



News

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RELMARK LAUNCHES RISK PURCHASING GROUP FOR FIRE SPRINKLER INSTALLATION CONTRACTORS

Chester Springs, Pennsylvania, August 12, 2008 – RelMark, an insurance program manager for specialty businesses with over 15 years of experience with fire sprinkler contractors, today announced the launch of the Fire Sprinkler Risk Purchasing Group (FSRPG), Inc., a risk purchasing group dedicated to addressing fire sprinkler contractors' general liability insurance and risk management needs.

"The Fire Sprinkler Risk Purchasing Group is a collective buying force with the aim of offering it's members access to competitive insurance premiums, cost stability, broader insurance coverage and more importantly, loss prevention resources and training opportunities that can enhance members' risk management efforts," according to RelMark President Tom Giangliulo. "Contractors can seek membership and coverage from the Fire Sprinkler Risk Purchasing Group through their local insurance agent."

The RelMark Group is heavily involved in the fire sprinkler industry with a primary purpose of being an advocate for the fire sprinkler contractor. "As active members of every major fire sprinkler industry-related association, we fight for the contractors' best interest," notes Top Myers, a principal in RelMark's Fire Sprinkler Risk Purchasing Group and renowned industry advocate. "We also use our claims knowledge to build risk

management tools for our members, share emerging issues and lessons learned from losses, and assist members in auditing the effectiveness of their own safety programs”.

The Fire Sprinkler Risk Purchasing Group claims department is available 24/7 and staffed with claims professionals that are not only knowledgeable in the sprinkler industry, but also work exclusively with our fire sprinkler members. One key to our claims success is the technical knowledge of the staff. They know fire protection better than any other claims adjuster, third party administrator, building owner, general contractor, or lawyer. They understand how a system works, what can go wrong, and who is ultimately responsible for the loss.

According to the National Fire Sprinkler Association (NFSA), approximately 50 million fire sprinklers are installed each year in the United States due to the ongoing success of fire sprinklers in life safety, and the continued changes in building codes and retro-fit laws. “As the demand for fire suppression systems continues in new construction and renovations, fire sprinkler contractors are pushed to keep pace,” stated Mr. Myers. “Through the FSRPG, we’re offering a valuable resource to not only save on insurance costs, but an opportunity to be part of a group with plans to set high risk management standards within the industry and incorporating best practices that promote a high-degree of work quality and industry professionalism.”

The Fire Sprinkler Risk Purchasing Group provides insurance for fire sprinkler contractors to cover their day-to-day operations including design, fabrication, installation, service, repair, testing, and inspection of water-based fire protection systems. Coverage is offered through the XL Insurance Company, Greenwich Insurance Company, a primary insurance company licensed to write property and casualty insurance throughout the United States and rated A by A.M. Best.

Membership to RelMark’s Fire Sprinkler Risk Purchasing Group is available to contractors in 25 states. More information about the FSRPG is available at www.relmark.net or by contacting Ray Rittersbach at 610-321-1010 ext 209.