

# The Charles E. Smith Companies

2345 CRYSTAL DRIVE, CRYSTAL CITY, ARLINGTON, VIRGINIA 22202/(703) 920-8500

September 7, 1993

Mr. Harvey M. Goodman  
The Goodman-Gable-Gould Company  
133 Rollins Ave., Suite One  
Rockville, MD 20852-4004

Dear Harvey,

It is with great pleasure that I write to you in acknowledgement of the outstanding service both you and your staff have provided to our Residential Management Department. Over the years, The Goodman-Gable-Gould Company has represented us in numerous claims resulting in favorable settlements beyond our expectations.

Most recently, your firm successfully orchestrated a very difficult settlement pertaining to a boiler claim at the Brandywine Apartments. Without your company's assistance, our loss would have been significantly higher.

Everyone on our staff has benefited immensely from your knowledge and expertise. You and your staff have always been diligent in their efforts and conducted themselves in a most professional manner.

As always, it has been a pleasure to do business with such an outstanding group of people.

Sincerely yours,  
CHARLES E. SMITH MANAGEMENT INC.



H. James Kostyk  
Vice President  
Residential Management

Mr. Kostyk is now at Realty Management at 240-235-1203, [jkostyk@therealtyway.com](mailto:jkostyk@therealtyway.com) and can still serve as a reference.

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Our reference contact at Smith is Mr. Walter Sheehan at 703-769-1365, [Wsheehan@archstonesmith.com](mailto:Wsheehan@archstonesmith.com).