

## SURVEY SEES 'SOFTENING'

**T**he Friedlander Group, Inc., the Group Manager for Wholesale Group of New York Workers' Compensation Safety Group #551, just declared a 30% dividend to approximately 605 members with policies effective during the year of April 1, 2002, to April 1, 2003. The 30% dividend is in addition to the Advance Premium Discount of 25%. This marks the 10th consecutive dividend with an average of 36% savings. Friedlander Group has become a solid market source for Workers' Compensation for Restaurants, Retailers and Wholesalers. The group provides specialized services, such as experience modification premium recoveries, professional guidance in claims reporting and self-imposed deductibles, quarterly Loss Analysis Reports, and specialized loss control services and training, as part of its package developed by **Adam Friedlander**. As an innovator, Adam has a lot to say about the development of this business in the context of his family business. His story is one of starting with a base — his Dad's shop — and building an entirely new revenue stream of his own.