



ILCA
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Insurance Loss Control Association

ILCA E-News

August, 2009

How Do We Add Value?

In the June eNews edition we contemplated the importance of going beyond meeting expectations in order to truly *add value* for both our customers and employers. But how do we achieve that worthy goal, especially when many of us are being asked to do more with less? How can we find the time within our daily grind to add value? How do we encourage our customers to move beyond compliance? In this article we'll look at the role technology can play in answering these questions.

Give Yourself Some Extra Time!

You've got to love the traffic reports in the morning when they tell you to give yourself some extra time. Okay, let's all give ourselves an extra hour this morning! That should help us get to work sooner and get caught up on things! Same with our efforts to add value — put a little more time in the equation and we'll all start achieving great things, right?

Unfortunately, as we all experience on a daily basis, we can't just "create" more time. The reality is that almost all of us are already struggling with fully loaded (and overloaded) schedules. The same is true for our customers. So we're back to square one — how do we find time to add value, and how can we help our customers find time to move beyond compliance?

Part of the answer is that we have to do things more efficiently. And here we're in luck — because there are some very good technology tools that can help our staff and our customers automate tasks and streamline key processes. The technology helps you do things faster, and more effectively — and that's about as close to "creating more time" as any of us are going to get.

At Brotherhood Mutual, we've embraced technology and the Internet to provide better tools and more resources for our customers and our employees. We've established SafetyCentral, a resource area on our public website with safety and risk management articles, checklists, guidebooks, publications, legal assistance and other tools to help our customers and their ministries. Having these tools and resources right at their fingertips provides enormous time and cost savings for both our customers and our staff.

Most recently, we've added online training to SafetyCentral. Empowered with an e-commerce eLearning solution, our customers and staff can now easily go online, quickly find the training they need and get started. Using eLearning can help reduce the time required for training by as much as 50 percent! It can also reduce the need for instructor-led training, so hands-on and classroom training can be targeted where and when it's needed.

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How Do We Add Value?

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E Learning also greatly reduces travel time and expenses and frees up more time for proactive consulting, surveys, audits — and any other way you can think of to add value. Moreover, the use of e Learning can make instructor-led training more effective by creating a baseline of knowledge for the learners before the training session starts. And refresher training can be easily reassigned as desired. Knowledge assessments, tests/quizzes, and surveys can all be automated along with the required recordkeeping and reporting.

Embracing and using web-based technology solutions can help our customers and employees increase efficiencies and improve performance. Such tools can bring much-needed ease to some of the most challenging and time-consuming parts of our work — and our customers' work. More importantly, these tools are consistently delivering bottom-line benefits. *That's* truly "adding value."

Certainly, the desire to add value and make a difference in our lives and the lives of others must come from within and from above. And technology alone won't drive all the changes needed to become more efficient and more effective Loss Control and Risk Management professionals. No matter how powerful the tool, it still requires committed human beings to know how and when to use it. On the other hand, with the challenges we face, and our customers face, it seems wise to learn about and harness the power of the technology tools that are out there.

See you at the 2009 conference in Columbus!

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[WEBSITES OF INTEREST](#)

[WOODWORKING FACILITIES](#)

With the economy struggling, employee safety can take a backseat to production more than ever. Attached is a very comprehensive tool for evaluating woodworking facilities, including diagrams on guarding common equipment, principal safety hazards and methods of control.

http://www.osha.gov/Publications/woodworking_hazards/osha3157.html

[RECOVERY ACT](#)

The Department of Labor has plans to be involved in employee safety that are directly linked to the Recovery Act that was signed into law on Feb 16th, 2009. See what their specific plans are in the attached article.

<http://www.osha.gov/dts/recovery/index.html>

PANDEMIC FLU

Even though the news coverage of the H1N1 flu (Swine Flu) is not as predominant as it was several weeks ago, the CDC has continued to keep alerts high. The following article talks about pandemic flu and has several links to articles and posters that could be crucial to handling a flu pandemic properly.

<http://www.osha.gov/dsg/topics/pandemicflu/index.html>

HOME FIRE SPRINKLERS

A free video demonstration of the effectiveness of home fire sprinklers.

<http://nfpa.typepad.com/firesprinklerinitiative/2009/05/sidebyside-burn-demonstrates-power-of-home-fire-sprinklers.html>

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IT'S NOT TO LATE TO BECOME A SPONSOR OR VENDOR FOR THE CONVENTION

SPONSORSHIP AND ADVERTISER FEES ANNUAL CONFERENCE 2009

Any company participating in sponsorship and/or advertising in the 2009 Conference will also receive free advertising in ILCA eNews for one year. You need only provide your business card.

Conference Partner Recognition \$2,500.00

Includes exhibit space and 2 full registrations. (Registrations must be in our hands by 9/15/09). We welcome you to make a ten minute "presentation" to the attendees during the conference. We will insert your 3 hole punched brochure into our conference binder. This fee does not include Hotel registration. Thank you.

Event Sponsor

Sponsor specific portions of the conference. We will announce and recognize your company before the break or meal that you sponsor.

Breakfast	\$500.00
Morning Break	350.00
Lunch	1,000.00
Afternoon Break	350.00

Advertising in the Conference Binder

B&W advertisement in the conference binder (you provide the **one side page** finished document, we produce in black and white and include in the binder). Materials need to be in our hands by **September 15, 2009**.

B&W one side page (8 1/2 x11)	150.00
B&W two sided	250.00

Color advertisement, brochure, or flyer we will add to our binder. These **must be 3 hole punched**. Materials need to be in our hands by **September 1, 2009**.

Color, 3 hole punched, one side page	150.00
Color, 3 hole punched, two sided	250.00

Exhibitor Space

1 Table - One day only	200.00
1 Table - Entire Conference	350.00

Circle or check off your preferred selection and forward with check to the ILCA address provided at the top of this form.

Conference Speakers

Monday, October 5, 2009

- 8:15-10:15AM **Dr. Deborah Kearney, Job Smart Systems**
“Changing Safety Chaos to Safety Culture”
- 10:30-11:45 **Jan Sokolnicki, Ohio Board of Building Standards**
“101 Life Safety Code/Building Standards”
- 1:00-2:00PM **Adele L. Abrams, Esq. CMSP, Law Offices of Adele L. Abrams, P.C**
“ANSI Z10 and Safety/Health Management”
- 2:15-3:15 **Robert Nicholson, JDRM Engineering, Inc.**
“Electrical Safe Work”
- 3:30-4:30 **Brett Gillilan, Ohio BWC**
“Safety Culture & Accountability”

Tuesday, October 6, 2009

- 8:00-9:00 **Phil Hastings, Risk Management Specialist, Motorist Mutual**
“Identifying, Hiring, Training & Retention of Loss Control Professionals”
- 9:00-10:30 **Concurrent Sessions**
Chuck Ruebelman, CSP, Liberty Mutual
“Crane Safety Standard Update – CTC”
- Greg Hennecke, Hylant**
“Playground Safety”
- 10:45-11:45 **Shawn McGlinchey, Harleysville Group**
“Business Continuity”
- 1:30-2:45PM **Concurrent Sessions**
Don Davis, Country Financial
“AgriTourism”
- Robert W. Chittendon, President, Transportation Safety, Inc.**
“Transportation Safety”
- 3:00-4:15 **David Roll, BWC**
Lockout/tagout – “What your plan may have left out”

Wednesday, October 7, 2009

8:00-10:00AM **Mel Troyer, American Hardware Mutual**
"Flammable Liquids and Paint Booths"

10:15-11:30 **Linda Gilliam, Department of Transportation, Federal Motor Carrier**
"FMCSA Updates"

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IT'S NOT TO LATE TO GO TO OUR WEBSITE insurancelosscontrol.org AND SIGN UP FOR THE CONVENTION!

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IF YOU HAVE NOT VISITED OUR WEBSITE THIS MONTH, PLEASE GO ON LINE AND CHECK OUT ALL THE NEW CHANGES THAT HAVE TAKEN PLACE. insurancelosscontrol.org

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Thanks to our vendors and sponsors!

Please visit the ILCA Website. Follow the links to our Vendor Directory for info about these companies and their services:

To our sponsors, thank you so much! Your assistance and support are greatly appreciated!

Website ad space is available. Website banner ads can be arranged. We welcome your inquiry!



Midwest Technical Inspections, Inc.

5555 Arlington Drive East
Hanover Park, IL 60133
Toll Free: (800) 451-5621
Phone: (630) 894-4110
Fax: (630) 539-4526

**TranStar
Technical Services, Inc.**

3225 Shallowford Rd #230
Marietta, GA 30062
Toll Free: 1-800-993-2990
Phone Number: (678) 236-9005
Fax Number: (678) 236-9014





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www.insurancsystems.ca

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M8Z 1J7
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Phone Number: (416) 249-2260
Fax Number: (416) 249-8935

ISI Insurance Services

P.O. Box 458
Chalk Hill, PA
Toll Free: 1-800-837-8506
Phone Number: (724) 439-1910
Fax Number: (724) 439-1930