



October 15, 2007

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

Dear Mr. Scott,

Thanks to you and the Greenspan Team for the great work and outstanding results that you produced in regards to our recent insurance claim for fire damages.

In July 2006, a fire of unknown origin destroyed a significant portion of our 27,000 square foot office building in Santa Clara, California. This was the first and only major fire loss that our company has encountered. The office building was vacant at the time of the loss and we were in consultations with the city to redevelop the site, so we were unsure if we could even make a claim for the damages considering the complexity of our situation. Our insurance agent advised us to not make a claim for the fire damages, but thankfully we listened to your advice and counsel regarding how to handle this matter.

Every aspect of our claim was diligently handled by Paul Migdal and his team, from reviewing policy coverage, hiring construction specialists to determine the scope of property damage, deposition preparation, and corresponding and negotiating with the insurance company. Given our inexperience with these matters and our need to focus on our primary real estate management business, we were relieved that Paul took the leadership role in dealing with these matters. Without the time, effort, and expertise that Paul put into this matter on our behalf, we could not have achieved the final settlement that you obtained.

Paul Migdal and the Greenspan Team have earned our sincere thanks and praise for the results you produced in this claim. The fee you earned in this claim was well deserved – I know for certain that our insurance settlement was several times greater than what we could have achieved on our own, not to mention the time and effort that you saved us. I hope that we will not have another property loss incident where we need your services again, but if we do we will be grateful to rely on you. I have and will continue to highly recommend The Greenspan Company to anyone filing and attempting to collect on an insurance claim.

Sincerely,

Andrew Diamond
Executive Vice President

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