

# Shadowdale Elevators, Inc.

1235 SHADOWDALE HOUSTON, TEXAS 77043 (713) 468-4355

June 12, 1991

Mr. R. G. Beneke  
Adjusters International, Inc.  
5454 LaSierra, Suite 202  
Dallas, Texas 75231

Dear Bob:

After our devastating grain elevator explosion I was contacted, as you know, by many insurance loss consultants. At first, I had intended to handle the loss by myself, using our employees. What a mistake that would have been! Luckily, it soon became evident that we had neither the expertise nor the time to effectively handle the loss while continuing to run a business. Experts in our corner, looking out for our best interests, were required and I began to interview those who contacted us. Included were several out of state companies.

It was my very good fortune to decide to hire Adjusters International. Although other consultants appeared to have comparable expertise, your pledge to personally assist in the development and presentation of the claim, and your vast experience in this arena, won me over. The fact that you were prepared to bring in local experts to work with you to evaluate the complexities of the explosion was also a very important factor in my decision to hire Adjusters International. The opinions of your experts weighed heavily, as you and I both know, in the evaluation of this multi-million dollar claim by the insurance company.

Again, I want to thank you for your personal attention to our loss. Your pledge when you approached me was that you would personally "sift through the rubble" to evaluate the damage from the explosion. This you did, in a manner of speaking, throughout the entire process. Your tirelessness was admirable. Your services invaluable. I would never hesitate to recommend Adjusters International and you personally to anyone for any type of property loss.

Very truly yours,



Harvey Rosen  
President

HR/nao