



Midwest Branch  
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Dear Stefen,

Only a few times have I written a letter like this. So far my instincts have been right. For those who I have supported with my opinion and those who have taken my insight the result has been good for both.

I want to provide you with my testimony so you may share it with anyone who wants an excellent safety program. By excellent I don't mean spending every last dollar, I mean smart, efficient, comprehensive, thorough and appropriate.

Over the years I have known and worked with you I have been impressed with your personal integrity. I have seen you sacrifice what could have been an advantage to you for the benefit of others, both individuals and corporate. I hope you learn to charge for what you do. I know that safety is your passion. Make a living at it.

You are a rare find. I do not know anyone over the years who brings the level of knowledge and experience in so many areas of safety. Your 'insurance' perspective combined with years of real business experience has shaped your 'real world' approach to solutions. Your training as an Engineer shows in the solid, step-by-step way you attack each problem and build a logical, complete result that allows you to build future needs upon a solid foundation.

In the long run, I don't know that I can measure the positive impact you have made to me personally as well as for Royal. The savings in time, money and worry have been very valuable meant a great deal. I appreciate our friendship and look forward to hearing of your successes for years to come.

I hope that in some small way this letter will illuminate for anyone considering your services that they couldn't make a better choice.

In appreciation...

Sincerely,

Terrence M. Vacanti  
Vice President  
Midwest Region Accident Prevention