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Natural Disaster Advisory Services

December 8, 1998

Mr. John Marini
Director of Sales and Marketing
Adjusters International
126 Business Park Drive
Utica, New York 13503

Dear John:

As our engagements in Syracuse and Onondaga County draw to a close, I would like to take a moment to thank you for your hard work.

When the Labor Day storms occurred, Dennis Niland, yourself and Jim Roof immediately began making contacts in an effort to assist local applicants. Your combined knowledge of insurance requirements and FEMA's Public Assistance Program opened many doors. As you may remember, when the disaster came our group was tied up on multiple engagements and could not actively participate in the effort, yet we still managed to get our points across and eventually the work.

I vividly recall the arduous task of putting the proposals together with you via e-mail and fax, and commend you on a job well done. Please extend these comments to Jim and Dennis and thank them as well.

Because of our combined efforts, the two applicants will receive approximately \$16,000,000 in federal grant funding.

I look forward to continuing our efforts jointly as we approach the next century.

Sincerely,

Jeff Shaw
National Coordinator

Cc: Ron Cuccaro

