

Iconoclast, Inc.

457 Grass Valley Hwy., No. 7
Suburn, California 95603
(916) 885-1208

RECEIVED

OCT 28 1986

October 27, 1986

William V. Greenspan
THE GREENSPAN COMPANY
400 Oyster Point
So. San Francisco, CA 94080

RE: Apartment Fire -- 436 Linden Ave.

Dear Bill:

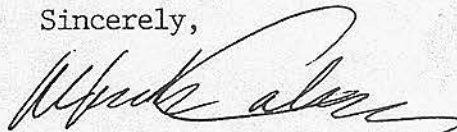
Admittedly we were very skeptical about engaging your organization. We felt we had proper coverage for fire loss on Linden and the insurance must pay. So why involve a third party?

During our preliminary meeting you explained the problems that could arise from this claim (and they certainly did). We know now that without your expertise this corporation would not have survived the insurance company.

We were extremely impressed with your professionalism, your expertise, and knowledge regarding the workings of insurance claims. Frankly, without you, we would have been taken for the proverbial "ride" by the insurance company.

I am always available to personally recommend you, Bill, and the Greenspan Company to any potential client.

Sincerely,



Alfredo Cabrera, President
ICONOCLAST INCORPORATED

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