



August 11, 2017

Attn: Julie Tupper  
Beskin-Divers Insurance Group Inc

Re: SteelMaster Renewal

Dear Julie:

I just wanted to take a moment to thank you for your extra efforts in our renewal this year. Not only did you help us get a competitive quote to pressure Optima to lower their increase, you also were successful in getting MetLife to completely waive their proposed increase.

I sincerely appreciate your continued professionalism and “go get ‘em” attitude. If you ever want to consider a career change, we would welcome your talents!

Sincerely,

A handwritten signature in black ink that reads "Karen L. Willis".

Karen L. Willis  
Vice President/CFO  
STEELMASTER BUILDINGS, LLC