

# FEHLIG BROS. BOX & LUMBER COMPANY

BOXES  
CRATES

ESTABLISHED 1873

LUMBER  
WALLBOARD

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1909 COLE STREET

314-241-6900

SAINT LOUIS, MISSOURI 63106

November 11, 1996

Adjusters International  
700 Office Parkway  
Suite 8  
St. Louis, Mo. 63141

Dear Sirs:

Finally the day we were both looking for has arrived. I didn't think we would see this day come and be as rewarding as your company has made it. Thanks to your professional staff, we will survive and go on to bigger & better projects.

The week after the fire was a time of major confusion for all of us at the Lumberyard. When we interviewed you and your statement of, "You handle your business and we will handle your insurance claim," was a silver lining to a very black cloud. You lived up to that phrase very well, and should put it on your advertisement.

We at Fehlig Bros. believe that Adjusters International is the reason we are on the road to recovery. Without your expertise and excellent guidance I don't think we would have negotiated for enough to do the job.

Hoping to never need a disaster service again - if & when it would ever happen, your phone would be the first to ring. If you ever need a reference, don't hesitate to use me or our company at any time.

Sincerely,



John F. O'Leary  
President

JFO/cag

c/c John Marini