



"Weld County's Biggest Little Dealer"

FORMBY FORD, INC.
13015 WCR 16
Ft. Lupton, CO 80621
(303) 857-2787
Metro (303) 573-1834
FAX (303) 857-0745

Mr. R. Scott deLuise, CCIM, SPPA
Matrix Business Consulting
Denver, CO 80202

RE: Our hail damage

Dear Scott:

Emmett and I wanted to personally thank you for representing us in the insurance claim for the loss at the Fort Lupton Store.

It became apparent soon after the claim was filed that this was a complicated process, and we are pleased that you came to our assistance. Your understanding of the building and vehicle claims and the policy itself, enabled us to recover far more than was initially offered by the insurance company.

When the company adjuster refused to pay after we proved the loss, your recommendation to proceed with, and your handling of the appraisal resulted in Formby Ford's happy recovery from this calamity.

We cannot imagine how long it would have taken, and how much money we would have left on the table had we had to do this on our own.

We are more than happy to recommend you to any business that has suffered a loss such as ours. Just have them give me a call.

Sincerely,
FORMBY FORD, INC.

A handwritten signature in black ink, appearing to read "Bryan Formby". The signature is fluid and cursive, with the first name "Bryan" and the last name "Formby" clearly distinguishable.

Bryan Formby, Secretary/Treasurer