

RICHARD R. KLEIN
ATTORNEY AT LAW
P. O. BOX 153
124 BUENA VISTA
STINSON BEACH, CALIFORNIA 94970
415 / 868-2912

5 October 1987

Mr. Randy Goodman
The Greenspan Company
400 Oyster Point Boulevard
South San Francisco, CA 94080

Re: Casualty Loss at Paul's Truck and Equipment Sales

Dear Randy:

I want to thank you and Shellie Landa for the courteous and professional manner in which the two of you handled my client's claim against their insurance carrier. Your expertise provided us with the leverage to negotiate a settlement that was financially very beneficial to us. Your fee was an excellent investment based on our recovery in excess of half a million dollars (\$500,000).

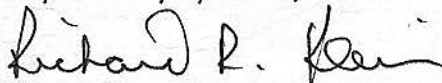
Your answers to my many questions and knowledge of the process were invaluable in settling the claim. We would not have secured a \$150,000 advance payment, which was desperately needed to continue our manufacturing operations, if you had not told us it was possible.

I appreciate the way you took care of all the details for us and the impressive mountain of paperwork you created to substantiate our claim. We recovered the maximum amount of money to which we were entitled because of the services provided by The Greenspan Company.

I will not hesitate to refer someone to you because the cost of your services is more than paid for out of our recovery from the insurance company.

Thank you very much for your assistance and kindness in this matter.

Very truly yours,



Richard R. Klein

RRK/ah