

**at Saranac Lake** P.O. Box 471, Lake Colby Dr. Saranac Lake, NY 12983 518-891-4141 at Lake Placid Church Street Lake Placid, NY 12946 518-523-3311

July 7, 1998

Richard R. Smith, CPPA Adjusters International 126 Business Park Drive PO Box 179 Utica, NY 13503-0179

Dear Mr. Smith:

I wish to express my appreciation for the excellent service provided to our hospital by you and the rest of the staff at Adjusters International. Being from a small rural hospital and having limited experience with property loss, your expertise was invaluable. Your help resulted in a fair settlement which was quickly accomplished with virtually no involvement by myself in being a mediator between our facility and insurance company.

I would recommend that other facilities call Adjusters International as soon as possible after suffering a loss based on my own experience with your services. This advice is especially for smaller facilities that may hesitate to use this type of service.

If you do have any smaller health care facilities that are considering using your services and would like to speak with someone about their experience with Adjusters International please feel free to refer them to me.

Sincerely,

Sugle NS

Douglas Sarr, RN Risk Management

C:\WORD\MD\Letter Richard Smith

Lake Placid Sports Medicine Church Street Lake Placid, NY 12946 518-523-3311 Adirondack Dental Service Church Street Lake Placid, NY 12946 518-523-1122 Placid Memorial Health Center Church Street Lake Placid, NY 12946 518-523-1717 Ausable Valley Health Center 1919 Rt. 22 Keeseville, NY 12944 518-834-9000 Mountain Health Center P.O. Box 205 Keene, NY 12942 518-576-9771 Tupper Lake Health Center P.O. Box 601 Tupper Lake, NY 12986 518-359-7000