



*Aon Risk Services*

January 13, 1998

Mr. Greg Spiker  
Independent Cities Risk Management Authority  
14156 Magnolia Boulevard, Suite 103  
Sherman Oaks, CA 91423

Re: Integrated Risk Solutions Presentation

Dear Greg:

Aon Risk Services has formed a joint venture alliance with PSR Corporation to offer a unique and specialized risk control product known as Integrated Risk Solutions. It is directed at police and fire personnel to prevent and contain disability injury, workers' compensation losses and its related retirements. This letter is in response to Howard Fishman's, the ICRMA Pool Chairman's recent request.

Howard Fishman and other risk managers from across California viewed a presentation, made by Jack Kanner, Chief Operating Officer of PSR, at the "the October U.S. PRIMA conference. This presentation was viewed by multiple U.S. cities' Fire and Law Enforcement training command. This program, PSR, was again unilaterally acclaimed as a new paradigm in safety for these high risk personnel.

What makes PSR unique is that its training applications are directed at work environments which cannot be ergonomically redesigned, and do not respond to positional training exercises, which is precisely the situation with safety personnel.

PSR training is aimed at both routine and critical response performance needs such as patient handling, medical transports, rescues with full turnout gear for Fire EMS personnel; psychological and physical confrontation in arrestee struggle, defensive tactics - baton confrontation, foot pursuit etc. for Law Enforcement personnel.

This PSR training is the most dynamic that I have seen, and has achieved an excellent track record of workers' compensation cost containment with numerous cities and counties in California and nationally.

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January 13, 1998  
Page 2

I will plan to have a presentation at the February 3, 1998 Risk Management Committee meeting. Should you have any questions, relative to IRS or the presentation, or require more informations, please feel free to give me a call.

Sincerely,

Gary J. Martin  
Senior Vice President,  
Dir U.S. Public  
Entities

cc: Dr. Jack Kanner, CEO, PSR Corporation