

July 5, 2004

Mr. Gordon Scott, Principa  
The Greenspan Company/Adjusters International  
400 Oyster Point Blvd., Suite 519  
South San Francisco, CA 94080-1921

Dear Mr. Scott:

In august of 2001, a fire destroyed a major portion of our operating facilities in Bakersfield, California. Needless to say, the devastation was enormous, both physical and psychological. At the time, we really had no idea which way to turn. Amongst all of the chaos of those first few days, we were introduced to Paul Migdal and Chris Glenister of the Greenspan Co.


Paul Migdal and Chris Glenister virtually took over the handling of our claim. They reviewed our policies, set up meetings with our insurance company, and began to quantify our losses. This allowed us to focus our efforts on rebuilding our facilities, getting our production line running again, and trying to retain our customers; rather than having to spend all of our time handling the filing of an insurance claim.

Our loss was quite large and the claim was extremely complex. For the past 32 months, Paul Migdal and Chris Glenister have invested an immeasurable amount of time and effort documenting and supporting our claim. They proceeded, as our advocate, to secure a settlement that we were entitled to under the terms of our policy. Without the assistance and guidance of these professionals, I am sure we would have never received a fair settlement.

Having gone through this experience, I am confident that no company should ever attempt to handle their own claim without the expertise of Paul Migdal, Chris Glenister and the Greenspan team. I would recommend the Greenspan Company, without any hesitation or reservation, to anyone faced with the task of dealing with an insurance company to collect on an insurance claim.

Yours truly,

Consolidated Fiber Glass Products Co.

  
Daron J. Thomas  
President & Chief Operating Officer

