



SHOPPERS FOOD WAREHOUSE

4600 Forbes Blvd., Lanham, Maryland 20706 • (301) 306-8600

August 11, 1996

Mr. Harvey M. Goodman, SPPA
The Goodman-Gable-Gould Company
133 Rollins Avenue-Suite One
Rockville, Maryland 20852-4004

Re: Shoppers Food Warehouse
Adelphi, Maryland

Dear Harvey:

This is an appropriate time to extend my appreciation on behalf of Shoppers Food Warehouse, Corp. for the services rendered during the fire at the above noted store.

The fire that resulted in the temporary closing of that location was devastating to our company and to the many customers who rely on that store for their food needs. Therefore, it was essential to efficiently resolve the insurance issues that we confronted so as to expedite repairs to the store.

The knowledge and professionalism which your company and personnel showed during this incident were key to our renovation and re-opening. We appreciate your company's ability to provide us with expert advice and guidance. This enabled repairs to be completed in the shortest time possible and that helped to minimize the losses we experienced.

Due to the care and consideration that we received during this period of loss, I would not hesitate to call upon your company again to assist us for any type of loss that we might experience. I appreciate your professionalism and your friendship.

Sincerely,
SHOPPERS FOOD WAREHOUSE

Mitchell D. Herman
Senior Vice President,
Corporate Affairs