PACIFIC
SOUTHWEST
CONTAINER

March 28, 2005

The Greenspan Company/Adjusters International
400 Oyster Point Boulevard, Ste. 519
S. San Francisco, CA 94080

To Whom It May Concern:

Earlier this year, a fire severely damaged a major printing press at our Modesto facilities. The destruction impacted over one-third of our lithograph business. We, immediately, recognized the need to retain professional services such as that provided by The Greenspan Company/Adjusters International. Without equivocation, we can say that we will be, forever, thankful that we so quickly recognized this need.

At once, Paul Migdal, Gordon Scott, and Chris Glenister took over virtually every aspect of our claim-reviewing our policies, attending meetings with Insurance Company representatives and quantifying both our actual and potential losses. Their actions allowed us to concentrate on our business rather than the logistics of filing and negotiating an insurance claim.

Our losses were quite large and our claims very complex. Naturally, our Insurance Company minimized the extent of our losses contending that the same would probably range between a million to one and a half million dollars. For the next two months, our Team treated us as if we were their sole client. They invested an immeasurable amount of time and effort, on our behalf, and at all times conducted themselves with extreme diligence, integrity and absolute professionalism. Their efforts resulted in a settlement between four and five times that initially offered by our Insurance Company. Without the assistance and guidance of these professionals, we are sure that we would never have received a fair settlement.

Having gone through this grueling experience, we are confident that no company should ever attempt to handle their own claim and be without the benefit of the expertise of the Greenspan Team. We would-and do-recommend The Greenspan Company/Adjusters International, without any hesitation or reservation, to anyone faced with the task of filing, and attempting to collect on, an insurance claim. Although our fees for their services were in the hundreds of thousands, we could have paid far in excess of the billed amount and still consider them to be one of the best business investments we have made.

Sincerely,

Les Mangold
Senior Vice President/
Chief Financial Officer

PACIFIC
SOUTHWEST
CONTAINER

February 9, 2012

The Greenspan Company/Adjusters International
400 Oyster Point Boulevard, Ste 519
S. San Francisco, CA 94080

To Whom It May Concern:

In early 2011, a fire severely damaged major printing press at our Modesto facilities. The destruction impacted a significant portion of our lithograph business. We, immediately, recognized the need to retain professional services such as that provided by The Greenspan Company/Adjusters International. Without equivocation, we can say that we will be, forever, thankful that we so quickly recognized this need.

At once, Paul Migdal and Chris Glenister took over virtually every aspect of our claim-reviewing our policies, attending meetings with Insurance Company representatives and quantifying both our actual and potential losses. Their actions allowed us to concentrate on our business rather than the logistics of filing and negotiating an insurance claim.

Our losses were quite large and our claims very complex. Naturally, our Insurance Company minimized the extent of our losses. Paul and Chris invested an immeasurable amount of time and effort in 2011, on our behalf, and at all times conducted themselves with extreme diligence, integrity and absolute professionalism. Without the assistance and guidance of these professionals, we are sure that we would never have received a fair settlement.

Having gone through this grueling experience, we are confident that no company should ever attempt to handle their own claim and be without the benefit of the expertise of the Greenspan Team. We would-and do-recommend The Greenspan Company/Adjusters International, and attempting to collect on, an insurance claim. Although our fees for their services were in the hundreds of thousands, we could have paid far in excess of the billed amount and still consider them to be one of the best investments we made.

Sincerely,

Les Mangold
Senior Vice President/
Chief Financial Officer