

LAW OFFICES OF
ERSKINE & TULLEY
A PROFESSIONAL CORPORATION
590 MARKET STREET
SAN FRANCISCO 94104
(415) 392-5431

MORSE ERSKINE (1895-1968)
J. BENTON TULLEY (1908-1974)

November 2, 1988

Randolph H. Goodman, Vice President
THE GREENSPAN COMPANY
400 Oyster Point
So. San Francisco, CA 94080

Re: Tenant's Fire Loss and Business Interruption
San Francisco Office Building

Dear Randy:

I am writing this letter to thank you for your efforts on behalf of our client in reaching settlement of the above-captioned loss.

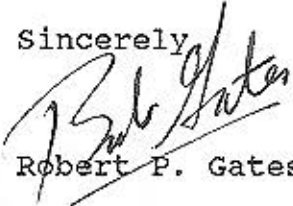
As you are aware, the client is a nationwide corporation and this loss involved its key San Francisco Regional Office. The matter had languished for some time in litigation until we retained you and your consultants and experts. We believe that the overall result was more than satisfactory.

We particularly appreciated the fact that you devoted your efforts and resources, including costs, without hesitation in order to assist us in pursuing the matter. Your knowledge of the opposing parties, their attorneys and carriers and matters of policy interpretation and customary recoveries was also most helpful.

Thank you for your assistance.

Best regards,

Sincerely,


Robert P. Gates

RPG/bts

cc: James M. Miller