

Adirondack Medical Center

at Saranac Lake P.O. Box 471, Lake Colby Dr. Saranac Lake, NY 12983 518-891-4141

at Lake Placid Church Street Lake Placid, NY 12946 518-523-3311

July 7, 1998

Richard R. Smith, CPPA Adjusters International 126 Business Park Drive PO Box 179 Utica, NY 13503-0179

Dear Mr. Smith:

I wish to express my appreciation for the excellent service provided to our hospital by you and the rest of the staff at Adjusters International. Being from a small rural hospital and having limited experience with property loss, your expertise was invaluable. Your help resulted in a fair settlement which was quickly accomplished with virtually no involvement by myself in being a mediator between our facility and insurance company.

I would recommend that other facilities call Adjusters International as soon as possible after suffering a loss based on my own experience with your services. This advice is especially for smaller facilities that may hesitate to use this type of service.

If you do have any smaller health care facilities that are considering using your services and would like to speak with someone about their experience with Adjusters International please feel free to refer them to me.

Sincerely,

Douglas Sarr, RN

Lugle N. S.

Risk Management

C:\WORD\MD\Letter Richard Smith