



November 30, 2014

The Greenspan Co./Adjusters International  
400 Oyster Point Blvd., Suite 519  
South San Francisco, CA 94080

We wish to thank you and your team of Kevin Bacon, Chris Glenister, and Jenny Schultz for the terrific job in negotiating our commercial insurance claim. We are a large seafood processor and distributor. Our products are obtained from and circulated throughout the world. We are one of the premier seafood companies based out of the Bay Area. Unfortunately, in the last winter freeze, our sprinkler lines broke and severely damaged and incapacitated our operations. There was water damage to our processing plant, coolers, inventory, and office areas. Our facility had to be partially shut down to facilitate repairs and replace equipment.

Our company could have easily suffered additional losses to production and distribution, had it not been our luck in meeting you. The efforts of the team of The Greenspan Co./Adjusters International resulted in a timely and equitable settlement with our insurance company. Thanks to the collective effort we exhausted our limits on the building and contents losses. Chris Glenister of The Greenspan Co./Adjusters International fought hard for and recovered all our extra expenses and business interruption losses that were incurred to minimize suspension of operations. While we previously handled an insurance loss with our carrier, we knew from our last experience that the army of consultants that the insurance company placed on their dime was purely to lookout for itself and not us. Without your help we could not have obtained the favorable result. Of course, this is not to mention the amount of time, effort and distraction from our own business it would have taken us to recover any funds.

Your services were based on a contingency model, which we thought was fair and properly incentivized. Thank you for getting us back into business. Please feel free to circulate our name to any potential clients as a very happy reference.

Sincerely,

**Global Quality Foods, Inc.**

Peter Nguyen  
General Manager  
(510) 783-8999

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