



S & W SEED COMPANY

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 PREMIUM SELECT SEEDS 

January 11, 1988

Mr. William V. Greenspan
The Greenspan Company
400 Oyster Point Blvd., Suite 210
South San Francisco, CA 94080

Dear Bill;

On May 7th 1987 at approximately 8:00 PM S & W Seed Co. experienced a fire which consumed our main building complex containing all of our seed cleaning equipment. Having a fire of this magnitude (over a two million dollar loss) was in of itself a major catastrophe. Let alone the knowledge that a new mill would have to be constructed and be operational prior to July 1, 1987 (less than a two month period) in order for us to remain in business.

Within a few days of the fire, several public adjusting firms called including The Greenspan Company plying to represent us. Not having had this type of experience before, and upon having called and met with the insurance company and our attorney, we quickly came to the conclusion we needed help. We chose The Greenspan Company because of the references given by them (some of which we knew) and their professional approach.

We made the right decision. As important to us as receiving everything possible in the way of dollars, was the fact that we could expend all of our time and effort in building the new mill by having Greenspan handle the insurance claim. We are extremely pleased in the way The Greenspan Co. performed for us. We feel they returned to us far more than their fees. We would very highly recommend them to anyone who has need of a public adjuster.

Sincerely Yours,

A handwritten signature in cursive script that reads 'Donald W. McCollister'.

Donald W. McCollister
Managing General Partner