

Adcor Industries Inc.

234 South Haven Street,
Baltimore, MD 21224

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January 31, 2006

Mr. Randolph H. Goodman
The Goodman-Gable-Gould Company/
Adjusters International
6 Reservoir Circle, Suite 202
Baltimore, MD 21208

Re: Adcor Collapse Loss

Dear Randy:

I am writing to express my deepest appreciation for the fantastic result your firm achieved for Adcor in the adjustment of our collapse claim.

The most critical component of our claim was to our finished stock. The warehouse that was destroyed in the collapse housed a substantial inventory of component parts. These parts, which numbered in the thousands, were destroyed and disposed of shortly after the collapse.

You advised us how to establish the insurable value for these goods. Along with Duncan MacLoud of Rollins Accounting you calculated a well documented claim on these goods and submitted it to our insurance company. After auditing the claim with its forensic accountants, Hartford responded with an offer to settle that was \$7,000,000.00 less than the claimed amount. They became adamant in their position, refused to meet to attempt to reconcile the differences, and left us no choice but to demand Appraisal, or binding arbitration, as outlined in our insurance policy.

You and your team prepared a detailed presentation for the Appraisal Panel, including a written discussion of the issues, supported by independent research from insurance industry sources, which persuasively dispelled the valuation methods suggested by Hartford. *The Appraisal Panel awarded us, and we have been paid, the entire \$7,000,000.00 differential between what your firm claimed and what Hartford had adamantly contended we were not entitled to receive. The result speaks volumes to the substantial added benefit you brought to our insurance recovery!!*

Randy, your knowledge of adjusting claims and your analysis of coverage and valuation issues were critical to our success. The enthusiasm and dedication of your entire team, including Carl Lombardo, Dan Coll, Dick Lewis, and Duncan MacLoud, were remarkable. We can't thank you enough!

Please have any potential client contact me. You and your firm, Goodman Gable Gould, will receive the highest of recommendations!

Best Regards,

A handwritten signature in blue ink, appearing to read "Jimmy Stavrakis", is written over the typed name.

Jimmy Stavrakis