
ROBESON

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June 3, 1994

Mr. Barron S. Wall, ARM
Insurance Consulting Associates
155 Polifly Road
Hackensack, NJ 07601

Re: Risk Management and Insurance Consulting Services

Dear Barry,

After many years of working with you as our Risk Management Consultant, I thought it would be appropriate to express my most sincere gratitude.

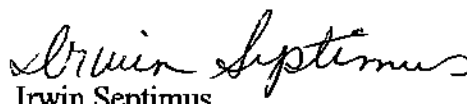
Our company has experienced many highs and lows in the last few years, and while we have always cut expenses in tough times, the value of ICA's services has always allowed us to keep you on board. This unto itself is a mark of your excellence.

We have benefited from your unending expertise in risk management, risk financing, risk avoidance, etc. be it through reducing our experience modification factor from 1.67 to .81, establishing a self insured retention program, or simply designing language enabling us to transfer our exposures contractually.

The fact that we have realized significant savings is equaled only by the clear improvements made in our insurance coverage, both a direct result of ICA's involvement and commitment. I know I don't have to tell you how costly and time consuming this effort would have been if staffed internally!

I am happy to say that I am an extremely satisfied client, and will continue to provide you with the highest of compliments -- referrals!

Sincerely,


Irwin Septimus
Treasurer

IS/kc