



CLIFF SOUZA ENTERPRISES, INC.

June 25, 1988

William Greenspan  
The Greenspan Company  
400 Oyster Point Blvd.  
So. San Francisco, CA 94080

Dear Bill,

As a business professional and a private citizen I had hoped never to have to make a major insurance claim.

Very early the morning after the fire, insurance adjusters started calling to offer their expertise in dealing with this type of claim.

I had no idea that they existed or that there was a need for them. It soon became obvious that settling the claim to my advantage would involve more than just a call to my insurance company.

As you know, I hired the Greenspan Company, Adjusters of losses for the insured. They arranged for bids and took care of all necessary paper work. They advised and guided me through negotiations that went smoothly at all times. An excellent settlement was made.

I can't recommend your company enough. The Greenspan Company will definitely be my first choice if I ever have another disaster involving insurance.

Sincerely,

Cliff Souza, President