

 N E A S I - W E B E R I N T E R N A T I O N A L

8550 Balboa Boulevard
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October 21, 1997

Gary W. Johnson, SPPA
Principal
The Greenspan Company
9253 Rocky Mesa Place
West Hills, California 91304-9495

Dear Gary:

Neasi-Weber International's headquarters are only a few blocks from the epicenter of the January 17, 1994 Northridge earthquake. The damage to our facility was so severe that we were forced to relocate our offices for a period of six months. We incurred both personal property and business interruption claims as a result. We also quickly learned that our insurer had a different perspective of evaluating our loss than the reality of the occurrence.

Gary, your expertise and the valuable assistance provided by Paul Migdal, Sandra Cho and others brought about a settlement that we believe was advantageous to Neasi-Weber International. We were particularly pleased that considerable time and effort was spent understanding our organization and business before action was taken on our behalf.

We are and will be happy to recommend your services to others.

Thank you for your professional service and guidance.

Sincerely,



John F. Reid
Chief Financial Officer

cc: Dennis J. Neasi
James S. Weber