

# Arlin Curtiss Trucking, Inc.

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March 29, 2013

This letter is being written as a personal testament as to the professionalism and knowledge exercised by Insurance Specialty Group and its Account Executives, namely Gregory Tate, a Certified Work Comp Advisor and Sandi Anderson, a Licensed Agent Account Executive.

We began our association with them in August, 2011 and have no regrets with our business decision. Prior to our association with Insurance Specialty Group we had been leasing our truck driving personnel since 1987, with several leasing companies, mainly to avoid the high cost of Worker's Compensation in Minnesota. However, over the years, leasing had become costly, inefficient and out of control, with respect to the human resources support and the benefits package provided.

Mr. Tate initially made contact with us by telephone, then sent out some literature and fliers to "peak" our interest and followed up with several in-person meetings and a final proposal. Even after our final decision was made, Sandi & Greg continued to closely monitor and advise us throughout the year, and up to the present time. Our decision to close our business had nothing at all to do with Insurance Specialty Group and their level of service.

Greg helped us to seamlessly terminate our contract with the leasing company and also advised us on the preparation of a Company Handbook tailored especially for Arlin Curtiss Trucking, Inc. He worked closely with Sheila Larson, our self-taught HR office employee so she would have all the procedural policies and files in correct legal format, adhering to all industry rules and regulations.

I cannot stress strongly enough the level of care, dedication and professionalism that Insurance Specialty Group maintains. Their association is a strong asset in the overall performance of any business, small or large, trying to survive in today's ever changing business climate.

Yours Truly,



Jill Steen, Office Manager  
Arlin Curtiss Trucking, Inc.