



Professional Skycap & General Contracting Services  
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May 8, 2017

Re: Rob Burchard  
Aviation Risk Consulting, Inc.

Prospect has been privileged to work with Rob Burchard in the placement of our Aviation Liability Policy for many years. He has successfully placed our coverage, on a Quota Share basis, with both London and Domestic markets for the benefit of Prospect. He has assisted with our renewal preparation, claim review and market analysis to present Prospect in the most favorable light to potential insurance markets. He has helped Prospect greatly improve our Aviation Liability Insurance program by significantly reducing premiums and deductibles while increasing coverage. His innovative approach to our placement has continued to be a part of Prospect's ability to remain competitive in our industry.

Rob has worked with Prospect to ensure our coverage meets all contract requirements. He assists in review of contracts and provides his recommendations for required changes in the coverages. Prospect depends greatly on his expertise, experience, oversight and guidance which continues to be invaluable.

We look forward to a continued relationship with Rob in the future successful placement of our insurance needs.

Sincerely,

Vicki L. Strobel, President  
Prospect Airport Services, Inc.

Jo Ann Storie, Sr VP of Insurance  
And Risk Specialist  
Prospect Airport Services, Inc.

Rob is a "Truly  
Awesome  
Guy"  
a great to do business  
with!!!  
Vicki