

DUPONT PLAZA HOTEL, INC.

2800 28TH STREET, SUITE 100
SANTA MONICA, CALIFORNIA 90405
(213) 452-3186 • FAX 452-3648 • TELEX 65-2461

General Partner
of
Dupont Plaza Associates
Owner and Operator of The
DUPONT PLAZA HOTEL
1500 New Hampshire Avenue N.W.
Washington, D.C. 20036

October 13, 1993

**Mr. Harvey Goodman
Adjusters International
133 Rollins Avenue, Suite One
Rockville, Maryland 20852-4004**

RE: ELECTRICAL - FIRE LOSS

Dear Harvey:

On behalf of the owners of the hotel I thank you for the job you and your firm did in the claim adjustment of the loss in excess of \$400,000.

There were two principal areas in which you excelled, they were - "Communications" and "Results." I was informed timely by you or your associates during every step of the adjustment process. You always returned my calls within a reasonable period. The results were the checks received in excess of \$400,000 - an amount which without your assistance would probably have been significantly less.

Harvey, as you know I am a "bottom line" type person, I will sum up this letter by stating - You are the best I've seen in your profession. I would not hesitate to engage your services again and I would not hesitate to recommend you and/or your firm.

Please use me as a reference and feel free to have a prospective client call me with any questions they may have.

Thanks again.

Very truly yours,


**Joseph S. Brown, Jr.
Senior Vice President**

JSB:e