

W. C. MANUFACTURING & SPECIALTY CO. INC.

BUILDERS OF **WESCO** BOAT TRAILERS

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DesPortes Risk Management Co
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December 9, 2011

Hello Bobby:

Just a short letter to let you know how much I appreciate what you were able to put together for my company. That savings will very well help me in the coming year with all that the government and the economy are doing to businesses like mine.

As you know I was very reluctant to spend the money this year at first thinking I need to save all I can to get through another year. This just shows sometimes you have to spend money to save money.

I know I have told you before that I do not know how business owners figure how much to put into their insurance for each year but I like most just relied on their agent to be sure they are covered. I am not saying that agents are bad by no means but I just don't believe they put that much time like you do looking at all the details in the policy and being sure that the money they spend is on the coverage they need.

The other thing and most important that I have learned over the thirty years that I have been getting insurance for my company is that no company will stay competitive for more than three years at most even if you do not have any major claims.

This shows what you have told me that it needs to be aggressively shopped every three years at least. Again in closing thanks again for a great job.

Jerry Digges

President
