everyone the success they deserve.

By now, most of you will have completed the 2004 renewal process. Thank you for being very diligent in sending the information back.

You will notice that your packages included Liquor Liability applications. 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. It's just a few more questions to keep providing the best protection out there.

Jones Brown Motorsport would like to thank you for insuring with us. We are honoured to be able to provide to you the coverage and service that you require. It is our continued goal to make sure that you are always number one.

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's lawyer updated the waiver for the 2003 season and advised us that coloured waivers are not necessary in Canada. We ask that you photocopy/print your own supplies. 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 documents 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.

Remember, never fold the forms.

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 NEED TO REPORT THE FOLLOWING:**

Report all serious injuries or fatalities to participants 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

It is official! We are now better able to provide coverage for race facilities, race team shops and race cars (off track and storage). We have secured our own dedicated insurance market with pre-determined wordings and ratings. I believe that the terms we provide are very competitive. In addition, we can offer monthly payments, if you desire. Please feel free to contact us to discuss how we can insure your motorsports property.

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. For you that means 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 (ccclermont@jonesbrown.com). Carrie has 5 years experience working with you in Motorsports. Get to know her. She can help you get what you need. Carrie likes to be challenged. Introduce yourself to her. She's looking forward to talking with you.

Kevin Besta

HOW TO CONTACT US

Kevin Besta:	Telephone No.:	416-628-5320
	Toll Free:	888-379-6821
	New Cell No.:	416-723-8779
	e-mail:	kbesta@jonesbrown.com
Carrie Clermont:	Telephone No.:	416-408-5049
	e-mail:	cclermont@jonesbrown.com
	Toll Free:	877-451-0448



JONES BROWN INC.

480 University Ave., Suite 1100
Toronto, Ontario
M5G 1V2

Telephone No.: 416-408-1920
Facsimile No.: 416-408-4517
website: www.jonesbrown.com