

# GRAINGER HONDA

*The People's Choice*

1596 Chatham Parkway at I-16, P.O. Box 7044  
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May 19, 2014


To Whom It May Concern,

At Grainger Companies, we place value on the physical, emotional and spiritual health of our employees. We have trusted David DeWitt to help us with our employee benefit needs since 2004. The health insurance world has changed drastically and continues to change. To stay ahead of the curve, David shops our group coverage every year. He meets with every employee to determine our situation and be my eyes and ears with my team. We have had agents that handled renewals well, but David brings a year round work ethic.

He is at our site at least every other week walking the grounds putting out fires before they start. Our employees and their spouses enjoy 24/7 access via cell and most have developed a personal relationship with David. He offers individualized planning with Medicare, group and Individual health options assisting our employees in determining the best fit for their family and their budget. Beyond the job, I get regular reports of how he has taken every opportunity to counsel and encourage our employees in their personal lives with an unmatched sincerity.

I would recommend David to any company who values their employees and who isn't afraid to think outside the box.

Sincerely,



Mark A. Grainger  
Vice-President &  
General Manager