



*Steve Malan*

Executive Financial Planner

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**United**  
**ELEVATORS**  
(PTY) LTD

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**INSTALLATION, MAINTENANCE AND MODERNISATION OF ELEVATORS, ESCALATORS AND HOISTS**

**PLEASE NOTE  
NEW CONTACT NUMBERS**

14 August 2008

HEAD OFFICE No: 0860 11 00 47

CALL CENTRE No: 0860 11 00 48

**To Whom it may concern:**

FAX No: (011) 452-3755

United Elevators was founded in 1997 and our financial planner, Steve Malan was introduced to us by Loki Lourens, one of our founding members, in the same year.

We have tested Steve on many occasions in the past 11 years and found him to be competent in the financial services and products he offers.

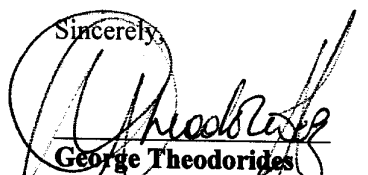
**The Acid test:**

One of the very first tasks Steve performed for United Elevators was to set up the Buy and Sell agreement between the five Directors, with the support of the legal department at Momentum Life. He also arranged the various percentages of risk cover to fund the agreement.

When one of our Directors contracted cancer in 2002 and had to undergo a gruelling operation and chemo therapy, we assumed him to be uninsurable, however Steve successfully arranged a substantial increase in cover with ALTRISK. Thankfully, we the co directors accepted the risk cover, in spite of a cancer exclusion written into the agreement.

Earlier this year Jimmy's cancer re-occurred and he was admitted into hospital. The operation was a success, but a few days later Jimmy still in ICU, passed on because of a massive stroke. Steve Malan impressed on me to ask the doctor to word the progression of events in full in his report, exactly as they occurred, to enable the claims department at ALRISK to make a fully informed decision when assessing the claim.

I am extremely impressed with the integrity of the assurance industry and in particular with ALTRISK for adding such value and acting so promptly with regard to the admission of this claim.

Sincerely,  
  
George Theodorides  
Managing Director  
United Elevators (Pty) Ltd

**SEIFSA**  
STEEL AND ENGINEERING  
INDUSTRIES FEDERATION OF SOUTH AFRICA

**L.E.A.**  
LIFT ENGINEERING  
ASSOCIATION OF SOUTH AFRICA

DIRECTORS: G.P. THEODORIDES (MANAGING), J.A. LEAL, J.P. LOURENS (SSL)  
D. THEODORIDES (SSL), G.W.Y. WILSON

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