

July 6, 1993

Mr. Tony D'Amico
The Goodman-Gable-Gould Company
133 Rollins Avenue – Suite One
Rockville, Maryland 20852-4004

Dear Tony:

They will always remain memorable moments.

THE FIRST MEMORY: On Saturday, October 3rd, 1992, at 11:30 in the morning, a tornado passed through Pinellas County, Florida. The tornado left a pile of rubble from what had been a 30,000 square foot manufacturing and office facility. The good news was that the four employees in the building escaped frightened but unharmed. The bad news was the building and all its contents appeared to have suffered the effects of an atomic bomb.

THE SECOND MEMORY: On Monday morning, October 5th, with the impact of the weekend's events only beginning to be absorbed, I turned to the group of employees in front of the destroyed building and said "Would the person who paid the latest insurance premium please raise their hand.: The crowd fell silent and looked at each other for what seemed an eternity. Then, the Senior Accountant raised her hand and an outburst of cheers could be heard.

THE THIRD MEMORY: By November 2nd, the complexity of filing for our insurance claim had become a hard reality. Questions kept surfacing: How would we handle the insurance company bureaucracy? How would we ever learn enough about insurance procedure to file a claim that would maximize the allowable benefits? How would we handle the enormous administrative effort to compile the insurance filing when we were so involved with the day-to-day recovery from the tornado? It was obvious from the first meeting with the representatives of the Goodman-Gable-Gould Company (GGG) that their staff would be able to assist with all aspects of the insurance claim. During the next few months, the staff of GGG worked many long hours to compile the claim.

THE FOURTH MEMORY: March 10th, 1993 was the date of the meeting with the insurance company to negotiate the final settlement. GGG had done their homework. There were many issues on the table and GGG negotiated a favorable outcome in all cases. I am convinced there would never have been as favorable an insurance settlement had GGG not been in our corner.

THE FIFTH MEMORY: Mr. Robert Beckwith, the founder of Beckwith Electric Company, is quoted as saying "The building that was destroyed was just a place to work... What constitutes the company was not lost – all of you here, your skills, and the products you know how to build." The Goodman-Gable-Gould Company was an integral part of our company's recovery, and for that assistance, all employees at Beckwith Electric say "thank you."

Very truly yours,



Louis Abilock
Chief Financial Officer