



November 16, 2018

Mr. John Marini  
Vice President  
Adjusters International, Inc.  
[jmarini@aidrc.com](mailto:jmarini@aidrc.com)  
126 Business Park Drive  
Utica, NY 13502

Re: Renewal Award of Contract #R142401

Dear Mr. Marini:

Per official action taken by the Board of Directors of Education Service Center, Region 4 on October 23, 2018, National IPA is pleased to announce that Adjusters International, Inc. has been awarded an annual contract renewal for the following, based on the sealed proposal submitted to Region 4 on January 7, 2015, and subsequent performance thereafter:

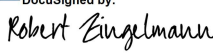
**Contract**

Risk Preparedness and Consulting Services

The contract will expire on March 31, 2020, completing the fifth year of a five-year term contract. **If you have any questions or if your company is not in agreement, please contact your designated Contract Manager, Christine Dorantes, at (615) 431-8182 or [christine.dorantes@nationalipa.com](mailto:christine.dorantes@nationalipa.com).**

The partnership between Adjusters International, Inc. and Region 4 can be of great help to participating agencies. Please provide copies of this letter to your sales representative(s) to assist in their daily course of business.

Sincerely,

DocuSigned by:  
  
0B1D33BB0130490...  
Robert Zingelmann  
Chief Financial Officer