

Estes Park
Trail-Gazette
P.O. BOX 1707 ESTES PARK, CO 80517

February 22, 1993

Adjusters International
25958 Genesee Trail Rd. Suite 200
Golden, CO 80401

Dear Sir:

I am writing to tell you of my satisfaction on completion of our claim settlement here at the Trail-Gazette.

After having gone through this tedious and exasperating process, I simply can't imagine having done this on my own with any comparable success.

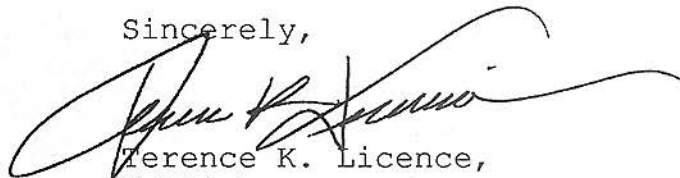
I'm sure your unique profession gets labeled as "ambulance chasers", but your input and expertise soon negates any doubt that you are true professionals in what you do.

Thanks for all your help throughout the past year--even your follow-up calls after the settlement were a welcome surprise.

Feel free to use this letter as a recommendation for your firm. And if more of my input is needed to convince a client, you know my phone number.

Again, thanks for being a strong and knowledgeable consultant.

Sincerely,


Terence K. Licence,
Publisher

TKL/sl