

The Workers' Compensation Specialists for the Auto Industry



Zenith understands the unique challenges of the auto sales and services industry.

In 2008, motor vehicle sales represented nearly 20% of total retail sales in the United States.¹ Workers in the sizable automotive industry face a wide variety of on-the-job hazards which cause an average of more than 15,000 injuries each year.²

As the industry continues to change, it is imperative for employers to take proactive steps to address workplace safety.

Workplace accidents can have a huge impact on your auto business, including:

- Lost work time
- Hiring and training a temporary replacement
- Repairing or replacing damaged equipment
- Reduced employee morale
- Missed revenue opportunities

Zenith's safety & health consultants average more than 15 years of experience in loss control and prevention.

They have the knowledge base needed to analyze issues and provide guidance on risk reduction, and can help you:

- Review your employee management best practices, including: hiring, orientation, training, education and supervisor accountability.
- Develop ideas for transitional return-to-work assignments for injured employees.
- Understand how you might reduce your long-term premium costs by demonstrating how losses can impact your experience modification.
- Recognize hazards and implement corrective actions BEFORE injuries occur. For our auto sales and services customers, we focus on key hazards, such as:
 - Chemical products
 - Emissions and inhalants
 - Flammable materials
 - Heavy lifting
 - Musculoskeletal disorders (MSD)
 - Racked and shelved items
 - Slips, trips and falls
 - Tools and sharp objects
 - Toxic waste
 - Transportation
 - Vehicle lifts

For 60 years, Zenith's focus on service and quality has not wavered.

1 - National Automobile Dealers Association, May 11, 2009

2 - Bureau of Labor Statistics, U.S. Department of Labor, May 4, 2009



Zenith provides policyholders with a variety of safety resources at no additional cost.

Safety Program Template: Policyholders can use our online template as a guide to create a written safety and health program.

Online Learning Center: Our learning center includes hundreds of safety courses. Policyholders can track employee progress and evaluate training success rates.

Resource Library: Policyholders can order free safety posters, stuffers and stickers, borrow safety training videos and more!

Zenith University: Our regional seminars help train policyholders to take an active role in controlling workers' compensation costs.

E-Newsletters: Our automotive safety e-newsletter provides practical ideas on how to increase workplace safety and health.

Zenith plays a strategic role throughout the entire claim process.

- Our claims specialists will work closely with the employer, the injured employee and the medical provider to ensure that appropriate medical care and disability benefits are provided per local and national medical guidelines.
- Zenith's certified nurse case managers consult and collaborate with physicians on a regular basis and pay close attention to the injured employees' treatment.
- Our Special Investigation Unit screens all claims involving lost time from work for potential fraud and abuse.
- Our return-to-work staff helps to identify and create opportunities for injured employees to return to work quickly and safely.

Zenith has established this claims management process to help policyholders reduce their insurance costs over time.

Zenith writes many types of businesses in the auto sales and services industry, including:

- Accessory stores
- Dealers
- Fender repair and painting
- Repair shops
- Service stations
- Sales, rental and leasing
- Transmission repair



Zenith has earned an A.M. Best financial strength rating of A (Excellent).