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March 10, 1995

Mr. Harvey M. Goodman, SPPA
The Goodman-Gable-Gould Company
Adjusters International
133 Rollins Avenue, Suite 1
Rockville, MD 20852

Dear Harvey:

This letter is to compliment you on the outstanding job you and your staff performed on the substantial loss we sustained at the Warwick Hotel in Philadelphia.

Having long ago recognized the overwhelming benefits of engaging a Public Adjuster, working with a PA was not a new experience to us. What was "new" was working with a firm of your exceptional quality and professionalism. Your drive and unrelenting focus on each detail of our claim resulted in our obtaining a settlement significantly larger than we had projected. To top it off, the claim preparation was handled entirely by your staff, bringing about a very rapid resolution to the claim, and allowing us to get back to the business we know best - managing hotels.

Harvey, I will close by saying you are the best in your profession. I would not hesitate to engage your services again, should the need arise, and I whole-heartedly recommend your services to anyone who finds themselves faced with a similar situation.

Very truly yours,

William Frankel

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