

# Revere Copper Products, Inc.



GREGORY D. SAVAGE  
VICE PRESIDENT FINANCE

October 2, 1990

## TO WHOM IT MAY CONCERN:

Revere Copper Products, Inc. employed the services of Adjusters International (AI) in settling a complex business interruption claim which resulted from accidental damage to one of our key bottleneck machines. Revere had struggled to carry out its own claim defense which was initially set at about \$1.3 million. However, our insurance company found serious fault with our analysis and offered only a \$500,000 settlement.

At a loss for a next move, we brought in AI's Mr. James Donovan to assist in both our strategic thinking and data preparation and reviews. Together we prepared a virtually new claim approach and restarted negotiations with the adjusters for the insurance company.

At its conclusion, the claim was settled for \$1.592 million - more than \$1 million higher than the insurance company's original settlement offer. Much of our success was due to Mr. Donovan's insightful strategic planning before negotiations, as well as his relentlessly firm conviction in the face of the insurance company that we were right!

I would recommend Mr. Donovan and Adjusters International to anyone in need of a competent professional for any insurance claim negotiation - no matter how large or complex.

Very truly yours,

A handwritten signature in black ink, appearing to read "G. D. Savage", with a long horizontal line extending to the right.

Gregory D. Savage

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