



DERRICK PLUMBING INC.

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June 2, 2009

Ref: Recent Policy Renewal

DesPortes Risk Management Co
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Bobby,

I just wanted to thank you again for a job well done.

As you know our total insurance package this year, is 15% below last year's premium. Until you started doing all the solicitation and working with insurance agents to get me the most competitive prices possible, I dread the time of year when I needed to renew my commercial insurance. Even worse than the process of going over the same questions with two or three agents, was trying to compare the different coverage's to make sure I was comparing the same coverage from different companies.

With your assistance I feel much more confident my coverage is complete, because you only have my interest to protect, while the insurance agents tend to do whatever they need to do to write the policies. Additionally, if you don't produce quality, competitive results, you have to explain why, to me, without hiding behind some obscure underwriter. Your knowledge of the industry trends, also leads my solicitation to the most competitive companies at renewal time.

Thanks again for your assistance, knowledge, and hard work to make sure our coverage is as complete as possible, and again for this year, helping us to lower our premiums.

Sincerely,


William C. Derrick
President