



KIT

MANUFACTURING COMPANY

EXECUTIVE OFFICES

530 East Wardlow Road, P.O. Box 848, Long Beach, California 90801-0848

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NOTE: Area Code Now (310)

October 30, 1996

Mr. William Rake, President
The Greenspan Company
3600 Wilshire Blvd., Suite 300
Los Angeles, CA 90010-0025

Dear Mr. Rake:

Re: KIT Manufacturing Company Insurance Claim

KIT Manufacturing Company lost a manufacturing center in Kansas due to a tornado. TransAmerica, our business interruption insurer kept stalling our payment and would not give us what our claim was worth. When we retained The Greenspan Company, Paul Migdal came to our aid.

Mr. Migdal's extensive knowledge of law, insurance adjustment, claim preparation, and his excellence at negotiations resulted in KIT collecting from TransAmerica. We are very pleased with Greenspan, Sandy Cho and especially Paul Migdal for the very professional job they did. We would not hesitate to recommend The Greenspan Company to anyone with an insurance claim adjustment problem.

Sincerely,

KIT MANUFACTURING COMPANY

Dale J. Gonzalez
Senior Vice President & Treasurer

Matthew S. Pulizzi
Vice President

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"America's Value Leader Since 1945"

MANUFACTURED HOUSING & RECREATIONAL VEHICLES