



4645 Richmond Road • Suite 101 • Cleveland, Ohio 44128 • (216) 766-6000

December 28, 2023

Michael Perlmutter
Chief Executive Officer
The Alex N. Sill Company
6000 Lombardo Center, #600
Cleveland, Ohio 44131

Dear Mr. Perlmutter:

In the 60+ years we have been in business we have experienced a few losses, but none as extensive as the fire which occurred at one of our residential properties in January 2022. While the fire took out a portion of the rental complex, all that was lost was material in nature and replaceable – no lives were lost and no one suffered any injuries.

A fellow business associate and trusted friend, aware of our loss, highly recommended your firm, as they had worked with you in the past, and after our own investigation and careful consideration, we were happy to engage The Alex N. Sill Company to do our bidding with our insurance carrier. Mike Hickle and his team (including Chris and Zack) were exceptional to work with, guiding us through the process of managing our claim. I have no doubt that their experience and expertise in what they brought to the proverbial table resulted in a higher than anticipated claim settlement.

While I hope to never experience a loss again such as we had in January 2022, I would never hesitate to contact your firm again to represent us in our settlement negotiations. On that you can rely.

Should you need a recommendation from our company, please do not hesitate to reach out to me at the number listed above.

Sincerely,

Stuart J. Graines
GMS Management Co., Inc.

SJG/pes

Approximate Loss: \$4,500,000