

rudolph hurwich

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August 18, 1993

Randolph H. Goodman
The Greenspan Company
400 Oyster Point, #519
South San Francisco, CA 94080

Dear Randy,

We have now received the final payment from Nationwide Insurance in connection with the fire loss at our building in West Berkeley. The property has been rebuilt, our new tenant is very happy, and so are we.

It's now time to give recognition to you and your organization on behalf of my partner and myself. In our opinion, you not only saved us a lot of headaches in dealing with the insurance adjuster, but probably got us a larger settlement than we would have obtained on our own. Thanks for putting your knowledge of the insurance industry and the adjustment process to work for us.

As you know, I have already recommended your firm to a friend and would not hesitate to do so again.

Sincerely,

A handwritten signature in cursive script that reads "Rudy Hurwich". The signature is written in black ink and is positioned below the "Sincerely," text.