

## PRESSURE CAST PRODUCTS CORP.

4210 E. 12TH STREET  
OAKLAND, CALIFORNIA 94601

June 28, 1995

Bill Greenspan  
Randy Goodman  
The Greenspan Company  
400 Oyster Point Blvd.  
So. San Francisco CA 94080

Dear Bill and Randy:

On June 20, two days after the second-year anniversary of our fire, we received a \$270,060 check for the balance of our claim for loss of income, totaling \$340,000!

We are thrilled with the outcome of this claim for loss of income. The loss of income part of our policy was, really, a mystery to us. We had no idea what it included and how it was to be calculated. Clearly, Aetna had no idea how it was to be calculated either! Nor do we believe that our broker would have been much assistance in this area. If ever there was a time and place for a public adjuster, this was it.

Shellie Landa was wonderful to work with. She was clear and informative in meetings. She always provided us with precise guidelines as to her requirements for information. Because we bought another die casting company (Golden Gate Die Casting) in April 1993, she had to deal with their numbers along with ours. Shellie felt that the Golden Gate figures were essential to the integrity of our claim and had to fight Aetna, and the infamous Anne-Marie Schmoeckel, very hard for Golden Gate's inclusion. There were other fights as well, in which Shellie prevailed, making for a big difference in the outcome.

Without Shellie, Aetna would surely have taken advantage of our naïveté. Shellie saved us from that. The result of her hard work is obvious; her friendliness, enthusiasm, honesty and INTELLIGENCE made it exciting.

The war is not yet over, but this battle is behind us, and very satisfactorily so. Thank you!

Sincerely,



Willis H. McNeil  
President



Karen McNeil  
Vice President