



MAIN OFFICE

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ORGANIZED 1888

January 19, 1989

DIRECT DIAL
215-831-

Mr. Barron S. Wall, ARM
Insurance Consulting Associates
155 Polifly Road, Suite 205
Hackensack, N.J. 07606

Dear Barry:

In these busy times, we find that we sometimes just take people for granted and do not extend our gratitude for jobs well done!

I am making time to extend my thanks to you and the ICA organization for all your efforts on our behalf. The savings you have effected in our insurance program are unsurpassed. And, not only have you effected these savings for us, but you have been able to offer us more protection with the companies you have placed us with and the brokers you have introduced us to than we ever had in the history of our company. Our Directors and Officers are overwhelmed with your accomplishments. In effect, you have made me look like a "Knight in Shining Armor" and for that I also thank you!

The Risk Management Consulting Services offered by you and by ICA are top notch! The relationship which we have with you and your staff and assistants resemble that of a parent company with one of its branches. Everyone is on a first name basis and any information we need is at our fingertips at all times. You are our Risk Management Department in every respects of it's definition.

We look forward to many more mutually rewarding years with your organization!

Sincerely yours,

A handwritten signature in cursive script, appearing to read 'Ron Watson', is written over the typed name.

Ron Watson,
Senior Vice President-Finance

rw/ecg