

**December 30, 1992**

**Mr. Eugene M. Irwin, Manager, Investments  
Mr. Kip R. Marshall, Assistant Vice President  
The Travelers Realty Investment Company  
1100 Abernathy Road N.E.  
Building 500, Suite 1420  
Atlanta, Georgia 30328**

**Gentlemen:**

**I enjoyed having the chance of meeting with you and introducing you to some of The Galbreath Company players in South Florida. As the enclosures note, we are in three major cities in Florida, as well as the tri-county area. We have enjoyed our relationship with Travelers, especially in Denver, and if you would ever want to speak to a third party about our company in the future, Guy McCombs would be a good reference.**

**Also enclosed is information on South Florida and Brickell Avenue in Downtown Miami. As you recall, Richard Langhorne and The Galbreath Company are working together on projects in the Miami area. This association will hopefully capitalize on his local knowledge and presence in the Miami market. Among other responsibilities, he was the Founder and President of First Commercial Realty, a large brokerage firm in South Florida, and the Senior Vice President for The Allen Morris Company for five years.**

**I hope you had an enjoyable holiday and I will speak to you in the beginning of January.**

**Sincerely,**

**John. W. "Squire" Galbreath II  
Senior Managing Director**

**cc: Richard Langhorne**