

September 10, 2012

Dear Drew,

It was just before Christmas that a devastating fire roared through the oldest buildings on the Astoria riverfront. The two buildings, which housed many small businesses and restaurants, collapsed. One of them was Bumblebee Seafood's original headquarters, the other a cannery building dating back to the 1900's.

There were many interested parties when the fire occurred and it took some time to sort out how to proceed. We were approached by many people following the fire offering help. Two of them, Gordon Scott and Ken Crown of Adjusters International, shared with me what you had to offer. We took the time to do our due diligence and it seemed that the name Adjusters international kept coming up. Although one would like to think that their insurance company would do everything to help, practical business sense suggests that once one has a fire, they move from the asset side of the ledger to the liability side. I felt that our interests would be best served with an advocate on our side.

Enter bulldog Drew. You were relentless in your pursuit and prosecution of our claim. It is clear that your knowledge of insurance and your practical experience lend themselves to securing the best settlements for your clients. The team that supported you was exceptional. You were always there with the answers when we needed them. You were our bulldog.

In the end, the settlement reached was beyond what we expected. In addition, you negotiated a deal that allowed us to spend the money on another piece of property that better suited our needs and better fit our business model. There is no doubt that should the need arise again; we will not hesitate to call. Please feel free to have any perspective clients call us...we will sing your praises.

Regards,



Eric W. Jacobsen