



COLONIAL REALTY

and Investment Company

January 26, 1989

William Greenspan
Greenspan & Company
400 Oyster Point
South San Francisco, Ca. 94080

Dear Bill,

In December, 1987 we experienced a very serious fire at our twelve unit apartment building in the Haight/Ashbury district of San Francisco. We were immediately approached by numerous public adjusters and fire contractors offering services, quotes, and lot of promises. While we were initially skeptical of using a public adjuster, we quickly realized we needed professional, experienced help in cutting through this unknown maze.

We were very impressed with your presentation, and professional approach so we chose the Greenspan Company.


It is now a year later and we have a completely remodeled building. This would not have been accomplished without your enthusiastic diligence and support in pushing through the claim, in establishing rent loss, in obtaining appraisals, and in helping with the contractor selection. We were particularly impressed with your following up on details, returning phone calls and general availability. You did your job. You stuck with us all the way and we are grateful.

We have no hesitation in recommending the Greenspan Company to others who have a fire loss claim.

Sincerely yours,



Don DeFraga



Mark Best

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