

July 9, 1993

To Whom It May Concern:

The purpose of this letter is to testify that, in my view, Hannibal-LaGrange College benefitted significantly from the services of Bill Ibur and those associated with him in his loss management firm. They were professional and thorough, and we felt the results achieved from their efforts were highly commendable.

Sincerely

Paul Brown President

PB/m