REISIG'S SHOES
870 W. Henderson 784-8800
Porterville, CA 93257

BULLARD'S
870 W.Henderson 784-1823
Porterville, CA 93257
Fax: (209) 784-5123

3-9-93

W.S. BROWN

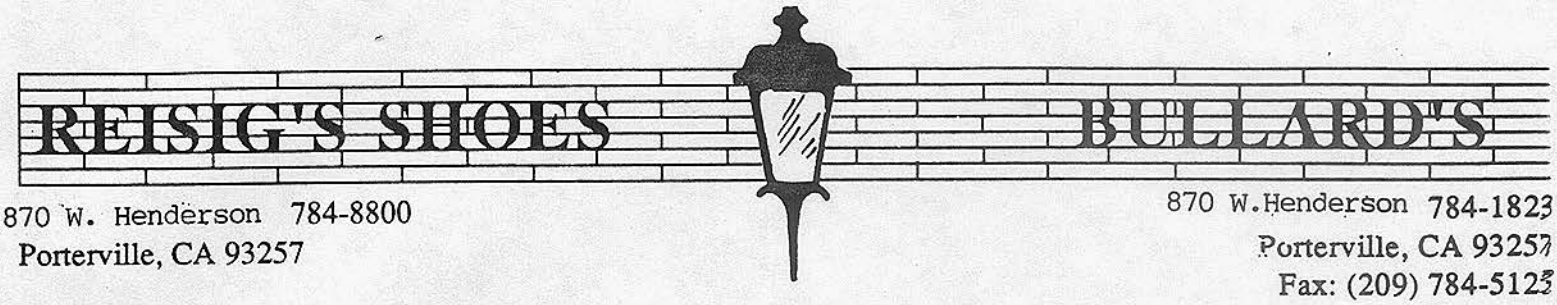
The Greenspan Company
Adjusters of losses for the insured
3600 Wilshire Boulevard Suite 300
Los Angeles, CA 90010

To whom it may concern:

No one can understand your personal feelings when tragedy strikes, especially when it affects your personal lifes' savings. During this time of emotional upheval the best business decision that you can make is to hire a personal adjuster for the insured. I interviewed them all and I believe I made the best choice possible, I chose the Greenspan Company. Kenneth Elkman was on the scene of our fire within 24 hours of the tragedy. He was courteous, understanding, and extremely helpful in making a decision to choose an adjuster. After we decided to go with the Greenspan Company they did not disappear or leave us hanging. They were there every day for almost a week with a full team of appraisal experts working to put our claim together, making sure we received every bit of compensation that was due us under the terms of our policy. Once they helped put us on the road to preparing our claim my personal adjuster, Ed Kerr, came on board. Ed was the best thing to happen to me since I met my wife. He is totally professional, understanding, and extremely knowledgeable. Ed got us the best settlement we could have hoped for. Infact I can say without hesitation that every penny we paid the Greenspan Company in commission they earned ten times over.

Susan Tussing was another key to our recovery. Her hard work and number crunching was a key factor in our settlement.

The Greenspan Company's personnel are highly trained, professional people. They know the law and how to fight for a full, fair settlement on an insurance claim.



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I recommend the Greenspan Company with complete confidence to anyone who is in need of a top insurance adjuster for the insured.

Sincerely, W Steve Brown

W. Steve Brown
Owner - Reisig's Shoes / Bullard's Dept. Store, Inc.