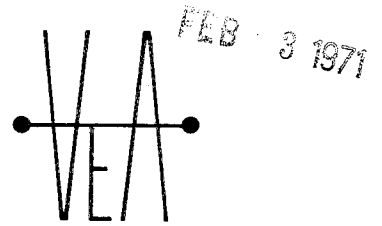


VAN ELS ASSOCIATES a Corporation



4600 South Four Mile Run Drive Arlington, Virginia 22204 703-671-4281

January 30, 1971

Dear Matt:

It was nice of you to call. The Carnegie report just arrived, appropriately. Your article was especially well done, always persuasive. I am in the midst of a draft for Jeremy Stone and will plagiarize your ideas.

Getting this land development business underway is enjoyable. It has its rewards, and drawbacks too.

I am looking forward to seeing you soon, hopefully the next time you come to Washington.

Best regards,

Han Swyter

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