



## MATHEWS FORD MARION, INC.

1155 Delaware Ave.  
Marion, Ohio 43302  
800-545-3673 740-387-3673  
[www.mathewsautogroup.com](http://www.mathewsautogroup.com)

July 30, 2012

On June 29<sup>th</sup>, 2012 one of our 7 locations was hit with a severe hailstorm, damaging all of the inventory. Shortly after the storm, we were in contact with Tracy Thrall from International Fleet Solutions, Inc.

He explained how critical it was to have someone work with our insurance adjusters on our behalf to insure that the adjustments were correct. As it turned out he was correct, we had to have several discussions with one of our insurance companies in order to come to a agreed upon value. I believe without Tracy Thrall and Dan Johnson being involved with their expertise, it would have cost us thousands of dollars.

IFS was very professional and courteous. They made it an easy transition, with their trained staff of technicians and quality control managers. They were able to return our inventory back to pre-damaged condition in under 3 weeks which exceeded our expectations.

We as a dealer have very high standards and expectations and we found IFS to hold to these standards and then some.

Their expertise in the hail damage business was a key element in turning this catastrophe into a memory.

They took care of everything allowing us to concentrate on the day to day operations and selling inventory.

We would highly recommend Tracy Thrall and Dan Johnson, owners of IFS, to anyone who has had hail damage.

If you should ever need a reference, please don't hesitate to call either myself or one of my sales managers, Spencer Mathews or Dave Gibson.

Sincerely,



Thurman Mathews