



**AMERICAN  
CONTINENTAL  
REAL ESTATE DIVISION**

A Division of American Continental Corporation  
Post Office Box 28098 - Phoenix, Arizona 85038-8098 - (602) 957-7170

March 1, 1988

Mr. Kim C. Cranston  
2024 Camden Avenue  
Los Angeles, California 90025

Dear Kim:

We enjoyed meeting you and your father the other day in Phoenix. It was a beautiful day and all of us at American Continental were extremely impressed by your dad. He truly is a great man. I had never heard so many comments of pure admiration for someone as much as I'd heard from the people after you had left. Everyone enjoyed it tremendously.

You had talked about your friend from Hong Kong and how we may have some common interests. We have very profitable projects underway in Phoenix, and throughout the Sunbelt to Atlanta. We are also involved in trading around the world and would possibly be interested in projects they might have.

I have enclosed some information about our projects, our company, and the Phoenix area. We also expect to be in Hong Kong in late April, and would love to meet your friends there if at all possible, or we could meet in Los Angeles.

Thank you for your help and consideration.

Sincerely,

*Charles Keating*  
Charles E. Keating, III  
Chairman

CHK:df  
Enclosure

Special Counsel  
Exa.bit KC-31

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