



AIG Insurance
Services, Inc.
80 Pine St., 5th FL
New York, NY 10005
www.aig.com

May 30, 2017

Don Kenny
Senior Vice President
Falcon Insurance Agency

RE: Tactical Air Support, Inc.

Dear Don,

We are excited to hear that Tactical Air Support is already bidding on multiple contracts for the F-5 aircraft we currently insure. As you know, Tac Air presents some very unique exposures -- not your usual Point A to Point B air travel. Clearly their military training, experienced cadre and adherence to sound safety standards have paid off for them (and for AIG). The quality of their operations is certainly reflected in their long loss-free record. Everything they do; they do right.

Underwriting this risk has been unique. Most aircraft operations I see fit inside a box of parameters that have been measured for decades. With TAC Air's business I have had to take a close look at the individuals and their practices to evaluate whether or not AIG is willing to back them up in the event of a loss. Over the 5 years that I have been involved with doing this, I have always been impressed with every aspect of their operations, especially their management's commitment to safety.

Thanks for allowing AIG to be part of the Tac Air team. We look forward to our continued partnership for years to come!

Regards,

A handwritten signature in black ink that reads "Derek Steinle".

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