

What Others Have To Say About Us ...

By: David Leo, President of Western Mutual Insurance® & WMI TPA®

Over the past 10 years, I have written many articles for the WPMA Magazine about Western Mutual Insurance Company (“WMI”) and a wide variety of health insurance issues. For this issue, I decided to take a different approach and I asked some of our most loyal and longest-term insureds for a brief testimonial about WMI, and how we have been able to fill their company’s health insurance needs for more than thirty years. Here’s what they had to say ...

Western Mutual Insurance has been insuring the employees of Shay Oil Company for thirty-one years. As the administrator of the health insurance program for the last twenty years, I am happy to say that I have never received a complaint from an employee or provider. WMI has paid all claims promptly and customer service is top notch. We have seen the usual variety of illnesses and unfortunately some really catastrophic ones in the last few decades. We wouldn’t think of changing our health insurance plan because of the prompt and efficient manner our employees’ needs have been met.

Penny Silva, Controller of Shay Oil Company of Yuma, Arizona (covering employees through WMI and its predecessor, the Intermountain Oil Marketers Employees Trust, since 1975)

Back in the inception of the insurance company, my father along with the other active marketers saw the need to form a health insurance company for people like us because the cost and the ability to get good and cost-effective health insurance even back then, was hard to get. Kellerstrass Oil Company has continued to insure with WMIC because I believe it adds great value to our association and its members and we enjoy the great service we get from WMIC and the staff. I know that we have other options, but we believe long term WMIC provides us with the best product and value that is available to us and our employees.

Craig Kellerstrass, President of Kellerstrass Oil of Ogden, Utah (covering employees through WMI and its predecessor, the Intermountain Oil Marketers Employees Trust, since 1974)

As an owner and participant, I have been unable to find a better value in over 15 consecutive years of trying.

Jon Madsen, Chief Executive Officer of Allied Washoe of Reno Nevada (covering employees through WMI and its predecessor, the Intermountain Oil Marketers Employees Trust, since 1985)

WMI has been there when we needed them, from a heart attack to cancer, and they have always paid what they were supposed to pay.

Doug Adams, President of Sandia Oil Company of Albuquerque, New Mexico
(covering employees through WMI since 1991)

WMI provides the products, information, and research needed to make the right decision on what products best fit with your company's needs. I have worked with WMI since 1989 and appreciate their willingness to work to find solutions, not sell products. Last year, when we were investigating if Medical Savings Accounts were a possible solution to our concern about rising premiums David Leo personally spent hours researching the options available in Montana as well as several websites that provided answers rather than third party sites selling products. He did this even though he knew the outcome of his research could lead to us leaving WMI. With such dedication to their customers, I look forward to working with WMI for years to come.

Brian J. Bossard, Controller of Sutey Oil Company of Butte, Montana
(covering employees through WMI and its predecessor, the Intermountain Oil Marketers Employees Trust, since 1980)

Westech Fuel Equipment has been a long-term insurance customer with WMI. We have elected to continue our long-term relationship as WMI has always been fair in trying to provide us with the best rates that they possibly can. We have felt like we have a voice in our health care.

Fred Jones, President of Westech Fuel Equipment of Salt Lake City, Utah
(covering employees through WMI since 1991)

Approximately every three years I review cost of insurance, get new quotes and compare prices to coverage. There are a few companies for less money in our age group but their coverage is a lot less. I have stayed with WMI for the value and timeliness of claims. They do just what they say they will do.

Donna Schmelzla, Owner of Schmelzla Oil Company of Willcox, Arizona
(covering employees through WMI since 1997)

WMIC was started as a benefit to WPMA members and I believe it is still a great benefit. Even through hard times for the insurance industry, WMIC has been very competitive and our industry has remained at the top of their interest. Their management and staff are very professional and easy to work with. I have been very happy with our relationship with Western Mutual Insurance Company.

John Richardson, President of Hone Oil Company of Ogden, Utah
(covering employees through WMI since 1984)

At WMI, we strive very hard to provide quality health insurance and excellent customer service at an affordable price. If you would like to learn how WMI might be able to fulfill your company's health insurance needs, please contact our Marketing Department at (800) 748-5340 or visit our website at www.westernmutualinsurance.com.