TRINITY RIVER LUMBER COMPANY
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The Greenspan Co. / Adjusters International
3090 Independence Drive, Suite 250
Livermore, CA 94551

We wanted to thank you for your service to Trinity River Lumber Company as we worked through the process of recovering after our devastating fire.
Please feel free to use this as a letter of recommendation for future clients.

Trinity River Lumber Company has had a long history as the largest private employer in Weaverville and Trinity County. The mill has consistently employed over a 130 people and was vital to the local community and the county. When the mill was destroyed by fire in September of 2009, Glenn Zane, a consultant to the milling industry and a person we had trust in, recommended we meet with you. He spoke of past positive experiences and suggested that we not go it alone. His advice turned out to be right.

In the beginning, our insurance company attempted to get around paying us anything, by citing what was called a Protective Safeguards Agreement. You steered us in the right direction, recommending counsel who specialized in these specific issues. You recommended experts to support counsel's arguments and stood by us in our fight. Fortunately it did not take long to convince the insurance company to move forward with the settlement of our claim.

To you the rest of the story is probable in a days work but to Trinity River Lumber Company it was our future. You carefully and successfully argued that our buildings, because of the ways in which they were connected, should be considered as "one", thereby reducing any penalties we would incur. You controlled the scope on the equipment and, as such, clearly were able to negotiate the best outcome on our behalf. You successfully argued for increased costs of construction, and were able to collect them in our behalf, due to codes, in spite of our insurer's attempts to deny us any payments under this policy extension. And lastly, you made sure that we collected for every single coverage that our policy afforded under our business interruption and extra expense coverage's.

In conclusion, it's very clear that with you on our team, we collected millions more in payments than we would have without you. You allowed us the valuable time and resources for us to focus on redesign and reconstruction, allowing us to reopen our doors

and again become the largest employer in Weaverville. Due to your efforts, a community was saved. You followed through on everything you promised. Please have anyone considering your services give us a call. Thanks again for efforts on behalf of Trinity River Lumber Company; it has been a pleasure working with your firm.

Sincerely,

Dee W. Sanders

Trinity River Lumber Company
Dee W. Sanders
General Manager