

8 QUESTIONS YOU NEED TO ANSWER BEFORE PURSUING ANY WOOD PRODUCTS MANUFACTURERS

Not all risks are created equal; therefore understanding possible issues before continuing a relationship with a potential client is very important to your overall success and keeping a low loss ratio.

1 DOES THE APPLICANT HAVE AND PROPERLY MAINTAIN A CENTRAL DUST COLLECTION SYSTEM?

Not having or not properly maintaining a central dust collection system is a red flag. Also, having a non-central dust collecting system is more risky. Maintenance is key!

2 DOES THE APPLICANT HAVE AND PROPERLY MAINTAIN AN NFPA-33 SPRAY BOOTH?

Unless the business is using strictly non-flammable paints, an NFPA-33 spray booth is required. Markets have different requirements for when a full sprinkler system is required. Maintenance is key!

3 IS THE APPLICANT LOCATED IN FIRE PROTECTION CLASS 9 OR 10?

Wood Products Manufacturers work with many flammable materials, so applicants located in Fire Protection Class 9 or 10 would be considered overall as very high risks.

4 HAS THE INSURED OWNED/OPERATED THIS BUSINESS UNDER ANY OTHER NAMES PREVIOUSLY?

Having a consistent owner/operator can reflect stability and expertise in the business. However, business name or entity changes could cause the business to become a questionable risk.

5 HAS THE APPLICANT BEEN IN BUSINESS FOR A MINIMUM OF 3 YEARS?

Being in business or in a new industry for under 3 years is typically considered a "new venture" and could be viewed as a questionable risk due to lack of experience.

6 ARE GOOD HOUSEKEEPING PROCEDURES STRICTLY FOLLOWED IN THE SHOP AREA?

Showing pride and responsibility in a well-maintained and safe shop area is key. This includes, but is not limited to, proper storage and disposal of flammable liquids and scrap materials.

7 DO EMPLOYEES WEAR PROPER HAND, VISION, RESPIRATORY, AND HEARING PROTECTIVE EQUIPMENT?

Employees should be furnished with and instructed to wear proper safety gear. Guidelines for the safety gear should be published for employees. Having a formal safety program is important, too.

8 ARE RULES IN PLACE FOR NON-EMPLOYEES IN THE SHOP AREA AND SMOKING ON PREMISES?

For the safety of employees and non-employees, no unauthorized personnel should be in the shop area. Also, "No Smoking Allowed" signs should be posted throughout the area.