



M. PRICE DISTRIBUTING CO.

1812 W. Pembroke Avenue • Hampton, VA 23661-1905 • tel: (757) 722-1911 • fax: (757) 728-9360

March 1, 2005

To Whom It May Concern:

It is my pleasure to write this letter of recommendation regarding Feagans and Associates' safety program for beer distributorships.

Mel Feagans has worked with me and my staff to develop a formal written departmental safety program which has reduced accidents and injuries to our delivery drivers and Warehouse employees.

Mel has worked with our company for two years. In that time our Worker's Compensation claims has been reduced by **40%** and our lost time injuries have been reduced by **79%**. As a result of our combined efforts, our Worker's Compensation experience modification has dropped to a **.92**. Vehicle accident claims have also shown a significant improvement in both the frequency and severity of claims.

Mel is also very active in working with our insurance companies. The response after their site visits and attendance to our safety meetings has been very positive. These companies have shown that they are impressed with our commitment to safety. Mel's program also includes a formal written premise inspection. Concerns are identified and corrected immediately.

I have been so impressed with Mel's programs that I have retained his services for yet another year. He is highly qualified to help any beer distributorship improve the safety of its employees and reduce insurance claims.

Sincerely

Trudi Price
President
M. Price Distributing Co.